

# *Momentum*

Bonus Playbook

**Keep the Momentum!**

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# Here's What's Inside!

The Power of Writing Things Down . . . . .	3
Ground Rules for Goal Reflection . . . . .	4
What Will Change? . . . . .	4
Your Assignment: Keep the Fire Burning . . . . .	5
One Last Thing... . . . . .	6
Goodies and Inspiration. . . . .	7

# Bonus Playbook:

## Keep the Momentum!

### The Power of Writing Things Down

Every year, I set goals. As you'll recall from Playbook 1, my goal-setting methods have changed drastically over the years, but no matter how I set them, I always...

#### Write. Them. Down.

Some years, I don't even revisit my goals document until mid-year or, heavens, even year-end. But when I finally do, something magical happens, like we're talking Harry Potter wizardry-kind-of-magic. Whether I've checked back in with my goals throughout the year or not, somehow, some way, I find I have achieved a good majority of them, if not all. And for those that didn't happen, a few things are often true:

*My goals changed.*

*The goal became less important to me.*

*The goal morphed into some other opportunity I never could have articulated at the beginning of the year, but that gave me the same reward.*

How does this happen? While I don't quite subscribe to the voodoo of The Secret, thinking I will make a million dollars simply because *I want to*, I do believe there is infinite power in setting intention. Writing things down more concretely sets that intention for you, even on a subconscious level. **It's the power of focus.**

### Where you focus your mind and heart, your actions will naturally follow.

In this last MOMENTUM lesson (boo hoo!), you're going to revisit your goals...and set your sights on some new ones to keep your MOMENTUM going, long after we've parted ways.

# Ground Rules for Goal Reflection

Ok, so I'm going to ask you to dig out Playbook #1 and revisit the goals you set this time last year for MOMENTUM. I'm also going to be sending you all, individually, what you outlined for me in your Welcome Questionnaire.

When revisiting your goals from last year, here are the rules you must follow:

- **No blame or shame.** Life happens. Things get in the way. Illnesses occur. Babies are born. Pets get adopted. Priorities change. Be a friend to yourself and just examine your goals as if you were a curious journalist. If you start weeping into a pint of [Jeni's Splendid Ice Cream](#), I will have to come slap you (and of course, grab a bite or two for myself, you know, to teach you a lesson).
- **Celebrate success, however small.** Did you start on a project you thought you'd have finished by now? That's progress! Did you get a few things done you'd hoped to achieve? Hurrah! Did you not launch that new course or publish that book but did you do something in its place? Yay! We are all so focused on the negative, sometimes it's easy to gloss over the cool stuff we *did* accomplish. We get so caught up in "going somewhere" that we forget to pause and recognize when we actually get there before we're on to the next thing. Stop. Celebrate. Go have that glass of wine, and take a well-deserved break.
- **Find the lessons.** Ok, yes, you may not have accomplished some goals you set for yourself. Again, stop weeping and back away from the ice cream. What got in your way? Was it psychological or physical? Were their barriers you could not have prevented or ones you could have overcome with the right support? Hold on to this useful intelligence for next year and put plans in place to avoid them again.
- **Let things go.** Were some of your goals really important to you, or someone else in your life? Did you set goals you thought you *had* to set? This often happens when we set and don't achieve unrealistic financial goals. Think back to *why* you set those goals. Did you achieve what you were after, even if the actual goal was not met? Hold on to goals that mean a lot to you and ditch the ones based on others' expectations or some mythical playbook you think you should follow.

When revisiting your goals, celebrate success, learn from loss and keep your eyes on the progress you did make.

## What Will Change?

Once you do your yearly goal review, you are going to have to get right back up on that horse and set some new goals. You may find you have to "carry-over" some goals you didn't meet this year. That's okay. This happens to me every year. When it comes to goals, sometimes our eyes are bigger than our stomachs, as they say. Or we have unrealistic expectations about how long something will take us.

The time estimation error happens to me ALL THE TIME. I always think things will take me half the time they actually do. I'm like a construction contractor who tells you your kitchen renovation will be done in four weeks, but it really takes eight. I should know by now to double the timeframe!

**When you set those new goals (or carry over some old ones), ask yourself, “What will change?”** What lessons from last year can you apply to the new goals? If something did not get done because it took you longer than you’d hoped, do you need to find an assistant to help? If you never mastered Facebook ads the way you’d planned, do you really want to or were you just procrastinating, in which case, can you hire someone to do it for you? If you didn’t get as many clients as you wanted last year, can you partner with a colleague or go after a different market to gain more?

**Adaptation is inevitable if you want to succeed.** It doesn’t mean you did anything “wrong.” It just means you need to adjust course. No one is judging you except YOU so, please, be a kind and merciful judge!

## Your Assignment: Keep the Fire Burning

Revisit the goals you wrote down way back in Playbook 1!

How did you do?! Jot down some notes, thoughts or results below.

**If you met those goals, can you identify a few reasons why?** What worked really well for you so that you can replicate that in the future?

**If you didn’t meet some goals, can you identify a few reasons why?** What didn’t work so well so you can take those lessons and apply them in the future.

**Set some new goals!** Goal-setting is an ongoing practice, if you want to keep your MOMENTUM going. Use Playbook #1 to set three new big, audacious, sparkly goals for the coming year, or even the next six months. *PS: It’s totally okay if you need to still reach for a goal you set last year, if it’s still important to you:*

## ***But wait, you're not quite done....***

Please post your successes, challenges and new goals on the Facebook page by Friday.

Remember, we are here to encourage you and provide any feedback. If you're like me, often it's fellow collaborators that help me polish my ideas to a glossy sheen.

Again, I'm going to reward you all year long, so don't lose your **MOMENTUM**: Post it now and keep that train moving!

## **One Last Thing...**

**We are only human.**

If you know me well, you know I am my own worst critic. It's something I can't escape from a lifetime of overachieving. And I don't say that in a "turning my weaknesses into a strength" kind of way, like I'm on a job interview. There have been points in my life where my manic need to not just achieve, but **PERFECTLY** achieve, has caused me to struggle with presence, delight and self-acceptance. It's also added undue stress to my life. And I still work on it every single day.

To get real with you for a moment, this is not the legacy I want to pass on to my son.

Yes, it's great to set goals. It's what we humans need to motivate us. We are driven to be better than we were yesterday. At least the people I like to be around, like you guys!

**But be gentle with yourself.** As mentioned, celebrate the successes, learn from the setbacks and start fresh to make the next round of goals even more achievable than the last.

You have gifts to share. All of you. If you knocked everything out of the park, then **HURRAH!** I'm so psyched to know you! If you sense that this Playbook is talking more about the times you don't achieve your goals, maybe it's because I've learned a lot as a former overachiever and I know that often we don't reach every goal. **That's why they're called "goals" and not "To-Do's"**.

**You are brilliant. You are talented. You are wise.** Don't let a list you made a year ago define who you are or are not at this moment in time. Achievement is an ongoing process, not a final destination.

Like everything else, it's how you move forward that counts.

So make it count!

*Maria*

# Goodies and Inspiration

Since I'm sharing so much, you may enjoy my HuffPo post about [eight lessons motherhood has taught a recovering perfectionist](#)....even if you're not a mom, I think you will find something very relatable about this!

A blog post that inspired Playbook 1 about [three clever and creative ways to set goals for yourself that keep you inspired](#).

When someone tells you, "You have the answers inside you," I finally get what they mean. Enjoy this post on [three ways to access your inner wisdom, that don't require yoga](#).

I can't believe I found this: [10 songs to get you pumped to follow your dreams](#). Almost all of these songs give me goosebumps and make my heart soar!