



The Ultimate Framework for Goal Achievement: Strategies that Work



Presented by Lead Influence



1. Why Most Goals Fail

Many people set goals, but few achieve them consistently. The problem is not a lack of ambition—it is a lack of **structure, focus, and identity alignment**. Studies show that the average person only achieves **20 minutes to 2 hours of deep, focused work per day**, with the rest of the time lost to distraction.

Goals fail when:

- They are too safe and do not stretch growth
- There is no clear execution plan
- Daily actions are not aligned with long-term outcomes
- Identity, habits, and decisions remain unchanged

2. Reflection Questions

1. How much **true focused time** do I realistically spend each day on my most important goals?
2. Where does most of my time currently go—and how much of it truly moves me closer to my goals?
3. Which goals in the past did I abandon, and **why**?
4. What patterns do I notice in my goal-setting behaviour (over-planning, lack of follow-through, distraction, fear)?
5. If nothing changes in how I work and think, where will I realistically be in 12 months?

Exercise: Focus Reality Check

- For the next **3 days**, track:
 - Hours spent on deep, focused work
 - Hours spent on low-value or reactive activities
- At the end of Day 3, answer:
 - What surprised me?
 - What must change if I want different results?

3. Step 1: Set Aggressive Goals

Reflection Questions

1. What goal would excite me **and** scare me at the same time?
2. If I removed fear and self-doubt, what goal would I set?
3. Which part of this goal feels beyond my current skills or resources?
4. How would achieving this goal change:
 - My confidence?



- My impact?
 - My quality of life?
5. What limiting beliefs tell me this goal is “unrealistic”?

Exercise 1: Aggressive Goal Definition

Write one aggressive goal using this structure:

By [date], I will achieve [specific outcome], measured by [clear metric].

Example:

By 31 December 2026, I will generate ZAR 4,000,000 in annual income.

Exercise 2: Identity Preview

Answer in writing:

- Who must I become to achieve this goal?
- What skills must I develop?
- What habits must I stop?
- What habits must I start?

Finish this sentence:

“I am becoming the kind of person who _____.”

4. Step 2: Reverse Engineer the Annual Goal

Reflection Questions

1. If my annual goal were non-negotiable, what **must happen each quarter**?
2. Which quarter will require the most effort—and why?
3. What activities have historically produced the best results for me?
4. What am I currently doing that does **not** support this goal?
5. What support, systems, or resources do I need to put in place?

Exercise 1: Quarterly Breakdown

Create a simple table:

Quarter	Target Outcome	Key Focus
Q1		



Q2		
Q3		
Q4		

Ensure each quarter has **one clear outcome**.

Exercise 2: Capacity Reset

Answer honestly:

- What will I **stop doing** to make room for this goal?
- What will I **delegate or automate**?
- What must I **protect in my calendar**?

Block at least **10–15 hours per week** for goal-related work.

5. Step 3: Focus on Quarterly Goals & Key Activities

Reflection Questions

1. What are the **highest-impact activities** that directly drive this goal?
2. What distractions consistently steal my focus?
3. When during the day is my energy highest?
4. Do I confuse being busy with being effective?
5. How often do I review progress and adjust?

Exercise 1: Monthly & Weekly Planning

Each month, answer:

- What are the **1–3 outcomes** that matter most this month?

Each week, define:

- The **3–5 key actions** that will move the goal forward
- Your **Most Important Task (MIT)** for each day

Exercise 2: Daily Focus Ritual

Commit to the following daily routine:

- Read your goal statement **3 times per day**
- Work on key activities with **deep focus**



- End the day by writing:
 - 1 win
 - 1 challenge
 - 1 lesson

Exercise 3: Weekly Review (Sunday)

Ask:

- Did my actions match my priorities?
- What worked?
- What didn't?
- What must change next week?

6. Step 4: Change Identity, Attitude, Standards, Discipline & Decisions

Reflection Questions

Identity

- How does my future successful self-start the day?
- How do they respond to pressure and setbacks?

Attitude

- What attitude would I adopt if success was inevitable?
- Where do I still operate from fear or doubt?

Standards

- What behaviours will I no longer tolerate from myself?
- What does excellence look like in my daily work?

Discipline

- Which habits directly support my goal?
- Which habits silently sabotage it?

Decisions

- How often do I make short-term comfort decisions?
- What decision would my future self-make today?



Exercise 1: Identity Alignment

Write a short **Identity Code**:

“As a person committed to achieving my goals, I commit to operating with the following standards...”

List:

- 3 non-negotiable standards
- 3 daily habits
- 3 behaviours you will eliminate

Exercise 2: Decision Filter

Before any major decision this week, ask:

1. Does this move me closer to my goal?
2. Does this align with who I am becoming?
3. Would my future successful self approve this decision?

If the answer is **no**, do not proceed.

7. Final Integration Exercise

Answer in one page:

- What is my aggressive goal?
- What will I do **this week** to move closer?
- What identity shift will I practise daily?
- What will I review every Sunday?

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