

Notes from Call (quick notes from video)

Question: How do you use goals?

Nathan:

Shifted From winging it to now using it as a powerful tool

- Realistic expectations

- Reach(stretch to reach)

- Reasonable Time Frame

Key: quarterly review

- Don't jump ship too quick

- Simplify

- What is Working? Do more of that.

- Feedback vs Failure

Dawn:

Shifted from External Goals and Internalizing her goals

Instead of setting goals from these types of numbers:

- Standards in different environments

- \$\$ levels that others set

- Grades (A+ or perfect only)

- Billable hours



Dawn now looks at what she wants to create with her goals.

Revenue Numbers

Connections Made

Focused on Growth that is her responsibility in her job

Dawn has found it helpful to

Notice what actions create those results and

Simplify tasks

Avoid only focusing on metrics

Notice what works and lean into that

Accountability:

Nathan knows he wants to write more articles and have a bank. Set a goal in these 30 days.

Dawn is starting a new business/practice. Her 30 day goal is creating 1 new client this month.

Homework:

What is a 30 day goal you'd like to focus on?

What would you need to believe to create that result?

