

Will 2011 Be Your Best Year Yet?

Posted by Robin Hensley on January 18, 2011

It's never too late to plan for success. The new year is inching forward and there's no time like right now to get a jump on making 2011 your best year yet!

Do goals really work? Research shows that setting goals takes people to new heights, both personally and professionally. In fact, in a study conducted among business school grads ten or more years after getting their MBA, those with some sense of their goals were earning three times more than those without goals and those with written goals earned ten times more than those with no goals at all. A compelling argument for setting goals, wouldn't you say?

What is the biggest problem with setting goals? Setting aside time to do it! You may even resent that you always seem to be running from one meeting to the next, that you never get to sit back and reflect on what is most important right now, much less for the next twelve months. But that failure to plan, to keep the promises you make to yourself, has bigger consequences. Over time it erodes your confidence in your ability to make the changes that will produce the results you want. As [Jinny Ditzler](#) describes it in her book, *Your Best Year Yet*, "We come to believe that we're not capable of making the changes that matter, and therefore we stop setting goals and planning ahead in any meaningful way. And the life we really want for ourselves drifts out of reach." OUCH! If that's your story, my "Goal Setting Boot Camp for Lawyers, CPAs and Other Professionals" program is kicking off this month. Email me at rhensley@raisingthebar.com if you'd like to learn more.

Got Goals?

Did you have written goals last year?

What happened?

Did you hit your targets?

How are you planning for 2011? What system, if any, do you use?

Until next time,

Robin