

Clearing the Way

Creating mental space to implement now...

Good intentions are not enough for anyone to accomplish their goals. Real implementation requires that you find new ways to overcome the obstacles that are in your way - especially the mental ones.

This brief exercise will help you do just that by taking your ideals and making them real. Turns out there's a direct relationship between your ability to break down your intentions into tangible, task-based actions and actually accomplishing what you're committed to. When in doubt, chunk it down.

What happens too often is most people let circumstances dictate their destiny. But you're not *most people*. You may just need a little help to get there.

To instantly remove the fog of indecision, simply ask yourself the following set of questions with each resolution you've made for your business this year.

I hope it helps.

- Dane



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Clearing Worksheet

1. Write out all the categories or intentions you're currently feeling inactive with. Examples might be that you want to make an extra \$24K in revenue this year but you don't know what to do next. What else? List them all here in bullet points.

2. Rank your bullet point list above from greatest to least important, regardless of how daunting the goal. It's fine if your top goals seem out of reach. We can bring clarity there. Circumstances shouldn't get in the way at this stage. You're just sorting. Extra points if you run your list by a trusted colleague. Ask them if they think you've ranked them well. Feel free to rearrange as necessary.

Feeling stuck? [Comment on the blog](#) if you need any help chunking!

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3. Reverse engineer each of your goals (start with your big three) by chunking down the goal at hand to its smallest imaginable parts. Think: For X to happen, I need this many Y's. With the example given above, if you wanted to make an additional \$24K this year, how much do you need each quarter? month? week? day? How many people are represented by the smallest reasonable chunk? *Hint: 1 person/month at \$2000 average over 12 months gets you \$24K.*

4. What is wanted and needed to tackle that lowest common part (in this case, what would it take to get 1 more client a month? 5 leads? 10?). Identify the building blocks for the goal and tackle those one at a time.

Feeling empowered? [Share your successes on the blog](#) to encourage a colleague.