

---

## TEN MYTHS AND REALITIES OF GOAL-SETTING

---

**Myth #1: Goal Setting is Not That Important.**

Reality: Success Requires Goals - End of Story! A life of meaning needs goals and specific plans to achieve them. Success does not happen by accident.

**Myth #2: Goal Setting is Difficult and Takes Too Much Time.**

Reality: Performance is accelerated by time invested in strategy. The game of life is won behind the scenes, in time spent on preparation.

**Myth #3: New Years is the Best Time To Set Goals.**

Reality: There's no better time than now to take control of your life. Goal-Setting is not about timing it's about decision. This life is not a dress rehearsal; it's the only one you've got.

**Myth #4: Goals Don't Need To Be Written – Keep Them In Your Head.**

Reality: Written goals clarify thinking, objectify their potential, and reinforce commitment. The palest ink is better than the strongest memory. Goals once out of site, soon become goals out of mind!

**Myth #5: Long-Term Planning Is A Waste of Time.**

Reality: Your Future deserves consideration. It will someday be your present reality. It's worth considering seriously.

**Myth #6: A Good Plan Is All You Need To Be Successful.**

Reality: Success is active, not passive. All plans require action. Preparation is no substitute for action. Commit to the philosophy of implement now - perfect later.

**Myth #7: The Best Way To Achieve a Goal Is To Just Begin.**

Reality: Action without planning is the root cause of most failure Success is a choice. With a plan to lead you, you can figure out how to get where you are going.

**Myth #8: All It Takes is Hard Work To Achieve Your Goals.**

Reality: Hard work is important, but working smart is mandatory. Quit trying harder, look for new solutions, and you will accomplish far more in far less time with only a fraction of the effort you have been giving.

**Myth #9: I Can Do It On My Own. I Don't Need Help.**

Reality: Success requires cooperation. Nobody does it alone. In order to achieve more you must learn to help yourself. Success requires the cooperation of others.

**Myth #10: Goals Only Need to Be Reviewed Once a Year.**

Reality: Inspect what you expect. Everything changes. Your goals must keep shaping, shifting and flexing to fit these fast-changing times. Adopt a regular and consistent review process.

*Gary Ryan Blair is President of [The GoalsGuy](#). He helps business owners, corporate executives and sales professionals manage their time, set their priorities, and stay focused so they can achieve their goals, grow their business, and be more successful. Gary can be reached for speaking, coaching and media requests at 877-462-5748 or by sending an email to [Gary@GoalsGuy.com](mailto:Gary@GoalsGuy.com)*