

On the Mountain A goal-setting exercise

This is a tool to capture that most important of business skills... creating a success vision.

The challenge for most people is that when setting long term goals, in business and in the personal arena, they make the mistake of starting from now and working forward in stages to where they want to be in say 3, 5, 10 years.

But it is much better to create a compelling vision by leaping forward to the end result, and then building backwards. This is the way a mountaineer would design an expedition or a Field Marshall plan a military campaign.

Start by describing in detail the end product, the final vision of what you want to achieve. Only after this is done should you be considering How to get there through setting goals working backwards in stages.

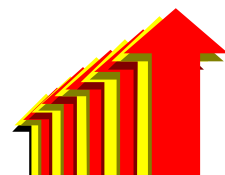
In this case, project yourself to the top of the mountain and describe in detail what it looks and feels like to be at the top. Use as many superlative adjectives as possible to describe the success you have achieved and what it means to your whole life. Write this at the summit.

Then, knowing where you want to get to, decide what Base Camp needs to be for you and working back from this Base Camp (which is in essence your "shopping list" for growth), decide on the First Steps. Write them down and commit to them.

As with all Stratagrams, regularly reviewing is crucial.

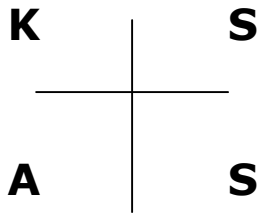
Every Success

Phil Olley





Base Camp



First Steps

