

THE SECRET

OF ACHIEVING YOUR GOALS

(7 ultimate questions help you to achieve your goals)



Energy Healer
Willpower Expert
Entrepreneur Success Coach

SGK
www.shivganeshkumar.com

CONTENTS

Introduction	3
Chapter 1	5
What I want?	5
Chapter 2	7
Why I want to achieve?	7
Chapter 3	9
How do I feel when I achieve my goals?	9
Chapter 4	10
What are the problem & solutions?	10
Chapter 5	12
What is my inner action for Goal?	12
Chapter 6	13
What is your outer action for your Goal?	13
Chapter 7	15
Who is my accountable partner?	15
Summary	17
Image / About SGK	20
Work with SGK one on one coaching programs	22

INTRODUCTION

“Only when you know what you want, you will get it.”

It is 100 % true, that this e-book “The secret of achieving your Goal “is an of my last seven years’ experience in understanding the scientific way to get what you want through research, my personal experience and the learning from international coaches, psychologists and spiritual masters.

A **genie** or **jinni** is a spiritual creature mentioned in Islamic theology, as depicted traditionally imprisoned within a bottle or oil lamp, and capable of granting wishes when summoned. It gives you what you want, when you ask. Similarly, in the secret of achieving goal you have to ask seven questions to identify and initiate the first step in the journey of success and take action on it.



Wright brothers asked how to fly? Steve job asked how to make a computer most stylish? Gandhi asked how to get freedom for India? Warren buffet asked how to be abillionaire? ThomasAlva Edison asked how to invent light?

Whatever we enjoy in our life is because of someone asked how to create or how to do things. We are living most comfortable & luxurious life as a fruit of their questions.

If you ask the right question you will get the right answer.



The seven questions are,

1. What I want?
2. Why I want to achieve?
3. How do I feel when I achieve my goals?
4. What are the problems & solutions?
5. What is my inner action for Goal?
6. What is your outer action for my Goal?
7. Who is my accountable partner?

Now we will explore each question, one by one, to get what you want.

CHAPTER 1

What I want?

Knowing is the first step towards getting what you want

The top most reason, why people don't get what they want is, they don't know what they want. We never get into the bus or train without knowing exactly where we are going. Similarly, you should know what you want, exactly.

Edwin Locke's is an American psychologist and pioneer in goal setting theory. The most important aspect of this theory is **having specific, challenging, achievable and Time bound goals.**

Example: I want to earn 1 crore in 2018

This creates great power within than having a vague goal like,

Example: I want to earn more.

What you want?

After knowing what you want, write it in present tense,

Why write your goals in present tense? There are three key benefits and reasons why people write their goals in the present tense.

1. First, the statement becomes more believable, because you are adding the pronoun "I". This creates a sense of personal ownership each time you read your goal aloud. You will start feeling it more real and believable. The more you believe in your goal, the more action you'll take to turn your goal into reality.

2. The second reason for writing your goals in present tense is because our brain doesn't recognize the differences in tenses of past, present and future. It responds best and immediate to messages of the present, right now.

Example: 1. I will be happy healthy, wealthy and successful

2. I am happy healthy, wealthy and successful.

Which statement feels better and more active? I can hear your mind voice saying “Of course, the second one.”

3. The third reason or benefit of writing goals in the present tense is that when you read these goals you end up with an image or visual picture of your goal in your mind. The subconscious brain works best and is motivated very well by pictures.

For Example: When you write and say “I am earning 1 crore in 2018” frequently, you get an image of your bank account with 1 crore. That strengthens the result.

Write you goal in positive & present tense



CHAPTER 2

Why I want to achieve?

'**W**e all know what we want and we also know how we will get it. The problem is if we don't know why we want to achieve the goal; we can't get it.

Simon Sinek is a British-American author, motivational speaker and marketing consultant. He is the author "Start with Why" bestselling book. He says in his book your "WHY" motivates you to take massive action on your goals. Only when your "WHY" is strong, you get great results.

Your "WHY" gives strong motivation to take action. As human beings, our motivation is not the same every day, every hour, every minute and every second. We feel motivated or demotivated; it changes from time to time. It's our responsibility to be highly motivated. If you know your "WHY" strongly, it enables you to take massive action even if you feel fatigue or tired.



All the Olympic winners, they like it or not, they practice intensely, every day around 10 to 12 hours. They may physically & mentally feel fatigue, but their "WHY" motivates them to destroy their physical and mental fatigue and tiredness. Their "WHY" could be "I want to win a gold medal for my country or my family or my father or my mother", this drives them to success.

Now ask yourself "Why I want to achieve my goal?" Your "WHY" gives you strong emotion that drives you to take action.

Example:

Why I want to achieve?

To make myself and my family live financially strong.

Why I want to achieve?

“Everyone has a WHY. Your WHY, the purpose, cause or belief that inspires you.”

Now write your goal in positive present tense along with your why?

Example:

I am earning 1 crore in 2018 for myself and my family live financially strong.

Whenever you feel down repeat your goal statement in positive & present tenses along with your “WHY” statement.

The logo for 'belive' is centered on a background with a vertical gradient from light blue at the top to yellow at the bottom. The word 'belive' is written in a lowercase, sans-serif font. The 'be' is white, and the 'live' is a dark grey color. A horizontal line is drawn under the 'ive' part of the word.

CHAPTER 3

How do I feel when I achieve my goals?

Anything happens, it happens twice, first time in the mind, then it's happening in the reality, if you're able to see clearly, you will get it.

This process really helps you achieve your goals faster and sooner. It's called **Visualizations**.



Why Visualization Works

According to research using brain imagery, visualization works because neurons in our brains, those electrically excitable cells that transmit information, interpret imagery as equivalent to a real-life action. When we visualize an act, the brain generates an impulse that tells our neurons to “perform” the movement. This creates a new neural pathway — clusters of cells in our brain that work together to create memories or learned behaviors — that primes our body to act in a way consistent to what we imagined. All of this occurs without actually performing the physical activity, yet it achieves a similar result.

How to visualize things?

Take one minute and visualize yourself achieving your goal. Look all around you, what do you see? What do you hear? What could you touch? What could you taste? What could you smell? How do you feel? To strengthen this exercise, you might want to describe it first before you visualize.

CHAPTER 4

What are the problem & solutions?

“We should not give up and we should not allow the problem to defeat us.”

- A. P. J. Abdul Kalam

Problems are a part of our life, it's a part of achieving any goals too, nobody becomes successful without facing any problem, and every successful person would have faced lot of problems which made them successful.



There are two ways to handle any problems,

1. Finding a solution after the problem occurs
2. Finding a solution before the problem occurs

Leaders have a solution before the problem arises because they are very proactive. Let be more proactive before achieving our goals. Let's identify the problems and solutions which you may face while taking action towards your goals.

Example:

Goal Statement: I am earning 1 crore in 2018 for myself and my family live financially strong. What are the problem & solutions?

S.NO	Problem	Solution
1	Not having a plan	Daily, weekly, monthly quarterly action plan & review plan
2	Focus	Daily writing my goals
3	Procrastination	Keep saying my why

My Goal Statement:

S.NO	Problem	Solution



CHAPTER 5

What is my inner action for Goal?

As a human being, we are our Thoughts & Emotions.

When I say inner action the action you're talking to strengthen your inner self that means synchronizing your goals with your inner self. The inner self I mean here is your Thoughts & Emotions.

Why I should synchronize my goal with inner self?

“Whatever the mind can conceive and believe, it can achieve,”

- **Napoleon Hill**

In today's world research after research, motivational gurus, psychologist, and scientist keep proving this statement again and again.

Your thoughts and emotions mostly create your belief system.

Belief is created by repetition or seeing or the experience you go through in your life. Once strong belief is created, it manifests what you want soon. So create your belief strongly by writing your goals in present tenses and with your “WHY”.

The actions you must take:

Write your goals morning & night.

Buy a new note book, write your goals morning & night till you achieve.

Example:

I am earning Rs.1 crore in 2018 for myself and my family feel & live financially strong



CHAPTER 6

What is your outer action for your Goal?

The path to success is to take massive and determined actions.

- Tony Robbins



Taking action allows you to experience 2 major benefits which you will not experience otherwise:

1. You become committed

As long as you haven't taken action, it is easy to find an excuse to back out. Once you take action, your commitment and motivation are increased. You have started the job so naturally you want to succeed. As you progress through the job, your desire to succeed becomes stronger.

2. Learning from failure becomes possible

Learning from failure is one of the quickest ways to improve your chances of success. Once you take action, you will experience some form of an outcome. Each outcome offers the opportunity to learn, both from what went right and what went wrong. This information allows you to learn from your mistakes and correct what you have been doing wrong, thus bringing you closer to your goal.

Here I have created a system daily, weekly, monthly, action plan.

Example:

I am earning Rs.1 crore in 2018 for myself and my family feel & live financially strong,

I earn Rs.1 crore through my coaching & training programs. I offer coaching in return to achieve the target of Rs. 1 crore. This is a sample for a simple and a powerful action plan.

S.no	Daily	Weekly	Monthly	Review
1	Social media marketing	Enrolling one or two new clients.	Enrolling Five clients	
2	Email Marketing	Doing one training program	4 training programs	



CHAPTER 7

Who is my accountable partner?

Motivation may get you started, but when it comes to sustaining the progress and achieving your goal, you may need to rely on more than your desire to succeed.



In a study about goal achievement conducted by psychology professor Dr. Gail Matthews from Dominican University in California, the results showed that people who wrote down their goals, shared this information with an accountability partner, and sent them weekly updates were on average 33% more successful in accomplishing their stated goals than those who merely formulated them.

I have an accountability partner with whom I share my daily, weekly, monthly action schedule every week that helps me to achieve massive results in my life.

S.no	Daily	Weekly	Monthly	Review
1	Social media marketing	Enrolling one or two new client	Enrolling Five clients	
2	Email Marketing	Doing one training program	4 training programs	

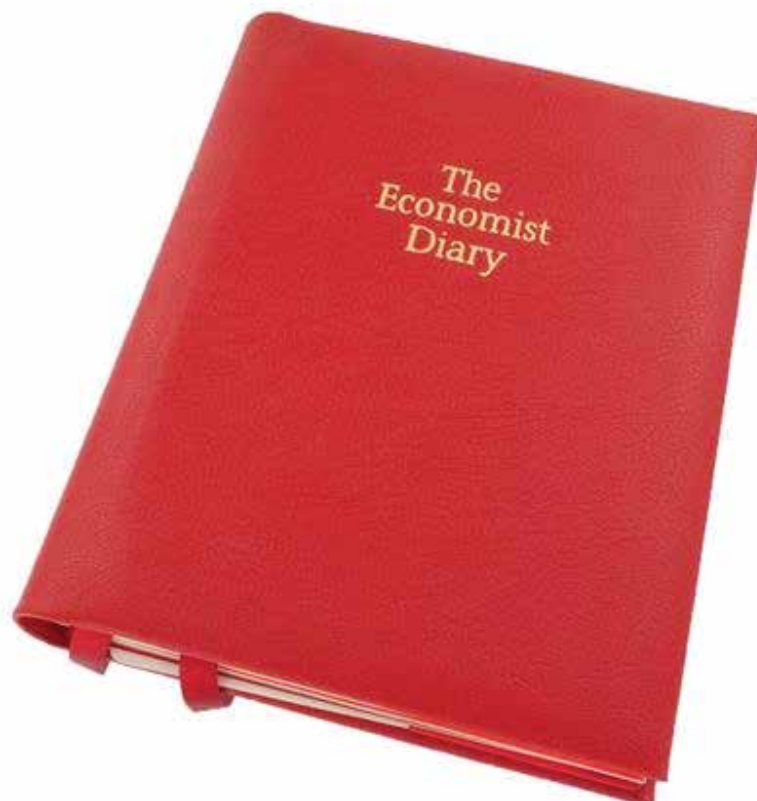
If I did it, I put a tick mark on column if (1 to 7)

S.no	What I committed	1	2	3	4	5	6	7	Remarks
1	Writing daily my goal statement with why morning & night								
2	Daily Visualization								
3	Daily action								
4	Weekly goal								
5	Monthly goal								

I shared these two reports every week with my accountability partner.

Do you have an accountability partner or a coach?

If you don't have one, choose one soon.

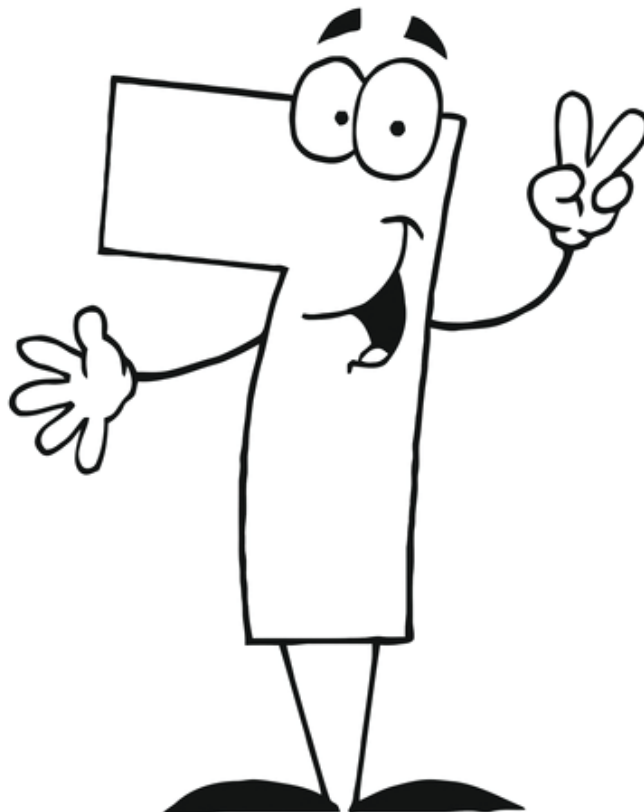


Summary

Answer the following seven questions to achieve whatever you want to achieve in your life.

1. What I want?
2. Why I want to achieve?
3. How do I feel when I achieve my goals?
4. What are the problems & solutions?
5. What is my inner action for Goal?
6. What is your outer action for your Goal?
7. Who is my accountable partner?

I have achieved most of my goals by using these seven questions. Once you set and achieve your goals, please share your success story to the following Email ID: contact@shivganeshkumar.com.



7 ultimate questions help you to achieve your goals

1. What I want?

2. Why I want to achieve?

3. How do I feel when I achieve my goal? (use Visualization technique)

4. What are the problems & solutions?

S.no	Problems	Solutions
1.		
2.		
3.		
4.		

5. What is my inner action for Goal?

Writing my goal statement in positive & present tense with why every day morning & night.

6. What is your outer action for your Goal?

S. No	Daily	Weekly	Monthly	Remarks
1.				
2.				
3.				
4.				

7. Who is my accountable partner? ()

S. No	What I committed	1	2	3	4	5	6	7	Remarks
1	Writing daily my goal statement with why morning & night								
2	Daily Visualization								
3	Daily actions								

About SGK

SGK's vision is to help you achieve your health, family, personal, professional, financial, social and spiritual goals faster and easier than you ever imagined and live a holistic & successful life.

From Waiter to Winner

I started my career as a waiter in a four-star hotel in 2008, after completing my hotel management course. Life was full of struggles because I couldn't go to the next level in my career, as I had an inner voice in me which kept telling me, "I am not good at talking to customers" and I didn't have enough important life skills like communication, interpersonal skills, problem solving etc...

"You're born to win"

Then I joined a leadership program in 2009 that transformed my life by gaining more confidence, courage & conviction in what I do. After that I performed really well in that hotel & not only did I get promoted, but also got many opportunities to work overseas. By developing the skills, knowledge & attitude you can be a winner in your personal & professional life.

From Trainer to Entrepreneur

It was time to take a very bold decision in my life in December 2010. There is a saying, "Miles to go before you sleep". I initiated my bon voyage by calling off my existing job, shifted my career in the training industry where I took my responsibility as a Program Coordinator of a reputed training company in Chennai. In 2012, I had completed my Master's Diploma in training. I stepped up as a trainer in 2013. I always learn new skills & improve my knowledge which would support me to become a great trainer. Some of my certifications include Gestalt Therapy, Diploma in Coaching (International Coaching Federation, UK), Neuro-Linguistic Program Master Practitioner, certified professional Storyteller, Transactional Analysis and Health Mastery through Yoga, Emotional Intelligence and Money & Healing. There I realized if I want to be a great trainer, I should follow the most important principle which I have been living by,

"Practice what you preach"

I always had an urge to start my own business. In 2014, I started my first company VWIN Academy, which was into corporate training & coaching.

From Entrepreneur to Entrepreneur Life Coach

Being an entrepreneur, it is very hard to lead an office. We have to sacrifice many things. You will become the responsible person. We even take risks in handling big problems. I took many serious decisions, ignoring the future results. I made numerous mistakes in choosing my office, planning the business system and misunderstanding with my team, wrong marketing strategies. Finally, all results supposed me to close the business. I wondered that entrepreneurship is my passion. Even as a trainer, I failed in my business. But I had learnt a lot in how not to do a business. From my terrible mistakes, I learnt two things which would be very important to run a successful profitable business.

1. What it takes to be a successful entrepreneur?
2. How to create business system and leverage your business?

I went ahead and mastered those two things by learning through my experience and various seminars. I started my second company Success Imprint which is into corporate Training & Coaching, then launched Yoga Vijayam, my third venture in 2017 which is into corporate yoga.

In this process, in 2015 I joined BNI (Business Network International Forum) where I happened to meet more than 1000 vibrant entrepreneurs. There I learnt a lot more about entrepreneurship and business system.

Whatever you want to achieve in your life It's possible

All my failures & successes taught me a great learning about entrepreneurship & business systems that led me to become an Entrepreneur Success Coach.

Work with SGK one on one coaching programs

1. Professional mastery for working professional
2. Money creation for Entrepreneur
3. Business Billionaire for Entrepreneur

To know more about these programs schedule 30 minutes complimentary 121 sessions with SGK. To register click here <http://www.shivganeshkumar.com/contact-us/> .