

## **The Plan: Reach Your Professional, Personal Goals**

After many years of not having a plan, I finally got it. I understood what one of my favorite graduate school professors meant when she started each class by writing this profound statement on the board; “If you have no plan, you have no purpose.”

It recently became glaringly apparent to me that many people spend years of their lives without a plan, the deceptive nature of this dilemma is many of these individuals I just described will quickly inform you that they have a plan.

They plan to meet the person of their dreams, win the lottery, retire at age 30 and spend the next 20 ears jet setting with the rich and the famous around the world. While the latter sounds wonderful it should be noted dreams should never be mistaken for plans.

Helen Keller once said, Life is either a daring adventure or nothing.” Would daring adventure describe your life?

If not then continue to read, however be forewarned that what you read in the rest of this article could change your life for the better.

Have you recently asked yourself; “How do I get out of the current strangle hold that life has on me?” How do I break down the barriers of boredom, of complacency, or lost hope?”

If I gave you a map of Los Angeles, and told you to use that map to find the location of a restaurant we were meeting at in Manhattan, N.Y. , would you eve locate the restaurant? Probably not, due to the fact you’re using the wrong road map. That being the case let me ask you a personal question; are you using the wrong road map in your personal and professional life?

Goals are the road map in which one uses to reach a particular destination. Goals are the plans that give your life purpose. If you are the type of person who doesn't believe in setting goals, then I'd like to invite you to join a golf league I'm putting together. The only difference with this golf league is I can guarantee you will never have to be concerned with getting a tee time because all games in this league are played at night.

Did I hear you voice a concern that you can't see where the ball goes on the golf course at night? Isn't that the same as not setting or having goals in life? Without goals your life is like playing golf at night, you have no way of keeping score.

Let's face it-life is all about keeping score. Would we watch sporting events if there wasn't a clearly defined winner and of course a loser? Such is the case in the world of business. Unlike other people, when asked for advice on going into business I clearly state the world of business isn't for the meek or the mild. You have to be driven and demonstrate a degree of discipline that at first appears beyond the reach of mere mortals. The only way to overcome the many obstacles and constant discouragements you will face in the world of business is by having a plan which, in turn, gives your life purpose.