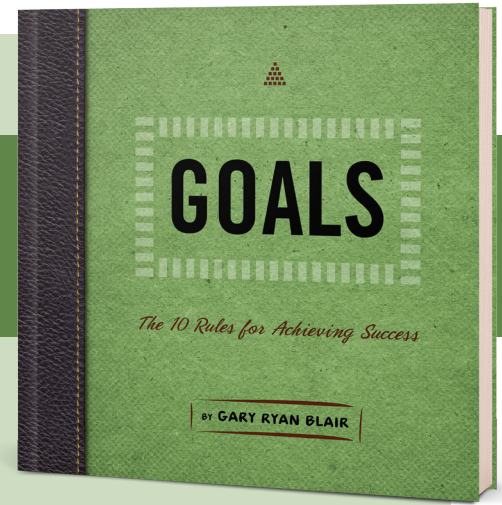


Discussion Guide

GOALS...The 10 Rules for Achieving Success

by Gary Ryan Blair



Success is first, the ability to recognize opportunity; second, to form plans and strategies that leverage opportunity; and third, to develop the necessary skills needed to execute those strategies.

1. Think BIG here and write down 5-7 goals you have. Focus on the things that keep you up at night, that you are passionate about—the ones that make your toes wiggle.
2. What are the two goal setting elements that should be joined at the hip? And why are they so important to attaining your goals?
3. Why is writing down your goals as opposed to just thinking about them so important? List at least 3 reasons.
4. List the 7 benefits of planning
5. What is the benefit to involving others in your plans? Think of a plan you have right now—who could you reach out to and involve because they have experience in something similar?
6. Why would one welcome failure? What are some of the rewards that go along with it?
7. Real estate is location, location, location. Goal setting is action, action, action. What are some immediate ways to take action on the goals you listed above?
8. Inspect what you expect. What are the two purposes of inspection? How does attention to detail help you to produce the results you desire?
9. People oftentimes find it hard to reward themselves for a job well-done or for attaining a certain goal. What are the four principles of rewarding yourself? Why is rewarding yourself so crucial in the goals “process”?
10. Commitments are easier to make than to keep. Why is personal integrity such an integral part of your success?