

PERSONAL GOALS KNOWING YOUR WHY

QUESTIONS TO HELP YOU BRAINSTORM

Most business owners spend years building a business without ever clearly defining the life they actually want. That's backwards. Your business should support your life, not consume it.

Without personal goals:

- You lose direction
- Motivation fades
- Sacrifice becomes endless
- And success becomes impossible to define

If you don't know where you're trying to go, every decision becomes reactive.

COMMON BUSINESS OWNER MISTAKES

- They never write goals down
- They confuse income with fulfilment
- They build businesses around pressure instead of purpose
- They'll sacrifice relationships "temporarily" for years
- They'll assume happiness comes after achievement

It doesn't. Clarity must come first.

EXERCISE: YOUR IDEAL FUTURE

Imagine it's 10 years from today. Don't think small, think & answer honestly.

- Where do you live?
- How much time do you work?
- What does your health look like?
- What experiences are you having?
- What relationships matter most?
- What does an ideal week look like?
- What are you no longer tolerating?

PERSONAL GOALS SCORECARD: Rate Yourself 1-10 on each of these questions

- I know exactly what I want my future to look like
- My business supports my lifestyle goals
- My family understands my vision
- I review my goals regularly
- My current actions align with my long-term goals

Score:

40-50: Clear & intentional

25-39: Some clarity but inconsistent

00-24: Reactive and drifting

NEXT STEPS:

Armed with the information you've gathered in this exercise, now proceed to the next page and the Personal Goals Questionnaire. Begin the process of defining your personal goals. Even if you scored yourself in the 40-50 mark, we recommend you run through the Questionnaire to really make sure you're on the right track. Then move to Professional Goals.

NEXT 5 TO 10 YEARS

1. What are three or more significant personal achievements and accomplishments you want to attain?

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2. What specific experiences or adventures will define success for you in the next decade?

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3. What would you pursue if you had no fear of failure or limitations?

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4. What annual income would you like to earn, or what is your target net worth?

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NEXT 5 TO 10 YEARS

5. In 5 to 10 years, do you envision yourself being retired, still working full time, part-time or to be in a position to choose if, when and where you work?

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6. If you're struggling to identify what you want, think about what you no longer want in your life. What will motivate you to avoid or escape situations involving stress, debt, or anything else undesirable?

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7. Where do you live and what kind of home do you live in? Whether it's your first home, your dream home or purchasing a holiday house.

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8. What vehicles, boats, bikes, horses, drones, or planes do you own or use?

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9. Who are the people in your life, and what relationships do you want to nurture over the next 5 to 10 years? What kind of parent, partner and friend do you want to be?

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NEXT 5 TO 10 YEARS

10. How is your physical and mental health in 5 to 10 years?

11. Reflect on the past decade. How does where you are today compare to where you envisioned yourself? Where do you now see yourself in the next 5 to 10 years?

12. Do you want to leave a legacy? If so, for whom?
Example: Inheritance for children, donations for charities.

13. Do you want to have kids, see your kids leave home, or get married overseas?

14. What's truly important to you personally over the next 5 to 10 years?

NEXT 5 TO 10 YEARS

15. When you look back in 5 to 10 years, what will make you feel truly fulfilled and proud?

NOW LET'S PUT IT TO THE TEST

STRESS-TEST YOUR PERSONAL GOALS

1. What are you willing to do above or beyond what you're doing now, to achieve your goals?

2. What are you not willing to do or not willing to sacrifice to achieve your Personal Goals?

STRESS-TEST YOUR PERSONAL GOALS

3. What if you don't achieve these goals within the timeframes?

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4. Why do you want to achieve these goals within these timeframes?

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5. What is the gap between where you are now and where you want to be personally?

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6. If it's not just about the end goals for you, what does your ideal day-to-day life look like?

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7. Is your partner and family aligned with your Personal Goals? Are they on the same page?

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8. What habits and changes in your life are needed to achieve your goals?

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STRESS-TEST YOUR PERSONAL GOALS

9. Why have you not made these changes until now?
Think deeply about this & be honest with yourself.

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10. Are your Personal Goals big enough to keep you focused and consistent over the next week, three months, twelve months, ten years?

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11. Are you passionate and driven enough by your Personal Goals to step out of your comfort zone and start making the changes and improvements required, within yourself and the business?

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IF YOU'RE NOT 100% COMMITTED, GO BACK TO THE START AND REDEFINE WHAT GOALS WILL DRIVE AND MOTIVATE YOU TO SUCCESS EVERY SINGLE DAY.

**IF YOU ARE COMMITTED,
LET'S GO TO THE NEXT STEP.**

PRIORITISE – YOUR PERSONAL GOALS

Now, imagine what it will be like when you achieve all of your 5 to 10 years Personal Goals. Believe you have the support, tools, and knowledge available to turn everything you've ever wanted into reality. As you write down your goals, trust in yourself. Have the conviction that the only thing standing between where you are today, and the achievement of your Personal Goals is time.

Rewrite your Personal Goals in **order of importance**. If you could only achieve one, what would it be? If two, then what? And so on. **Be honest, and don't judge yourself.**

REMEMBER

The language you use is important. Write your goals as though they are already achieved.

EXAMPLE

"I have \$100,000 in my bank account."

"We have been on 2 overseas holidays every year."

"I wake up in my own home being loved for who I am."

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2.
3.
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Keep these goals as a reference. Put them on the wall, attach pictures or photos and read through your top 3 to 5 every day or week minimum, to ensure you're staying on track and aligned with your goals and **WHY** you're doing this, especially during challenging periods.

If you're ready, get after it!

To see more of what ARC has to offer head to our Programs Page on the [**website**](#).