



## A Dream Realized

By Mike Stewart, CSP

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**I'm not good at setting goals** a client said to me about two years ago. I questioned his conclusion and pointed out that he set goals for his sales team every year and did a great job of managing their performance to achieve those goals.

**Those are business goals, not personal goals** he said. Business is different. I have management reports and tools to manage the performance of others. I just don't believe in personal goals. I don't think they will work for me.

**We began a coaching relationship** in order to help him do an even better job of building his sales force and growing his sales. He was a great student and his business continued to prosper. However, he continued to insist that he just didn't believe in personal goals.

**By our third coaching session** we weren't talking about his business performance in a vacuum. It was crystal clear that the issues impacting his job performance and career choices were anchored more at home than at work, so our coaching switched gears and we began to focus on what was really important to him: his personal goals!

***Work life is personal life in a different setting.***

- Eric Eberwein

**This exercise changed his life.** I asked him to sit down with his wife over the weekend and answer these questions: What did we once consider to be what we wanted? What happened to those dreams? What do we really want now? Where do we want to be in the next three years? Or five, or ten or however many years?

**I use this exercise constantly with excellent results and truly expect that it can change your life, also.  
I strongly encourage you to consider it.**

**My Client and his wife** decided on their financial and lifestyle goals over that momentous weekend and made their plans and commitments to achieve those goals. Their financial and lifestyle objectives are so ambitious they are simply stunning. He has worked diligently and, with her support, is considerably *ahead of schedule* in achieving them. I have seen this story repeated numerous times, but this story has a different twist.

**I always dreamed of being a nurse**, his wife told him during their heart-to-heart planning weekend. "I know you did," he said. "You don't understand," she replied, "I *really, really* still want to be a nurse. I want to take care of people who need my help."

**My Client and I had a meeting** a few weeks ago and he told me about his wife. He said he had done whatever it took to take care of their children, see that the household was cared for, and that she had the free time she needed to complete her education. Then he said:

***She got her RN last week and starts Monday working full time in the emergency room of a local hospital.***

**I hope this message resonates with you**, and provides the insight to help you see the great untapped potential in your life and a way to make it easier to begin to get more of what you truly want.

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