



FIVE STEPS FOR MAKING THINGS HAPPEN

Use the following five-step process whenever you have a specific goal or purpose you want to achieve. It will help you to deepen your motivation, connect with your underlying feelings about what is envisioned, and focus these on productive action.

- 1. Define the result you want to create.** Write down exactly what result you want. It needs to be stated in a way that is concrete, time-based and measurable. That is to say, it needs to be specific (not general) and based in a time frame (not open-ended) so you can see if it has been achieved, or not. Thus, a result like *'I want to be better at public speaking'* becomes *'deliver and get feedback to ten presentations by the end of March'*.
- 2. Deepen your intention** Explore the intention behind your stated result, and get in touch with the powerful underlying feelings that give your goal its true personal significance. Why do you want to spend time and energy achieving this? What does it really mean to you?

Pursue your underlying vision by breathing into the feelings that come up as you connect with deeper and deeper levels of your motivation. You can reach deeper into your purpose by asking the question: *'because...?'* e.g:

'Why do you want to deliver and get feedback to ten presentations?'

'Because I want to get better at public speaking.'

'You want to get better at public speaking because...?'

'Because it will help my career.'

'And, it will help your career because...?'

'Because I want to realise my full potential'

'And you want to realise your full potential because...?'

'Because I think I have more to give.'

'And you think you have more to give because...?'

'Because I want to make a bigger difference in the world.'

'You want to make a bigger difference because...?'

'Because I want the satisfaction of knowing I've done my very best to help others.'

You can probably see how *'wanting the satisfaction of knowing I've done my very best to*

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help others' is a more effective motivation than just *"getting better at public speaking"*. Pursue this as far as you can get. It is the deep meanings, and the feelings that accompany them, which provide the motivational fuel necessary to take action and follow things through when obstacles arise. Take as long as you need with this step, and keep breathing into your feelings throughout.

Watch out for language which indicates your motivation is coming from a fear rather than a creative intention e.g. *I want to get better at public speaking because I DON'T want to mess up!* If this happens, ask yourself *'So, what is it that I DO want?'* Keep focusing on what you intend to create, not on what you wish to avoid.

- 3. Visualise the result** With your eyes closed, form a mental picture of the result you are going to create. Allow yourself to see the result in your mind's eye, and keep breathing into the feelings that come up, until this experience is completely real for you.
- 4. Make specific agreements about what you will now do** These agreements involve giving your word to carry out certain actions. Like the result itself, the agreements you make need to be specific, time-based and measurable. For example:
 - *'I will process my Mindtalk about public speaking, whenever it gets in the way.'*
 - *'I will identify opportunities to speak.'*
 - *'For each presentation I do, I will nominate someone to give me feedback.'*
- 5. Define what support will help you to carry out your agreements** The best Results Process can fail to create results without appropriate support. This may look like arranging a coaching or mentoring call with someone or simply asking someone to check in to confirm that you have kept your agreements.

Make sure it is you who takes on the role of initiating any calls/meetings. You call your support partners, not vice versa, making sure that you retain responsibility for creating your results. Have them call you only if you fail to do this. Arranging appropriate support may be the crucial step in you creating results that actually happen.

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