

**MY TURN TO WIN**

**GOAL SETTING  
SEMINAR**

**SEMINAR READING  
MATERIAL**

**AND**

**WORK SHEETS**

By Cordell Vail

Copyright 2005 by Cordell Vail all rights reserved

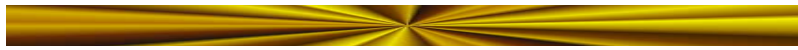
[MakingSuccessWork@yahoo.com](mailto:MakingSuccessWork@yahoo.com)

Box 669  
Wauna, WA 98395

# GOAL SETTING

## PART ONE

Copyright 2000 by Cordell Vail



### Learning How To Dream

#### **PEOPLE DON'T KNOW HOW TO DREAM:**

One of the main focus points of my life is helping other people set and achieve goals. It pains me when I see someone struggling and not able to be all that they were meant to be. Goal setting works! It just simply works. Yet we know that only about 3% of the people in the world set goals. WHY? I have studied that phenomena a lot. I think I know at least part of the answer. It is because some people do not have the ability to dream.

#### **LIFE'S WHIRL POOL OF INDECISION:**

Many people are just living day to day. They do not believe that they can have anything better. They do not have a plan to find anything better. But more than that, THEY DO NOT KNOW WHAT TO WANT. That is one reason they do not set goals. They don't know what to want. Does that sound silly? They would set goals, but they just don't know what they want to do or be. They are caught in what I call "the whirl pool of indecision". Does this sound familiar to you? If it does I can show you how to break out of the whirl pool of indecision and get going in a set direction for improving your circumstances. I can help you break out of this "round and round we go" life style. I can help you do that by helping you LEARN HOW TO DREAM. Want to know how?

#### **SUCCESS WORKSHOPS NOT SEMINARS:**

Well actually it is quite simple as far as what to do. Actually doing it, on the other hand, is not so easy. In fact it is not something you can do in one day. You may have noticed by now that I do not call the presentations that I give "SEMINARS". I call them "Success Workshops". Why workshops rather than seminars? Because when you come to a Success Workshop you can not just sit and listen like you do in a seminar. You have to work. What we are about to do to help you break out of the whirl pool of indecision is one of the principles from our Success Workshop sessions. We are going to ask you to do some work.

**DECIDE THAT YOU WILL DO IT:**

Here is what I want you do first. Decide that you are willing to do this. Yes! That is what I said. The first thing that is critical in succeeding in this Work Shop Task is to decide that you are willing to do it. If you are not then there is no reason to go on reading.

**GET AT LEAST EIGHT PIECES OF PAPER AND A PENCIL:**

Second I would like you to get at least eight pieces of paper (you will actually use more before you are done). It is best that you have these pieces of paper in some kind of little notebook that you can carry around with you all the time. It needs to be small enough that you can put it in your brief case or purse and carry it with you every where you go for the next week or so.

If you are serious about doing this then do that now. I will wait while you get the paper....

OK... I trust that you stopped and went and found a notebook of some kind. You really can not go on doing this with out it.

Now what we are going to do is help you LEARN HOW TO DREAM....

**TITLE EACH PIECE OF PAPER:**

I want you to list on the top of the first piece of paper these words:

**[page 1] SKILLS - TALENTS - THINGS I CAN DO**

Now number under those words all the way to the bottom of the page.

- 1.
- 2.
- 3.
- etc
- etc

On the second page write at the top these words:

**[page 2] SKILLS - TALENTS - THINGS I WANT TO LEARN TO DO**

Again under those words number the lines all the way to the bottom of the page.

Now on each of the following pieces of paper do the same thing but with these titles numbering the page all the way down on each page:

**[page 3] SPECIALIZED KNOWLEDGE - THINGS I KNOW**

[page 4] **SPECIALIZED KNOWLEDGE - THINGS I WANT TO KNOW**

[page 5] **PEOPLE I KNOW - PEOPLE I HAVE KNOWN**

[page 6] **PEOPLE I WANT TO KNOW**

[page 7] **THE THINGS I USED TO LOVE TO DO AS A CHILD**

[page 8] **THINGS I WOULD DO IF MONEY WERE NO OBJECT**

### **WHY ARE WE DOING THIS?**

I told you this was a simple task that would not be easy to do didn't I? One of the reasons we have a hard time setting goals is self worth. Many of us have a low self worth or low self esteem. We do not think we have anything of value inside us. We do not realize the power of our potential. These lists are going to totally shock you. When you are done you will just be amazed at yourself. You will be totally thrilled at who you are and what you know. These lists will help you see a vision into the future that you have never seen before. **IT WILL HELP YOU LEARN HOW TO DREAM.**

### **SELF BRAIN STORMING:**

So lets get to work. I would like you to start by just take some time now and start thinking. Take the first list and just start writing. I want you to start with this first page and list every skill and talent that you have. At first it will be hard. You may only think of one or two. Don't get discouraged and quit. Just sit and think about it. Maybe it will take a couple of hours. I promise you that just like in a group brain storming session as you start thinking and thinking and thinking and remembering things from your past, that those thoughts will stimulate other thoughts. It is best to work on these lists one at a time. I may warn you however that once you have done more than one, you mind will keep flashing back to things on the other lists that you have forgotten. The lists will grow as you work on them.

### **EXAMPLES OF SOME SKILLS AND TALENTS:**

Something that will help you is to think of things that others have told you that you are good at. Think of things that you have been complemented on after doing them. That will start your thinking process. Just to help you get started, let me give you some examples of things that you might put on your list (I am just making these up to give you an example and start you thinking):

1. Able to talk to others easily
2. Very skilled at driving a car
3. Can find my way around in any strange city
4. I am very patient with animals and can teach them

5. Able to give talks before groups with little preparation
  6. I can program computers
  7. I am an excellent husband and father (or wife and mother)
  8. When I write things, people normally complement me.
  9. Nurturing skills
  10. Organizational skills
- (Now start on your own list. Don't be bashful. Be totally honest)

This may take you several hours to do. It will likely take you several weeks before you are totally done with this list. If you can not think of very many things, go ask someone you love and trust like your mother. Let them help you fill in this list. After you have stopped writing on this list, you will be somewhere like in the shower and you will think of something else. That is why I want you to keep the list close at hand so when you think of something else you can add it to the list.

### **THINGS YOU WANT TO BE OR DO**

If you remember from one of our earlier newsletter articles, we said that 60% of your goals should be "TO BECOME" goals and not "TO HAVE" goals. Can you see where we are going with these lists now? The second page will be a list of talents you want to have. Skills you always wished you had. Can I give you some more examples just to get you thinking:

1. Play the piano
2. Sing in church
3. Learn to program a web page
4. Learn how to be a peace maker at work
5. Play an under par game of golf
6. Be organized

This is a serious list of things that are floating around in your mind. They are always there. They are things you keep saying, "I WISH I COULD.....". Now I am asking you to write them down. **SPECIALIZED KNOWLEDGE:**

Your third page is different from the skills and talents page. Specialized knowledge is something that you have learned. Things you know about rather than have a skill to do it. They are things that you can say you know more about than the average person. Things that you know the best way to do something better than some one else. These are things you "KNOW A LOT ABOUT" rather than "BEING GOOD AT DOING".. Go back in time clear to your childhood.

Again here are some examples:

1. Knowledge of how to fix cars (verses being good at fixing them)
2. College degree in accounting
3. Knowledge of Stock market trading
4. Knowledge of your ancestral heritage on your family tree

5. Business knowledge of sales techniques
6. Know the history of photography  
(I know your list will be much longer than this)

#### **THINGS YOU WANT TO KNOW:**

I think you are get the point now with the second page to each of these lists. You make a list of the things that you want rather than the things you have.

#### **PEOPLE YOU KNOW AND WANT TO KNOW:**

Why would I ask you to make a list of the people you know? Well, you will only know that after you start making the list. You will be surprised who you know, but more importantly, as you start making this list, you will start thinking "NETWORKING". That is right. Networking. That is one of the most important principles of success. As you start to see your talents, skills and specialized knowledge you will begin to learn how to dream. I know you will. You can not help but do it. And as you do, this list of people you know and have known will start to flower in your mind and the three lists will come together like a great work of art. Then you will start to understand the power of Master Mind Groups.

List every person you know. Start with your mother and father if they are still living just to get started. List every person in your family. List every person you have ever worked with EVER!!!! List every person that you have met as a neighbors where you used to live. Make this list pages and pages long. This list of people will become invaluable to you. Don't neglect it. List every living person you now know and every living person you can ever remember knowing. Grade school teachers, friends, relatives, work associates, list them all.

#### **WHO YOU WANT TO KNOW:**

This list will become the list of mentors that we have talked about so much in the past. List the people here that you would like to know. Don't be afraid to list anyone. Even outrageous people like the Queen Of England. If you have ever wanted to meet her in person then list her. Do you dare to dream a little? List every person you have ever wished you could meet and get to know. Yes it is OK to list Bill Gates. Can you see now how this list in particular is starting to push your "DREAM BUTTON" in you mind. It is starting to work. I can tell. So keep going.

#### **THE THINGS I USED TO LOVE TO DO AS A CHILD:**

Of all the lists you have made so far, this is the most important. Many studies have been done on children at play and adults at work and the relationship. The things that you used to love to do as a child should have become your occupation. Sadly that is not the case for many of us. This is a very critical list.

Start with as young as you can remember and list everything that you remember as a child that you used to love to do. Did you know that is why the Boy Scouts have merit badges? It is to help the boys try a great variety of things to help them learn what they like to do in life. As you make this list, your "DREAM MACHINE" will start to come into full play. You will find great joy in making this list. When you are done, this list will give you more power to dream than anything you have ever done in your life. As you review it, it will bring feelings of joy into your soul more than you have ever imagined possible.

**MONEY IS NO OBJECT:**

Now for the ignition of the rocket booster in learning how to dream. This list will launch you off into a wonderful new world of joy and happiness that you only hoped could be possible in the past. If you will be totally serious and make this list as directed it will create a miracle in you. Write down the very things that you would actually do if you just won a 50 million dollar lottery. Be serious yet outrageous. It will ignite your dream machine. List anything you want. Things that you would actually do if you had all the money in the world. This is the beginning of your learning how to dream. Write those things down you almost don't dare say out loud. Close your eyes and VISUALIZE yourself doing them as you write. Have fun with this list. Remember this is just a dream, right?

**MY MILLION DOLLAR PROMISE:**

I now promise you as your friend and fellow student of life, that if you will do this exercise of making these lists faithfully, that when you get to this last list, anything that you write on that list can and will come to be IF YOU ARE WILLING TO DREAM. You can be anything you want to be if you want to be, but you have to be willing to dream. You have to be willing to hope. You have to be willing to wish. You have to desire to be different. If you will learn to dream, things will come to be. Start with the first list. Then work your way to the last list. If you will write these eight lists down as I have asked you to write them down on the paper and then read them and work on them, they will create the power within you to change. Believe in finding your dream and your dreams will come true. I promise you from my own personal experience from having done it myself and from my experience in helping many other people to do it as well.

If you would like help writing your goals, you can contact me at

[MakingSuccessWork@yahoo.com](mailto:MakingSuccessWork@yahoo.com)

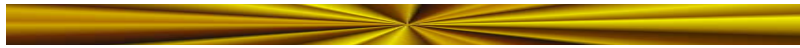
The only limit to your achievement lies with in your own mind

SO NOW LETS MAKE IT HAPPEN.... Dare to dream!!!!



**THE 5 F'S**  
That will help you  
**PRIORITIZE your life**

Copyright 2000 by Cordell Vail




Faith  
Family  
Friends  
Fitness  
Finances

AND IN THAT ORDER

# GETTING ORGANIZED

## Is As Simple As 1 2 3

Copyright 2000 by Cordell Vail



### **PROCRASTINATION**

Normally one of the main reasons that people are not successful in goal setting is because of PROCRASTINATION. One of the grand roadblocks to life is PROCRASTINATION. Why do we procrastinate? Mostly because we are not organized. We are overwhelmed with so much to do and can not decide which thing to do first. We try to remember all we have to do but things just happen. We forget. Things go undone. PROCRASTINATION is often just disorganization.

### **GETTING ORGANIZED**

I can help you stop that frustration in your life. This is going to be so simple that it is almost stupid. You will laugh once you try it and see how effective it is. You will say to yourself, "WHY DIDN'T I KNOW THIS BEFORE". Truly it is as simple as 1 2 3.

To get organized in your life, there are two things you can do.

First you can spend several hundred dollars and go to a Franklin Planner, or Day Planner seminar. Then buy all their little books and materials and then follow the system. IT WORKS...

Second, and much cheaper and easier, follow my 1 2 3 system. It does not cost hundreds of dollars. You can start doing it in the next five minutes if you have a piece of paper and a pen. You will be so organized when you are done you will be dangerous.

### **THE 1 2 3 PROGRAM:**

All you have to do is take a piece of paper and make a set of numbers along the left side. It is also helpful to put a little check box by each number. I like to put at least 10 numbers on my paper each day. You may want to even put 20 numbers. I just made some of these in my word processor and then printed 100 of them.

Here is an example.

## MY TO DO LIST FOR THE DAY

- [ ] 1. \_\_\_\_\_
- [ ] 2. \_\_\_\_\_
- [ ] 3. \_\_\_\_\_
- [ ] 4. \_\_\_\_\_
- [ ] 5. \_\_\_\_\_
- [ ] 6. \_\_\_\_\_
- [ ] 7. \_\_\_\_\_
- [ ] 8. \_\_\_\_\_
- [ ] 9. \_\_\_\_\_
- [ ] 10. \_\_\_\_\_

### **MAKING THE LIST:**

Now for the hard part. DOING IT. That is always the hard part of any system, actually using it. You have to do this to make it work. It is so simple it is really easy to PROCRASTINATE and not do it. But I promise you it will make you so organized in your life that you will get at least twice as much done every day.

Here is how you use this 1 2 3 system. Every morning, take this piece of paper with the numbers on it and write down all the things you have to do today. They don't need to be in any order. Just write down everything you can think of that you need to do today. (Obviously you can do this any time of the day if you slept in and are late for work).

As you use the system you will find that you are adding things to the list as the day goes on. That is not important. The thing that is important is that you keep this paper with you all day long. Get a little notebook to keep it in. Ta Daa. Now you have your own little Franklin Planner and the total cost is under two dollars.

### **USING YOUR PLANNER**

As you accomplish the things on your 1 2 3 list, check them off. At the end of the

day, if there are things that are not done, transfer them to the page for the next day.

That is all there is to it! Is that simple or what? How could it be any easier than that? This little daily planning sheet has served me for years to help me get organized, stay organized and make twice as much out of every day.

NOW GO ENJOY YOUR NEW ORGANIZED LIFE.

# FACING OUR PROBLEMS

In a wonderful, but simple way this parable tells the story of what can happen when we face big challenges. Basically there are two options: 1) we can give up or 2) we can use our creative powers with a positive attitude.

## "The Parable Of The Mule"

Once there was a farmer who owned an old mule. One day the mule fell into a well and the farmer heard the mule "praying", or whatever mules do when they fall into wells. After carefully assessing the situation, the farmer sympathized with the mule, but decided that neither the mule nor the well was worth the trouble of saving. Instead, he called his neighbors and enlisted them to help haul dirt to bury the old mule in the well and put him out of his misery.

Initially, the old mule was hysterical! But as the farmer and his neighbors continued shoveling and the dirt hit his back, a thought struck him. It dawned on him that every time a shovel load of dirt landed on his back he could "SHAKE IT OFF" and "STEP UP"!

This he did, blow after blow. "Shake it off and step up... Shake it off and step up... Shake it off and step up!". To encourage himself he repeated these words. No matter how painful the blows, or how distressing the situation seemed, the old mule fought "panic" and just kept right on "SHAKING IT OFF and STEPPING UP! It wasn't long before the old mule, battered and exhausted, STEPPED TRIUMPHANTLY OVER THE WALL at the top of that well!

What seemed like it would bury him actually helped him... all because of the manner in which he handled his adversity. THAT'S LIFE!

If we face our problems, respond to them positively, and refuse to give in to panic, bitterness, or self-pity the ADVERSITIES THAT COME ALONG TO BURY US, usually have within them the POTENTIAL TO BENEFIT US! All we have to do is find them. \*\*The idea for the 747 airplane came after a "disaster", the ending of a military contract to build an airplane with a HUGE capacity.

# THE NINE QUICK THINKING GOLDEN QUESTIONS

My Turn To Win Personal Achievement Workshops

<http://www.goldenmailbox.com/myturntowin>

[MyTurnToWin@GoldenMailBox.com](mailto:MyTurnToWin@GoldenMailBox.com)

Copyright 2001 by Cordell Vail



Print this out and use the printed form to do the exercise.

It is very important you not spend more than 30 seconds on each question

**1: What are the FIVE things that you value most in your life**

(Things you would fight for. Things you would die for)?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**2: List the THREE most important goals in your life.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**3. What one thing would you do if money were no object, you had no mental, emotional or physical hang ups preventing you from doing it, and you knew that you absolutely could not fail.**

\_\_\_\_\_

**4. If the doctor called you and told you that you only had 6 months to live, what would you spend those 6 months doing? How would you live your life?**

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**5. What are 3 things you have always wanted to do but were afraid to try?**

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**6. What one thing do you do that makes you feel the very best? What do you do that fills you with self confidence and self worth more than anything else that you do.**

\_\_\_\_\_

**7. If you actually were granted one wish, anything that you could wish for (but only one), what would you wish for?**

\_\_\_\_\_

**8. What would you say was your one definite purpose in life?**

\_\_\_\_\_

**9. What is the first goal that you are going to work on?**

---

**10. When are you going to start?**

---

**He moves easiest who has learned to dance**

**Alexander Pope**



# THE LISTS

**My Turn To Win Personal Achievement Workshops**

<http://www.goldenmailbox.com/myturntowin>

[MakingSuccessWork@yahoo.com](mailto:MakingSuccessWork@yahoo.com)

Copyright 2001 by Cordell Vail



## **WHY ARE WE DOING THIS?**

One of the reasons we have a hard time setting goals is self worth. Many of us have a low self worth or low self esteem. We do not think we have anything of value inside us. We do not realize the power of our potential. These lists are going to totally shock you. When you are done you will just be amazed at yourself. You will be totally thrilled at who you are and what you know. These lists will help you see a vision into the future that you have never seen before. **IT WILL HELP YOU LEARN HOW TO DREAM.**

## **SELF BRAIN STORMING:**

Take the first list and just start writing. At first it will be hard. You may only think of one or two. Don't get discouraged and quit. Just sit and think about it. Maybe it will take a couple of hours. I promise you that just like in a group brain storming session as you start thinking and thinking and thinking and remembering things from your past, that those thoughts will stimulate other thoughts. It is best to work on these lists one at a time. I may warn you however that once you have done more than one, you mind will keep flashing back to things on the other lists that you have forgotten. The lists will grow as you work on them.

**(NOTE: IT IS BEST TO PRINT THESE LISTS OUT AND THEN WORK WITH THEM)**

## **SKILLS - TALENTS - THINGS I CAN DO WELL ALREADY**

Something that will help you is to think of things that others have told you that you are good at. Think of things that you have been complemented on after doing them. That will start your thinking process. Just to help you get started, let me give you some examples of things that you might put on your list:

- 1. Able to talk to others easily**

2. Very skilled at driving a car
3. Can find my way around in any strange city
4. I am very patient with animals and can teach them
5. Able to give talks before groups with little preparation

### **SKILLS - TALENTS - I WANT TO DEVELOP**

When you set goals, 60% of your goals should be "TO BECOME" goals and not "TO HAVE" goals. Can you see where we are going with these lists now? The second page will be a list of talents you want to have. Skills you always wished you had. Can I give you some more examples just to get you thinking:

To fill out this list you might say, I KNOW HOW TO:

1. Play the piano
2. Sing in church
3. Program Computers
4. Be a peace maker at work
5. Play an under par game of golf

This list should be a serious list of things that are floating around in your mind. They are always there. They are things you keep saying, "I WISH I COULD.....". Now I am asking you to write them down.

### **SPECIALIZED KNOWLEDGE OR EDUCATION I HAVE ACQUIRED ABOUT THINGS**

Your third page is different from the skills and talents page. Specialized knowledge is something that you have learned. Things you know about rather than have a skill to do it. They are things that you can say you know more about than the average person. Things that you know the best way to do something better than some one else. These are things you "KNOW A LOT ABOUT" rather than "BEING GOOD AT DOING".. Go back in time clear to your childhood.

To fill out this list say, I KNOW A LOT ABOUT:

1. How to teach others how to fix cars (verses the talent of being good at fixing them)
2. Accounting, I have a college Degree in it
3. Stock market trading
4. My ancestral heritage on my family tree
5. Selling insurance

#### **SPECIALIZED KNOWLEDGE OF THINGS YOU WANT TO KNOW:**

I think you are get the point now with the second page to each of these lists. You make a list of the things that you want rather than the things you have.

#### **THE DIFFERENCE BETWEEN SKILL - TALENT - SPECIALIZED KNOWLEDGE**

There will seem to be a lot of similarity between skill/talent and specialized knowledge lists. A skill or talent is something you do or have an aptitude to do.

(EXAMPLE: THINGS YOU KNOW HOW TO DO - Play the piano, give talks in public, drive a car)

To have specialized knowledge is something you have a great deal of information about. Normally it I something you learned in school or with on the job training or with experience. (EXAMPLE: THINGS YOU KNOW ABOUT- All of the state capitols in the USA, Know all the sales techniques of your company, Know all about the culture of Germany)

Of course there is a very close relationship between things like knowing a lot about raising roses (but that does not mean you can do it) and having the "green thumb" talent to raise prize roses (which proves you can). Don't let that similarity confuse you.

#### **LIVING PEOPLE I KNOW -OR I HAVE KNOWN**

Why would I ask you to make a list of the people you know? Well, you will only know that after you start making the list. You will be surprised who you know, but more importantly, as you start making this list, you will start thinking "NETWORKING". That is right. Networking. That is one of the most important principles of success. As you start to see your talents, skills and specialized knowledge you will begin to learn how to dream. I know you will.

**You can not help but do it. And as you do, this list of people you know and have known will start to flower in your mind and the three lists will come together like a great work of art. Then you will start to understand the power of Master Mind Groups.**

**List every person you know. Start with your mother and father if they are still living just to get started. List every person in your family. List every person you have ever worked with EVER!!!! List every person that you have met as a neighbors where you used to live. Make this list pages and pages long. This list of people will become invaluable to you. Don't neglect it. List every living person you now know and every living person you can ever remember knowing. Grade school teachers, friends, relatives, work associates, list them all. This list normally will end up being several hundred.**

#### **PEOPLE I WANT TO KNOW OR WANT TO BE LIKE**

**This list has two purposes. It will become the list of mentors. The people on this list do not need to be people who are living. List the people here that you would like to know or have attributes like in your life. When you make this list include living people that you would like to meet and get to know. Don't be afraid to be outrageous. For example the Queen Of England. If you have ever wanted to meet her in person then list her. Do you dare to dream a little? List every person you have ever wished you could meet and get to know. Yes it is OK to list Bill Gates. Can you see now how this list in particular is starting to push your "DREAM BUTTON" in you mind. It is starting to work. I can tell. So keep going.**

#### **THE THINGS I USED TO LOVE TO DO AS A CHILD**

**Of all the lists you have made so far, this is the most important. Many studies have been done on children at play and adults at work and the relationship. The things that you used to love to do as a child should have become your occupation. Sadly that is not the case for many of us. This is a very critical list. Start with as young as you can remember and list everything that you remember as a child that you used to love to do. Did you know that is why the Boy Scouts have merit badges? It is to help the boys try a great variety of things to help them learn what they like to do in life. As you make this list, your "DREAM MACHINE" will start to come into full play. You will find great joy in making this list. When you are done, this list will give you more power to dream than anything you have ever done in your life. As you review it, it will bring feelings of joy into your soul more than you have ever imagined possible.**

#### **THINGS I WOULD DO IF MONEY WERE NO OBJECT**

Now for the ignition of the rocket booster in learning how to dream. This list will launch you off into a wonderful new world of joy and happiness that you only hoped could be possible in the past. If you will be totally serious and make this list as directed it will create a miracle in you. Write down the very things that you would actually do if you just won a 50 million-dollar lottery. Be serious yet outrageous. It will ignite your dream machine. List anything you want, things that you would actually do if you had all the money in the world. This is the beginning of your learning how to dream. Write those things down you almost don't dare say out loud. Close your eyes and VISUALIZE yourself doing them as you write. Have fun with this list. Remember this is just a dream, right?

**MY MILLION DOLLAR PROMISE:**

I promise you as your friend and fellow student of life, that if you will do this exercise of making these lists faithfully, when you get to the last list, anything that you write on that list can and will come to be. IF YOU ARE WILLING TO DREAM, you can have it. You can be anything you want to be if you want to be, but you have to be willing to dream. You have to be willing to hope. You have to be willing to wish. You have to desire to be different. If you will learn to dream, things will come to be.

Start with the first list. Write as many things as you can think of then go to the next list. Don't get stuck on one list. Come back to each list until you have at least 40 things. It may take you a couple of weeks to complete this assignment.

If you will write these eight lists down as I have asked you to do and then read them and work on them, they will create the power within you to change. They will help you believe in finding your dream and your dreams will come true. I promise you from my own personal experience from having done it myself and from my experience in helping many other people to do it as well.

---

Here are the lists below. Each one is on a separate page. There are only 20 items on each list. You may want to add more to some of your lists. If you want to become an expert at goal setting, I would suggest you have 50 items in each list (even if it takes a month or two to finish the list)

**SKILLS – TALENTS**  
**THINGS I CAN DO WELL ALREADY**

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

**SKILLS – TALENTS  
I WANT TO DEVELOP**

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

**SPECIALIZED KNOWLEDGE OR EDUCATION  
THAT I HAVE ACQUIRED ABOUT THINGS**

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	



**SPECIALIZED KNOWLEDGE  
THINGS I WANT TO GET AN EDUCATION IN**

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

**LIVING PEOPLE I KNOW  
OR I HAVE KNOWN**

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

## LIVING PEOPLE I WANT TO MEET

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

**PEOPLE I WANT TO BE LIKE (LIVING OR DEAD)**

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

## THE THINGS I USED TO LOVE TO DO AS A CHILD

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

## THINGS I WOULD DO IF MONEY WERE NO OBJECT

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

## **MY MILLION DOLLAR PROMISE:**

I now promise you as your friend and fellow student of life, that if you will do this exercise of making these lists faithfully, that when you get to this last list, anything that you write on that list can and will come to be **IF YOU ARE WILLING TO DREAM**. You can be anything you want to be if you want to be, but you have to be willing to dream. You have to be willing to hope. You have to be willing to wish. You have to desire to be different. If you will learn to dream, things will come to be. Start with the first list. Then work your way to the last list. If you will write these eight lists down as I have asked you to write them down on the paper and then read them and work on them, they will create the power within you to change. Believe in finding your dream and your dreams will come true. I promise you from my own personal experience from having done it myself and from my experience in helping many other people to do it as well.

**SO NOW LETS MAKE IT HAPPEN....**

**Do you dare to dream a little ????????**

# GOAL SETTING

## PART TWO

Copyright 2000 by Cordell Vail

---

### **BEGIN WITH THE END IN MIND:**

Are you a goal setter? If you are not I hope you will be after you read this. Did you know that it is a proven fact that if you set a reasonable goal and read it two times a day that it is almost impossible that you will not accomplish your goal. If it is that simple why don't we all do it? Well, who ever taught us how to do it? We have all set "NEW YEARS RESOLUTIONS". That is not what I am talking about here. I am talking about VISUALIZATION. I am talking about doing something about it not just resolving to do something about it.

### **GOAL SETTING - WHY DO IT:**

Well first let me just give you a couple of examples to inspire you on. Several years ago there was an East German ice skater practicing at the Olympics. The lights went out and when they came back on SHE WAS STILL SKATING. Everyone asked her how she was able to skate in the dark. She said the lights made no difference to her. She and so VISUALIZED her routine in her mind that she could do it with the lights on or with the lights off. She knew every move perfect. Every time to start and stop, to slow and speed up. She could skate the routine best in her mind. That changed the entire Olympic world. After that they began to study the East German teams and realized that is why they were all winning so many gold metals. Remember that? WHY? Because they used visualization. They did it in their minds before they ever did it on the field.

Another example: In 1957 they took a survey of the graduating class at Yale University. One of the questions they ask in the survey was if they had written goals. Only 3% of the class said that they had written goals. They then looked up the surviving members of that graduating class 20 years later. Guess what. That 3% of the graduating class were worth more financially than all the rest of the class put together. DOES THAT TELL YOU SOMETHING?

One last example: At a prominent University they were studying goal setting. They took a basket ball team and divided them into 3 groups. Then they tested them on how well they shot foul shots. They all did about the same. Then they had one group practice every day for several weeks. The second group did not practice at all. The third group sat in the bleachers and just practiced shooting



foul shots in their minds. After several weeks they tested them and guess what the results were? The ones who did not practice were just the same. The ones who practiced every day had improved. The ones who sat in the bleachers and practiced in their minds had improved the most. WHY? Because they never missed a shot. In their minds they visualized making the basket every time. And when they were finally back on the court, THEY COULD MAKE THEM BASKET JUST AS THEY HAD VISUALIZED.

### **GOAL SETTING: HOW TO DO IT:**

Would you like to know how to set goals now? Goal setting, it is such a simple thing, yet so few people do it. I have done it. I can tell you from personal experience that it is like a magic trick in your life. AND IT WORKS.

So what do you need to do? Well it is quite simple.

Sit down and think about what it is that you want to do. Believe it or not, that is the hardest part for most people. Finding something they want to do. Something they believe in, and something that they believe they can do. Just make a list of your dreams.

So let's pick an example. Lets say you want to quit your full time job and start a home business where you make twice as much as you are now making? Is that a reasonable goal? YES!!!! What is the hardest part? Quitting your job? NO! It is finding a home business that you want to do. That is the hardest part. Deciding what you want to do. We will talk more about that in other newsletters. But lets just say that you have decided that you want to start a home business selling health products because that is one of the MAJOR TRENDS in our day and age and you are very interested in health.

So here is what you do.

If you are a single mom and you want to have your own home business so you can be at home with your kids, you might write down something like this:

I have my own home business selling XXXXXXXX products. These products are the best products in the world. I use them myself and they make me feel wonderful. I am helping others to also feel wonderful each day by using my products. My business will be earning \$\$\$\$\$\$\$ by the xxx Day of XXXX, 20XX. To accomplish this goal, I will get up at 5 a.m. every morning and read for one hour before I go to work. I am an expert in the XXXXXXXX health products business. I will find XXX new people in my business every week by placing one classified ad in the news paper every week, by developing my web page, by xxxxxx (name what you will do).

Get the idea? It is not important that you ALREADY HAVE THE BUSINESS... Just set the goal and read it as if you already had the business and were already making the money. The actual words of the goal, of course, have to be quite personal to what you are doing. This is just an example to help you see the concept. But there are some key elements in GOAL SETTING that make it different from NEW YEARS RESOLUTIONS.

### **GOAL SETTING: KEY STEPS**

1. Have a time and a place you will accomplish the goal (a deadline)
2. Have a goal that you can measure (an amount of money you will be earning, or a skill, talent or weight you will attain THAT CAN BE MEASURED)
3. State what you will do to accomplish the goal.
4. Write the goal down !!!!!!!!!!!!!!!!!!!!!!!!!!!!!!! (if you don't this will not work)
5. Read it two times a day. When you first get up and just before you go to bed.
6. Visualize yourself as already having it (that is the very key).

### **GOAL SETTING: WILL IT WORK?**

I promise you if you will follow these simple steps you can accomplish any reasonable goal. It does not matter if it is earning an amount of money, attaining a new skill, changing something in your life like smoking, learning how to be better at something, anything that is reasonable. It will work. What is reasonable? Well may I suggest you ask HELEN KELLER that question. The only limit to your success lies within your own mind.

If you would like some more suggestions on goal setting, may I suggest that you re-read the book *Think and Grow Rich*. There are many other good book that are just as good, that was just one of the first to capture the concept. Thousands of people have become millionaires after reading *Think and Grow Rich* and following this goal setting principle.

### **VISUALIZATION:**

Because it is so important I want to say it again. As a part of goal setting, we said one of the key principles was VISUALIZATION. Why is that so important? Because that is what makes it work. That is what changes it from a "NEW YEAR'S RESOLUTION" to a power that will transform your life. I hope that each of you who have not set goals before, caught the "VISION OF VISUALIZATION". I could easy tell if you did catch the "VISION OF VISUALIZATION" if I could just come to your home for five minutes. All I would have to do is walk around your house and I could tell. HOW? I would

look for a new picture you had hung up somewhere this week. If your goal is to have a new car I would look to see if you got a picture of that new car and hung it by your bed where you could look at it every morning and every night while you read your goals. If I found no pictures of your VISUALIZED GOAL, I would know that you have not got it yet. You did not understand the "VISION OF VISUALIZATION". So there is a hint for success in your life, now you are writing down your goals, GET A PICTURE OF IT. Look at it. Feel it. Imagine yourself already having it. "THE VISION OF VISUALIZATION". That is the key.

What is the most important KEY in the 6 steps to goal setting? VISUALIZATION. Seeing and believing. I have used this method to more than triple my income in the past 10 years. IT WORKS. But only if you work it. If you do not write the goal down. IT WILL NOT WORK. If you do not read them twice a day, YOU HAVE NO PROMISE. If you do not VISUALIZE yourself already having it, then there is little hope it will come. FAITH. BELIEVING. KNOWING YOU CAN DO IT. VISUALIZING YOURSELF ALREADY THERE. That is the key. And you can do it IF YOU WILL! What do you have to lose?

NOW JUST GO AND DO IT !

# GOAL SETTING

## PART THREE

Copyright 2000 by Cordell Vail

---

Normally when I give a goal setting seminar and people make their first attempt at writing down their goals they just make a 1 2 3 list of the basic things that they want to accomplish. That is good. That is the place to start.

However for a goal to be truly effective there are eight elements that they have to have in them.

1. The goal has to be something you are going to accomplish that can be measured. To be a better runner is not a goal that is a wish. To run the mile in 6 minutes is a measurable goal.
  2. You need a time line or deadline when you are going to accomplish it. Set a date. By my birthday on the 10th of June 2002 I will....
  3. They must be positive, present tense and personal. 4. Create a plan of action by which you are going to accomplish it. If it is just something you want it is not a goal. State in your goal exactly what you are going to do to get it, step by step.
  5. The goals must be written down. If they are not written they are just wishes or new years resolutions.
  6. You need to read the goals two times a day and rewrite them as often as possible.
  7. It is critical that you visualize the goal in your mind as you read it. See yourself as having accomplished it already. Get pictures of what you are visualizing and hang them on the wall to look at as you visualize.
  8. You need to share your goals with a close friend to help you be committed to them. If someone else knows about them they will expect you to accomplish the goals.
-

Here is one of those goal lists that one of my Protégée's submitted to me.

1. I want to be making \$24,000 in XXXXXX by Feb 5, 2002
2. I want to be making in Young living by Sept. 30, 2001 \$30,000
3. I will pay off all our debts so I can be free of all fear WITHIN 5 YEARS
4. I want a new car by Feb 5, 2001
5. I want a home by Christmas 2001
6. I want the home paid for in 6 years
7. I want a retirement program for me

---

The reason I have a copy of her goals is because she was following step #7 by sharing them with me. I will help her accomplish these goals now she has set them. These goals are for a sales person but the goals could be related to what ever you want to do or become in your own life.

I helped her re-write the first goal to see an example of how these seven steps are applied. I let her re-write the other goals herself.

GOAL #1:

By the 5th day of February 2002 I will be making \$24,000 a year in my XXXXXX business. That is \$2,000 a month. \$500 a week.

To accomplish this goal I am looking for four specific QUALIFIED DISTRIBUTORS to work with me in XXXXXX who are the best business builders in the world. One of these FOUR QUALIFIED DISTRIBUTORS is John Doe, who is already an excellent businessman and has many connections in Hong Kong. The other three QUALIFIED DISTRIBUTORS are MEN who are now working at high level management jobs in the corporate world and are very dissatisfied with their life.

I will find them and help them to find Health, Wealth and True Happiness by being associated WITH ME in XXXXXX . I am a blessing in their lives because I will help them learn how to be TRULY HAPPY. I can see myself working with these FOUR QUALIFIED DISTRIBUTORS building our XXXXXX business. I will

find these other three QUALIFIED DISTRIBUTORS by the 1st day of January 2001.

To find the other three QUALIFIED DISTRIBUTORS, once a week, I will go to the city of Pleasant Grove where most of the management of Herod's Steel live. I will become associated with the people in that community through the local civic clubs. I will talk to two people every week in person and tell them what I am doing in XXXXXX .

I will also put one classified ad in every issue of the Harod's Steel News letter, Novel Weekly bulletin, Word Perfect Weekly, The Delta Frequent Flyer on board magazine and the U of A Alumni monthly magazine. These THREE QUALIFIED DISTRIBUTORS will see one of my advertisements and call me.

These four men will help me increase my XXXXXX business by becoming the largest XXXXXX distributors in HONG KONG. By Sept. 30 2003, I will be making \$48,000 a year which \$4,000 a month or \$1,000 a week in my XXXXXX business. I will accomplish this goal by helping each of my four QUALIFIED DISTRIBUTORS to find their FOUR QUALIFIED DISTRIBUTORS by the 1st of January 2001.

I will help them become well trained, and highly successful. I will travel together with the Golden Mailbox Team all over the world giving seminars on XXXXXX . MY first seminar in HONG KONG will be held on the 1st day of April 2001 in the Hilton Hotel on Nathan Street in Hong Kong.

I am the BEST OF THE BEST and all who associate with me will be better because of their association with me.

---

If you would like help writing your goals, you can contact me at [MakingsuccessWork@yahoo.com](mailto:MakingsuccessWork@yahoo.com)

The only limit to your achievement lies with in your own mind

# GOAL SETTING

## PART FOUR

Copyright 2000 by Cordell Vail



### CONGRUENCE IN YOUR LIFE

Constantly I read the goals that people have set and failed to accomplish. As I read them I ask myself why, why is this person not reaching the goals they have set? It disturbs me when I read in the literature that 85% of all the people who set goals are failing to accomplish those goals? WHY?

I think a big part of that comes from incongruence. I am not sure that is even a word. It is not in my spell checker. But it definitely is a principle of life. What do I mean by incongruence? I mean driving the car with one foot on the gas pedal and one foot on the break.

Let me give you an example. I know someone who had a very bad marriage. So bad she actually annulled the wedding one week after she was married. A very, very bad situation. She then waited for quite some time before even considering marriage again. Then finally at about age 35 she married again. She was very in love with the second man. When she was 9 months pregnant he died of a stroke. Now she was twice heart broken.

What was she to do. She was very in love with a husband that was now gone forever. She did not want a new husband. After a while, other men were attracted to her and let their intentions be known. She was very attractive, but she did not want another man. She loved the one that was dead. So she started to gain weight so men would not look at her. She did a right fine job of that. She told me at that time, that she was gaining weight on purpose so men would not look at her.

Now, many years later she is trying to loose weight. She has tried every diet you can imagine. But she just can not loose weight. When I read her goals and ask her about the weight loss she says she just can not understand why it was not working. I inquired about our conversation from years before as to why she started gaining weight. She honestly does not remember now ever saying that to me. But I remember. And I believe her subconscious mind remembers.

So there is an incongruent situation. An example would be a woman who subconsciously does not want men looking at her because of some past experience, so she gains weight. Now she also wants to loose weigh but just can not. She does not consciously think about not wanting men to look at her; however her subconscious mind is remembering why she is over weight and is not letting her body be thin. She has one foot on the gas and one foot on the break.

That is just one example. I am sure now you understand what incongruence is you can think of many other examples. For example someone who wants to learn to ride a horse but just can not go do it. Then they find out a horse stepped on them when they were little. Someone may want to study and do their best at school but they keep getting bad grades. Then realize that when they were young, friends kept telling them that you were stupid. Many times a person will join an MLM networking business wanting to get rich quick, and yet they have always been a very shy person. They are encouraged to set goals to find people but what ever they try, it just does not work for them. They just can not do it. WHY? It is incongruence in their life. Your self image is always stronger that your will power, physical things pulling back with emotional things pulling ahead.

How can you overcome this incongruence in your life if it is there? Well, in relation to goal setting, you have to look at the kinds of goals you are setting. A shy person can learn to not be shy if they make an effort to do it, but not by becoming a salesman.

If you read your goals you will probably find that about 60% of them are TO GET goals (cars, houses, money). Another 30% will be TO DO goals (travel, education, talents to acquire) and only 10% will be TO BE goals (better husband, harder worker, more honest, better self control, good at public speaking). That is just upside down. That mix, in a set of goals, will almost certainly bring incongruence in your life.

If you have a goal to drive a big fancy new car that costs \$80,000 to buy and all your life you have been poor and would be embarrassed to even ride in that car when your close friends see you, you have an incongruence problem. You have a TO GET goal, however you do not have the TO BE goals that would be necessary to help you gain the self image to accomplish it.

If you have grown up poor all your life and you now want to be rich, you need to set some TO BE goals related to self esteem. You need to set goals that build up your self worth. Accomplish those goals first, then have as the end result, a



reward that is a TO GET or TO DO goal. Then the overall accomplishment of the goals will be more reasonable.

TO BE goals are goals that help you improve WHAT YOU ARE and WHO YOU ARE. If you will show me how much time you spend every day on self improvement I can tell you quite accurately what you will be in 5 years. How much you work on TO BE goals is how much you will have the power to change your present circumstances. All the TO GET goals in the world will not likely help you be a better, more capable person.

So when you are finding that your goals are just not working for you, take a look at the balance between TO GET, TO DO and TO BE. 60% of your goals should be TO BE goals, 30% TO DO goals and only 10% TO GET goals. If one of your TO GET goals is to be a millionaire in 5 years you don't have to worry much about any of the other TO GET goals now do you. But to be a millionaire in 5 years you have to have self esteem. You have to believe in yourself. You have to be organized. You have to have ambition. You have to have self reliance and dependability. You have to be able to work with out a boss or a time clock. Those are TO BE goals. When you get these three kinds of goals all lined up in the right proportion, the making of money will come easy for you because your life will be congruent.

### **TO BE OR NOT TO BE THAT IS THE QUESTION.**

I wonder if Shakespeare was trying to send us a goal setting message clear back then. When we do not do things in our life with congruence, we find ourselves not wanting to start, or not able to finish, wanting to do something else, depressed or incapable of accomplishment. If we truly want the things different in our lives, we have to start with changing our TO BE goals. If we do not want to change the TO BE things that make us incongruent, then we need to change our TO GET goals to something else that is congruent with what we are now.

# GOAL SETTING

## PART FIVE

Copyright 2000 by Cordell Vail



### **PROVIDENCE IN GOAL SETTING:**

There is another aspect of goal setting. I call it PROVIDENCE. I can not explain how it works. I can not tell you why it works. I can only tell you that it does work. How do I know? Because I have years of experience teaching goal setting and watching it work in my own life and in the lives of those I have taught.

### **WHAT IS PROVIDENCE?**

It has been my experience after 30 years of giving seminars on goal setting that when someone sets a goal, if they will write it down, have a deadline, read it twice a day, tell a friend about it, and then visualize it with action in their mind like they already have accomplished that goal, then they will experience PROVIDENCE. What is that? Well, they will see that all of the sudden windows start to open. They will find doors of opportunity coming to light. Everything just starts to fall into place. It just happens. Sometimes it is almost like a miracle. It is like, well, it is like PROVIDENCE.

### **WHERE DOES PROVIDENCE COME FROM?**

How you describe this phenomena is going to have to be within your own personal spiritual frame of reference. I simply can not explain it. I have heard some very famous speakers try to explain it as divine intervention. I have heard others say it was the forces of nature at work. Some say it is spiritual manifestation of life while skeptics say it is just fate. I have even heard some say it had something to do with destiny.

### **EXAMPLES OF PROVIDENCE**

I could give you literally hundreds of examples from my own life as well as the lives of my students. I will just cite a few examples here to show you exactly what I mean by PROVIDENCE.

#### **EXAMPLE #1:**

Just this week one of my students related her success story to me that is a perfect example. Some time ago, she set the goal of having a jumping horse. They are very expensive. She did not have the money to buy one. But she set the goal. She followed the program. She made a list of 17 things that the horse had to be to

qualify for what she wanted. Just a few weeks after she had set the goal and made the list, she was at a horse stable visiting a friend who was a jumping horse trainer. As they stood there, this beautiful, long legged, dark colored horse came running down the road. They could tell from the gate of the horse that it was a run away horse. So they caught it and tied it up waiting for the owner to come.

As my student stood there gazing at this beautiful horse, she began to realize that this horse was almost exactly what was on her list of 17 things. She studied it more closely. Her horse trainer friend told her not to get too interested in it because even if it was for sale it would be way out of her price range.

Finally the owner did come. He said the horse was not trained to jump yet but it had jumped the fence in the corral and ran down the road. My friend asked if it was for sale. The owner said he would sell the horse but again emphasized that it was not trained to jump yet. She offered him \$2,500 expecting him to just laugh at the price. He said OK! The horse had every characteristic she had listed on the paper, all 17, including the price. She has trained the horse for several months. It is now worth over \$10,000.

Now how does this relate to PROVIDENCE? Well, you tell me why the horse jumped the fence and came to her. Why did it come to the very barn where she was waiting while she was there waiting? She did not go there often. You say it was just a coincidence that the horse with her exact 17 characteristics came to her? I will just smile if you tell me that. Why? It is because I have 100's of other examples where things like this "just happen" when someone sets a goal. I call it PROVIDENCE.

**EXAMPLE #2:**

Here is another example that happened to me this very week, today in fact. My wife just returned from a little vacation to Utah this week. She brought back with her all the things we had to leave behind when we moved to Seattle. Those things have been there waiting for us for 5 years. There were really only a couple of things that I wanted. They were an old coal burning stove and a treadle sewing machine. But I decided to give the sewing machine to my nephew and his wife there in Utah for helping my wife load the trailer and get the shed cleaned out. It was a lot of work. I really wanted the sewing machine, but I felt it would bring them more joy than it would bring me because my niece wanted one so bad and is really into sewing. So I gave it to them and it made me really happy to do it. When I gave them the sewing machine, I set the goal to find another one for me.

What does this have to do with PROVIDENCE? When I gave them the sewing machine, I set the goal to "some time" find a new treadle sewing machine, but I

did not tell my wife that. My wife is what you could call an expert at "yard selling". She is good. She is like an eagle. Today, she went out "yard selling". Later she called me on her cell phone from a yard sale. I answered the phone by saying, "WHAT AND HOW MUCH". I know her too well. She said there is this treadle sewing machine in this man's yard. I asked how much (expecting her to say hundreds). She said he just wanted us to make an offer. (If you don't know how much treadle sewing machines are worth you won't get this..) I said, "OFFER HIM \$50".

A little while later she came in my computer room. She asked if I wanted to come unload it. I said, "Unload what"? I just assumed he would not sell the sewing machine and thought she had some big heavy cabinet or something. She said she had the sewing machine. She told me he did turn down the \$50 offer (which I fully expected him to do). He said he had to have at least \$60 in cash. She went to the bank, got the cash and brought the sewing machine home. I could not unload the machine right then, I was laughing too hard.

How does this relate to PROVIDENCE? He told my wife that this sewing machine has been in his family for 100 years. I have seen several yards sales at his house, lots of them, almost every week. Tell me why he put the treadle sewing machine that has been in his family for 100 years, out in the yard sale TODAY when I had just set the goal to find one. Tell me why my wife spotted it. Tell me why she would think I wanted another one when I had just given away the one we had. You explain it. I call it PROVIDENCE.

### **EXAMPLE #3:**

One of the things that John D. Rockefeller taught his sons was to always give 10% of what they earned to charity. You know the rest of the financial story of that family. Well, I challenged one of my friends to set the goal to pay 10% of his income to his church as tithing. He said he just could not do it. I finally convinced him to just try it. He gave the 10% on Sunday, knowing he would not be able to pay all his bills that month by doing it. He set the goal and had the faith to try it. The very next day his boss just came up to him at work unannounced and said he though he deserved a 10% pay raise. You explain that to me. How can these things happen? I do not know. You explain them. I just know they do happen, time after time after time. They happen. I call it PROVIDENCE.

### **I CALL IT PROVIDENCE:**

I will not give you with more examples. I will only tell you - no I will promise you, that if you will follow these principles of goal setting: write it down, have a deadline, read it twice a day, tell a friend about it, and then visualize it with

action in your mind like you already have accomplished that goal; that some how, some way, by some means the doors just open.

### **MAKING PROVIDENCE WORK FOR YOU!**

Goal setting is such a simple thing. It is like falling off a log. It is almost magic. It works. Yet it is so hard for some people to do. WHY? I just do not know. There are so few people who seem to be able to do it over a long period of time. It never ceases to amaze me as I teach goal setting seminars, how few people ever actually have been able to do it in the past before they came to my seminar.

If I just explain goal setting to someone, they say they see it's value. They say they will do it. Yet when I check back with them in a few weeks, I find they normally have just set some goals but they are not following the system I have outlined for them. Then in 6 months I check with them again, and they are still where they were before, feeling there "New Year's Resolution" style of goal setting did not work. They are right. It normally won't work. Why? Because they hoped just setting the goal would be enough. They do not seem to be willing to do the work that goes with it.

Just setting a goal is no different than making a wish. "If wishes were like fishes we would all have a great fry". You have to follow the full system of goal setting to make it work. You have to write it down, have a deadline, read it twice a day, tell a friend about it, and then visualize it with action in your mind like you already have accomplished that goal.

My life's experiences are totally based around goal setting. I have given 100's of seminars on the subject. I think I can say that I am some what of an expert on the principles of goal setting. I can promise you with a 100% double your money back guarantee that it works if you will just follow the simple goal setting principles I have outlined for you in these newsletters.

I hope that most of our newsletter subscribers are actually following our system of goal setting now. If you are not doing it yet, I ask you, "What will it take to get you started?" I guess you will have to come to one of my "IT'S MY TURN TO WIN" seminars. Then you will be converted. You can not leave my seminar without becoming an achieving goal setter, I promise you that.

So what are you waiting for?

START DOING IT NOW WHILE THE ADVICE IS STILL FREE!!!!

---

If you would like help writing your goals, you can contact me at  
[MakingSuccessWork@yahoo.com](mailto:MakingSuccessWork@yahoo.com)

The only limit to your achievement lies with in your own mind

So how's about we just go buy the bank  
then we won't have to stand in  
line filling out deposit slips any more!!!!

Seem silly?

Well that is what Rosario Marin, US Treasurer  
in the George W. Bush administration did.

Haven't heard of her?

Take out a dollar bill. Hers is the signature on the left side.

(See seminar handout on Rosario Marin, U.S. Treasurer for her success story)

# Vivid Sensory Visualization In Goal Setting

## CAN YOU TEACH AMBITION?

Copyright 2000 by Cordell Vail



### **YOU CAN'T TEACH AMBITION?**

I have said for years that the one thing that I could not teach a person was AMBITION. Through my intense study of goal setting of late, I have discovered that I have been wrong. You can teach AMBITION. It can be learned. It is an acquirable skill not an inborn trait as I had supposed. I have found a system that can actually teach a person that golden key to success in life - AMBITION. It is not easy to learn ambition, but I now see it is possible.

### **SIGNS OF LACK OF AMBITION**

All of us have some forms of lack of ambition from time to time. When the lack of ambition strikes, we are normally very discouraged and filled with fear. We do not like change. We have found a comfort zone in life that is the course of least resistance. We find our self saying things like, "Keep going to the "J.O.B." every day even if I hate it." "Don't take risks." "Just make it until Friday and next week may be better." "If it is hard to do, put it off." "It will be easier to do if I wait." "I am not going to try things that are new, it will just complicate things in my life." Any of this sound familiar?

### **VIVID SENSORY VISUALIZATION:**

We all sit many times a day in a state of deep thought. It is a very normal thing to do. We often call this mediation, day dreaming, or fanaticizing. Some even call it self hypnotism. I call it vivid sensory visualization. While we are in this state of mind several times a day (and we all are) we are programming our brain in a language it understands very well - SENSORY VISUALIZATION. Normally these sensory visualizations are very, very vivid and real. They are filled with feelings. Some times we can even taste, smell, touch, see and hear the elements of the vivid sensory visualization. Psychologists have long since proven that our physical body can not tell the difference between a vividly imagined sensory visualization and that of an actual event - the real thing. Our brain produces all the same electrical signals and chemicals as though it were actually happening. For example a scary movie or a bad dream does everything to us the real thing does. Why does thinking about or looking at a picture of food make you hungry? If you start to have a vivid sensory visualization of the food, you actually start to

smell it, hear it cooking, and actually begin to salivate. You get hungry just thinking about it. The same is true of sexual feelings. Fantasies in your mind if allowed can produce the very same stimulation as the real thing. Vivid sensory visualization can be as real as actually doing. Because this is true we can use vivid sensory visualization for good or for bad in our minds.

## **TWO KINDS OF PEOPLE IN THE WORLD**

There are actually two kinds of people in this world when it comes to ambition. There are those who have a positive sensory visualization and there those who have a negative sensory visualization. What is the difference between the two?

### **NEGATIVE SENSORY VISUALIZATION**

Deep down inside your sub-conscious mind, if our sensory visualization is negative, the dominant thoughts in our mind most of the day are visualizations of things that are in our past that were unpleasant, wrong and that we have failed at. We see those failures in vivid detail and relive them over and over and over again. We may even cuss our self for how dumb we are. We will repeat negative affirmations over and over saying things like, "I am so stupid." "Why did I do that?" We relive and relive the mistakes of the past over an over. Needless to say, it programs our minds for further failure. When things get tough we quit because we don't want to fail again. When we do think about the future (if at all) our thoughts are filled with fear of risk and failure at trying anything new or unfamiliar. We associate it with the failures of the past. Because of that we are easily discouraged. We look for an out or an easier way to keep from doing what will surely be a failure. **You become void of ambition.**

### **POSITIVE SENSORY VISUALIZATION:**

Deep down inside your sub-conscious mind, if your sensory visualization is positive, the daily dominant thoughts in your mind are a tendency to look to the future and visualize yourself participating in things that are good and that will be successes in your life. You set goals in your mind and see yourself reaching them in vivid details. Succeeding is the dominant thought of your mind each day. You also have a tendency when you do look to the past to visualize things you were successful at and brought you confidence and happiness. You have a hard time remembering failures and when you do, you think of things you learned from the experience. You think of things that will keep it from ever happening again. You will call upon successes in the past as vivid memories that bolster you up and give you the courage to go on. Positive sensory visualizing makes you excited about the future. You are filled with joy. You are enthusiastic because you want to meet with more success. Your brain produces electrical signals and chemicals that make you happy and fill you with vigor as you experience these positive sensory visualizations. These positive feelings of joy make you ready to accomplish your daily tasks. **You are filled with ambition.**



### **CHANGING FROM NEGATIVE TO POSITIVE:**

The golden question is how can you change from negative to positive. How can you learn to be filled with ambition? Many people think it can come from simple positive thinking. But that simply is not true. If your core values are centered on fear and failure, no amount of positive thinking will change that. The daily doses of negative sensory visualizations will still be there. You have to alter your sensory visualizations.

### **USING SENSORY VISUALIZATION IN GOAL SETTING:**

If you want to be thin, you have to start seeing yourself thin in vivid detail. Run your hand over your smooth tight stomach. Smell the taste of the wonderful wholesome food you are eating. Hear your friends complementing you on how good you look. Stand in front of the mirror and visualize yourself thin. Now go buy the mirror.

If you want to be financially independent, you have to see yourself dressed in nice clothes driving a nice car with the wind blowing in your hair, putting your hand down and feeling the leather seats. Now go to the car dealership and actually sit in one.

If you want to be a confident public speaker, you have to close your eyes and feel the feelings as they give you a standing ovation for the brilliant seminar you just gave. Hear them applauding. Feel the pride and joy of your accomplishment. Feel the feelings. Smell the perfume of the women who introduced you as she gives you a hug to congratulate you. Now go alone to an auditorium and just stand there visualizing the feelings.

If you want to have a new house, see the size of the yard, smell the flowers planted there, enjoy the color of the carpet, the smell of bread baking in the oven, look at the number of windows, feel the texture of the stones in the walk, hear the sound of the birds in the trees, admire the color of the house. Now go to Better Homes And Gardens and get a picture of it and hang it on your wall. Better yet, go to the home show and just stand there feeling it as yours.

### **THE FIVE SENSES:**

Vivid Sensory Visualization includes all of the five senses: SEEING, HEARING, SMELLING, TASTING, AND TOUCHING. Including your Vivid Sensory Visualizations as a part of your daily goal setting and your chances of success will increase by about 99%. May all your vivid sensory visualizations be positive, because both types work equally well.

Now go do it!!!!

# The Power Of Vivid Sensory Visualization

## PART ONE

Copyright 2000 by Cordell Vail



Sometimes I think we are often mentally lazy and want a "MIRACLE" quick fix program that will let us change our self image without our having to make any effort to make that change happen.

It takes time, effort and discipline to change our self-image. We are what we think.

To make an significant, life long change in your self image, you will need to develop the kind of discipline that it takes to undo bad habits, correct misinformation, and remedy your lack of true knowledge about how your mind works.

When you learn new principles about self-control and discipline it is very exciting and motivating for most people. Our real challenge comes as we encounter day by day, week by week, month by month application of the new principles we are learning.

If you want to change your self-image, you will have to keep in mind that anything worth achieving does not come easily. Attaining any goal takes Knowledge, Skill, and Motivation. The motivation drives you, the knowledge guides you, and the skill helps you apply the knowledge. Stephen Covey often talks about the "LAW OF THE HARVEST". What you sow, you reap in life. In order to reap a harvest, you must first sow the seeds and then nurture them as they grow. That is nature's own law. We can not look for magic seeds like the seeds of Jack in the bean stock story. We have to make an effort. We have to want to make a real change. Some people give up easily if the path seems too hard and if they can not see immediate results. Some people don't want to pay the price of success and because of that they will never experience real success. But there are people who do not give up. They don't mind the effort. They even seem to enjoy working hard toward their goals. What is it that drives them? What keeps them going week after week, month after month? And can that kind of discipline be

learned and applied to a program of improving your self-image, personal achievement and goal setting in your own life?

What you are about to learn about improving your self-image and the power to accomplish personal achievement are used by all top achievers. These principles will help you motivate yourself. They will help you keep yourself motivated. You will be able to learn how to change your life as a slow steady change in your daily habits.

There are two types of people in the world. Those with a POSITIVE SENSORY VISUALIZATION and those with a NEGATIVE SENSORY VISUALIZATION.

People who's sensory visualization is positive are already motivated to achieve their goals and are willing to put out what ever effort is necessary for as long as it takes to get what they want.

People who's sensory visualization is negative, need constant external reinforcement and always look for shortcuts.

What makes one person positive (able to achieve) and another negative (prone to failure)? It is because they make use of their power of sensory visualization in a very different way.

Sensory visualization is the way we perceive the world through our senses. It is the way we regard the people around us and our relationships with them. It is the way we look at our life's experiences. It effects every fiber of our being. It determines how we talk to others. It regulates our health and how we feel on a day to day basis. It is what we dwell on in our hearts when we don't have to think. It is what we daydream about when we are just pondering. It is the primary feeling we carry deep down inside ourselves. It is the core of our character.

A person who's sensory visualization is positive will have developed the ability to visualize their goals as having been completed successfully in vivid detail. These positive sensory visualizes have developed the ability to use their imagination to translate their hopes, desires, dreams and goals into detailed life blue prints filled with sensory vividness. They can actually picture in vivid detail the sight sound touch taste smell and emotion associated with accomplishing their goals. Not only do these people have a clear vision of what they want to achieve, but they can vividly imagine the rewards associated with the accomplishment of their goals.

If a positive sensory visualizer wants to start a business, they will work out all of the particulars of that business in their mind in vivid detail before they ever take the first step toward accomplishing the goal. They are risk takers. Through visualization, they already know what it feels like to take the financial risk. They will already have experienced the sensations of managing people and helping them be the best of the best. They will have imagined it so vividly in their mind that they can describe every detail to you. And when the time comes to act, they know exactly what to do because they have premeditated it. They are motivated in every fiber of their being to succeed at it.

Positive sensory visualizers will concentrate on success. They gain strength and confidence from past successes. If you ask positive sensory visualizers to describe a successful accomplishment, they will detail a vivid picture for you. A description so filled with detail that you will think you have almost been there yourself. Now try asking positive sensory visualizers to think about the past and tell you about some of their failures. They will be very hesitant. They will have to really think hard at remembering such events. They will not display the enthusiasm they showed about their successes. As they describe a failure in their life, you will see in almost every instance that quickly they will shift gears and start telling you what they learned from the failure and emphasize to you how they gained a new vision from the experience. By their new found knowledge they will not let things like that happen again.

The positive sensory visualizer has the constant attitude that they will win in the end. The positive sensory visualizer's ability to envision achievement is their power to succeed. Because their ability to visualize in a positive way is so specific and so highly detailed, it has actually has great effect even on their nervous system. It does yours as you listen to them. All the elements of their body is charged, electrified and polarized toward the accomplishment of their very specific goal.

What is the difference between a positive sensory visualizer and a negative sensory visualizer? Both people have the very exact same ability to visualize sensory events but one does it in a positive way and the other in a negative way. If you ask a positive sensory visualizer to tell you what goals they have set, you will likely hear them say, "I want to be make X amount of money or I want to find true happiness or I want to loose x amount of weight". If you were to ask a positive sensory visualizer be more specific about those goals, they could tell you how much money, what true happiness means to them or how much weight they want to loose and by when. Ask a negative sensory visualizer those same questions and they will have great difficulty telling you how much, what kind, where, or when. Negative sensory visualizers just have wishes not goals and plans that will come to fruition.

Both people have the ability to visualize in vivid detail. There is not the point. Both people can and do set and keep goals. But instead of dwelling on the specifics of a positive goal, the negative sensory visualizer will waste their time worrying about fears and failures. Ask negative sensory visualizer to tell you about their failures and they can do so in vivid detail. Negative sensory visualizers spend much of the time they are meditating, thinking about their failures, problems, woes, and fear of things to come in the future. As they visualize their worst fears in such vivid sensory detail, negative sensory visualizers develop a self-defeating attitude that turns into a vicious cycle of failure reinforcing their previous failures. Those reinforcements feed their fears and fears reinforce more fear.

When a person has this kind of a negative outlook on life, they then need to receive a constant barrage of motivation by outside forces to achieve almost anything they try to do in life that is hard to do. If they can not find that outside motivation they normally will very quickly give up avoiding the fulfillment of their fears.

Sensory visualization is the very key to self-motivation, determination, and self discipline. The more clearly you can visualize your goal, the things that you need to do to accomplish your goal, and the personal rewards you will get from the accomplishment of that goal, the power you will have to stay committed to the accomplishment of that goal. Sensory visualization will help you in acquiring the knowledge and skills necessary for fulfillment of your goal. Without that ability to visualize, you would be like a car without any gas in the tank. The power of motivation is fueled by a sensory visualization. It brings success.

Almost every person has both positive and negative sensory visualization characteristics in the makeup of their personality. We all feel like a failure in some areas, but should dwell on the success we have had in other areas. Everyone has their weaknesses. The difference is how much time we spend dwelling on them.

Many people think that positive and negative sensory visualization is the same as positive and negative thinking. If that were the case it would be a lot easier to change our sensory visualization habits. But it is not the case. You can not use positive thinking alone to overcome your core characteristics of negative sensory visualization. It just does not work. Positive thinking is not going to make a permanent change in the way you feel and behave if the very core of your being, the inner sensory core, is bonded to fear and failure. The reason is that your daily vivid sensory visualizations will continue. The only way to make a real change in your negative sensory visualizations is to replace them with positive ones.

Positive sensory visualization is the most important thing that you can do to activate your own powerful potential for achievement and success. With positive sensory visualization, you can actually program your brain and in fact your entire nervous system to be the receptors of these positive images of success. And those positive images of success in turn will generate electrical and chemical signals in your entire nervous system starting within your brain that will create as an end result change your behavior. It is like dominos. The electrical and chemical reactions of your brain will cause a chain reaction of positive beliefs and attitudes that will fill every cell in your entire body.

When you use sensory visualization to visualize yourself different and truly see, hear, touch, taste, and smell the goal you have set as already being achieved it will come to be. If you can see, hear, touch, taste, smell and most importantly - enjoy the benefits of the goal you have set as having been already achieved in your visualization, your nervous system, your body and your mind will rally and by the power of "PROVIDENCE IN GOAL SETTING" find a way to lead you to the achievement your goal. Vivid sensory visualizations will create a fire inside that will be like an explosion of helium on the sun. You will feel it begin to burn through out your entire system. We some times call that feeling "excitement" or "enthusiasm". Those feelings will carry you through the darkest nights of discouragement in the long and sometimes difficult process of change. When you find your strength slacken, if your are tempted to quit, the vivid sensory visualization painted in the far reaches of your mind and imagination will give you the courage and the strengthen you need to build a resolve to never quit. It will carry you through to the end. You will have the power of the attainment of your goal.

SO WHY DON'T WE JUST GO OUT AND DO IT?

~~~~~

DID YOU KNOW THAT NOW DAYS THEY JUST PAINT THE CATTLE GUARDS ON THE ROAD AND YET THE COWS STILL WILL NOT CROSS THEM? HOW DID THE CALVES LEARN THAT IT IS DANGEROUS TO CROSS A CATTLE GUARD WHEN THEY NEVER SAW A REAL CATTLE GUARD IN THEIR ENTIRE LIFE ????

# How to create a Vivid Sensory Visualization in your mind

Copyright 2000 by Cordell Vail



## Did you know it hurts to think?

Quit some time ago we were writing articles here in the newsletter on visualization and how you used it to help you with goal setting. There was one article that I promised to write but never did. It was an article on learning how to visualize in your mind. I did not write the article then, because I wanted to try it first and make certain that what I understood about learning to visualize in your mind would work for everyone. I can now tell you after several months, that my method does work.

If you are having difficulty visualizing things in your mind, you are not alone. Many people have trouble closing their eyes and seeing something they don't have, or can't do and want to learn to do. Even if they followed the instructions we gave them to get a picture to look at or visualize them self already able to do something that is very hard for them to do, it still is hard for them to do. Visualizing them self owning or doing something they do not now have or are not able to do for most people is very hard. It takes a lot of self belief or faith. Is that true for you?

For some people, asking you to visualize something in your mind that you do not have, is like asking you to jog a mile. It hurts to think when you are not used to it. Does that sound crazy? Well it is true. Your brain is no different than any other muscle in your body. When it is out of shape, it hurts to use it to think. When we were in school, we had to think every single day. We were used to it. We took classes, read text books, and passed tests. It was a part of the daily routine. Did you know that most people never read another book after they leave high school. Many people never go on learning anything new once they are out of school and in their station in life. They do not listen to educational tapes, they do not go to classes, they do not take seminars. The main educational activity for the American people today is watching TV and movies. That is a fact. Children watch an average of 5 hours of TV a day. Watching TV is not using your brain, it is only being entertained.

I have found in my Success Work Shops that when I ask people to do an exercise that requires mental work, it actually hurts them to think. That is right. It hurts to think. It is very hard for them to do it. Even when it is a simple, easy task, it is hard to do it. It takes effort just like jogging. And most people will not do it without a lot of encouragement.

This is the primary reason that people have a hard time visualizing doing or having something they do not have or do at the present time. It hurts to think about it. You don't believe me when I say it hurts to think do you? I can tell from the smile on your face as you are reading this.

OK! Here is an exercise to prove it to you. This will let you feel what it feels like when it hurts to think. You will actually feel it. Stop reading this newsletter and just look around the room and take any thing you see. The first thing you see. Pick anything and for 30 seconds describe it in vivid detail out loud. That is right. I am asking you to describe something in vivid detail out loud for 30 seconds. Try it.

See! You could not do it. You thought about doing it. You felt it hurt, so you decided to just keep on reading. Now I am smiling.

Now stop and actually do it.

It was hard wasn't it? You had to stretch for words. It started expanding the groves of your mind and it hurt so you wanted to stop. It hurts to think. It is a fact. Now you have felt it. You have to get your brain in shape just like you do your body muscles.

I will now tell you how you can greatly enhance your ability to visualize things in your mind. This is a critical part of goal setting. I am asking for only 30 seconds a day. That is all. Just 30 seconds a day. Can you give me that? OK! Once a day, (and you will need to pick the exact same time and place to do this every day or you will not remember to do it,) for 30 seconds every day try this exercise. I want you to just pick something that you see. Look at it and then try to describe it in its every detail out loud. It is very important that you do this out loud. Take just 30 seconds and describe every little intricate detail of what you see out loud. This is one you can do while driving a car. Every day when you come to that first stop light do this exercise. I am only asking you for 30 seconds of your time.

I know it will hurt at first. It will be very difficult to do it especially out loud. It may be so hard for you that you will have to come to one of our Success Work Shops and let us teach you how to do it, before you can actually do it. But if you



will do it for one week you will be amazed at what it will do for your power to visualize.

After you have done this exercise for a while, you will find it spilling over into other things you try to remember as well. You will find that when you see something you want to remember, later when you are thinking about it, you will remember in great detail what it is that you are trying to remember. You will also find that this simple little exercise, that will be one of the hardest things you have ever done in your life, will greatly enhance your ability to communicate with others. Why? because it will force your mind to start thinking of words as you try to say them out loud. It will help you learn to tie tongue to brain. It will hurt at first, but it will get easier as you do it.

The main benefit of this exercise is, however, not to help you think, remember, give talks, or communicate (all of which it will do). The main benefit is to give you the power to visualize in detail. When you set a goal, you need to write it down, read it two times a day, and as a part of reading that goal every day, close your eyes and visualize yourself as already having it or doing it (please don't try the closing your eyes part while you are driving ha ha ha).

It is impossible for you to fail at reaching your goal if you will faithfully do this two times a day. If you are having trouble with the visualization part of goal setting, then try my little exercise. I know, I know. It hurts to think. But it will get easier. And soon you will be sitting in that new car or playing the piano or what ever it is that you set your goal to do.

Visualization is the most powerful element of goal setting. Don't just brush this little exercise to the side. Stop avoiding the pain of thinking. 30 seconds a day. That is all I am asking you for. Just look at something, anything, and describe it in vivid detail out loud for 30 seconds. In a few weeks you will be a master at visualization I promise you.

So now you know how to gain the power of visualization. The problem is going to be getting you to do it. I know that if you came to one of our Success Work Shops, I could teach you to do it. But for now you will just have to try it on your own. I would like to ask you to try it this week and then email me back, and tell me after you have tried this for one week what results you have had. I know you will be really surprised. I will anxiously await your reply.

# Breaking out of the PARENT TRAP

Copyright 2000 by Cordell Vail



When I started out studying goal setting I was very disturbed by the statistic that was constantly thrown around that 85% of all the people who set out to achieve goals fail. That still disturbs me. So I set out on a life time quest to find a way to change that statistic. I have searched over every thing I can find on goal setting to see if I can find some keys to breaking that syndrome. I have found many of the keys after 30 years of research. The "FAMILY TRAP" is one of them.

When I met my wife we were students at BYU. We got married and within weeks I was drafted into the U.S. Army. We spent 4 years in the Army. She never knew me at home. She only knew me briefly as a college student away from home and then for 4 years in the military. I went to Vietnam as an infantry platoon leader for a year. While I was gone, she lived with my parents. Therefore she knew my parents and my family. But she did not know me with my parents.

When I got out of the Army, I was a Captain. My mind set was Captain Vail, "Commander and Chief" of my life. The military has a tendency to do that to you. I acted that way at church. I was that way with my friends. When something needed to be done, I just jumped up, volunteered and did it. I was a get it done kind of person. That was the only personality my wife knew of me.

After 4 years, I had enough Army so I got out and decided to go back to school and get my Masters Degree as a psychoanalyst. The Army moved us "back home". School did not start for one month so we stayed with my parents for that month before we were able to get into student housing. It was wonderful to be home again. Or so I thought.

After a few days at home, my wife took me aside one evening and said, "Cordell, what is the matter with you?" I did not know what she meant. I did not feel sick. Everything was wonderful. We were out of the Army, on our way to school. I had no clue what she meant. So I asked her to explain. She said, "I have never seen you act this way". I still did not understand. "What way?" Then she laid upon me one of the great lessons of life. She taught me the lesson of the "FAMILY TRAP".

I had grown up as a younger brother. My older brother was self reliant and independent. My parents taught him how to do everything. I was 10 years younger. When I was 5 he was 15. When I was 10 he was 20. My sister was 5 years older than me. They were both very well schooled by my parents in how to work and how to do everything. I was never old enough to do anything. I know some of you are laughing right now. When I was 25 years old I still was not old enough to know how to do anything in the minds of my family. I was caught in the "Parent Trap"

My wife was just shocked. Here was "THE GREAT CAPTAIN VAIL" going around the house acting like a little kid. She said, "What is the matter with you". All of the sudden this person she knew who could fix anything was a "little kid". She had never seen that in me. She had only seen the Captain Vail.

How could that happen? How could I have been a totally focused leader able to make things happen on every hand and then in one day, come back home, and magically turn into a little 10 year old 28 year old. It is called the "Family Trap".

I can fix almost anything. It is just a talent I have. If it is broken I can fix it. My older brother did not like to fix things. He made things, but he did not like to fix things. He just threw them away and bought new ones. My whole young life was spent taking things out of the garbage that he threw away and fixing them and using them for years. It thrilled me to do it. I never had to buy hardly anything. I just waited until he threw it away and then I fixed it and used it.

When I was 50 years old, just before my brother died, we were all visiting my parent's house. There was hardly a chair, table, lamp, or tool in the house that I had not fixed for my parents over the years. We were sitting at the table visiting with my parents and my brother. My mother's hearing aid broke and she could not hear. She took it out and turned to my brother and said, "Could you fix this for me?" That was the epitome of the "parent trap" in my life. I was 50 years old. I had fixed everything that had ever broken in my parent's house, and my brother had hardly ever fixed anything, and still she turned to my 60 year old brother and said, "Could you fix this for me". There I was feeling like a 50-year-old 10 year old again.

The Helen Keller story is another perfect example of this "FAMILY TRAP". Helen's parents did not know how to communicate with her, so they just gave her anything she wanted any time she wanted. They justified her bratty behavior by saying it was showing compassion and pity for her deaf and blind condition. Ann Sullivan decided the only way to change Helen was to get her out of the family environment. She took Helen away for 2 weeks and taught her manners and how to mind. Then she brought her back to her family. She told Helen's

father her greatest fear was that Helen would go right back to being like she was before she took her. And Ann was right. She did. So Ann had to change the parents before she could change Helen. The rest is history.

What does this have to do with goal setting? It has everything to do with goal setting. If you live in a negative environment, then set goals and try to achieve those goals while continuing to live in the present negative environment you are in, your chances of failing are about 85%. I would propose to you that this is one of the main reasons 85% of all people who set goals fail to achieve them. They get caught in the "Parent Trap" or the "Spouse Trap" or the "Friend Trap" or the "Children Trap" or worse yet you get caught in the "SELF TRAP".

You can go to schools, to seminars and even read books about changing your life. You can get all fired up and determined to change and then you tell your spouse or parents or friends about what you are going to try to do and they laugh at you. What does that do to you? It destroys it all.

Have you ever experienced that? You are determined to lose weight and you get all your plans made and then some co-workers or family members find out you are going to do it and make fun of you and that is it. They destroy your ability to do it. They cause you to believe that you have always been what you are to your parents and family and friends, so they expect you to continue to be that. What do you do? You fulfill their expectations, good or bad. You become a 50-year-old, 10 year old.

Now the \$64,000 question is this, "How do you break out of that trap?". Well sadly some people just can not. It may mean that you would have to give up your family or friends and move. You may have to quit your job. You may have to live in a different part of the country. For some people that would be too painful. The rewards of having the new you are not worth the pain of giving up what it would cost to separate yourself from the negative environment that you live in. You are caught in "THE TRAP".

What did I do to break out of my "TRAP"? I moved away. I was away for 5 years and I tried it again. We moved back. After a few weeks I knew that I could not live with or near my parents EVER. I could only be a 50-year-old 50 year old if I lived around people who believed in me and did not hold me in the "TRAP". I love my parents. I love my brothers and sisters and family. But I know that I probably can never live around them. To them I am 10 years old and not able to do anything. I have therefore chosen to live far away and just write to them and call them but not allow them to keep me in the "TRAP".

Now you know what the "TRAP" is. Let's see what you do about it.

# 21 Habits to help you be Truly Happy with your children



They say that in 21 days you can set any habit, change any way or become a new person. Here are 21 things that you can do for 21 days that will totally change your family relationships. You have started a home business so you have more time with your family. In addition to having more time at home now, try these things and you will see that it will help improve your relationship with your children and help you to further achieve your goal to become truly happy.

(This ideas are paraphrased from remarks given by Robert D. Hales. You can read the original talk at: <http://www.lds.org/conference/talk/display/0,5232,23-1-19-14,FF.html> )

1. Make our homes a safe place where each family member feels love and a sense of belonging. Realize that each child has varying gifts and abilities; each is an individual requiring special love and care.
2. Remember, "a soft answer turneth away wrath" (Prov. 15:1)... When you raise your voice in anger, the Spirit departs from your home. We must never, out of anger, lock the door of our home or our heart to our children. Like the prodigal son, our children need to know that when they come to themselves they can turn to us for love and counsel.
3. Spend individual time with our children, letting them choose the activity and the subject of conversation. Block out distractions.
4. Encourage our children's private religious behavior. Measure their spiritual growth by observing their demeanor, language, and conduct toward others.
5. Pray daily with our children.
6. We can fill our homes with the sound of worthy music
7. Spend one night each week together as a family. Call it your Family Home Evening. Do it every week now matter what. As parents, we are sometimes too intimidated to teach our children. Our children need to have us share feelings with them and to teach them.
8. Hold family councils to discuss family plans and concerns. Some of the most effective family councils are one on one with each family member. Help our children know their ideas are important. Listen to them and learn from them.
9. Eat together when possible, and have meaningful mealtime discussions. It has been shown in many studies that families that eat together stay together.

10. Work together as a family, even if it may be faster and easier to do the job ourselves. Talk with our sons and daughters as we work together.
11. Help our children learn how to build good friendships and make their friends feel welcome in our homes. Get to know the parents of the friends of our children.
12. Teach our children by example how to budget time and resources. Help them learn self-reliance and the importance of preparing for the future.
13. Teach our children the history of our ancestors and of our own family history.
14. Build family traditions. Plan and carry out meaningful vacations together, considering our children's needs, talents, and abilities. Help them create happy memories, improve their talents, and build their feelings of self-worth.
15. By word and example, teach moral values and a commitment to obeying the commandments of God.
16. Resources are available outside the home. Wise use of them will strengthen our families.
17. Encourage our children to serve others.
18. Talk to our children's teachers, coaches, counselors, advisers, and Church leaders about our concerns and the needs of our children.
19. Know what our children are doing in their spare time. Influence their choice of movies, television programs, and videos. If they are on the Internet, know what they are doing. Help them see the importance of wholesome entertainment.
20. Encourage worthwhile school activities. Know what our children are studying. Help them with their homework. Help them realize the importance of education and of preparing for employment and self-sufficiency.
21. Act with faith; don't react with fear. This is the time for added love and support and to reinforce your teachings on how to make choices. It is frightening to allow our children to learn from the mistakes they may make, but their willingness to choose family values is greater when the choice comes

# "You can't fool the chickens"



By Cordell Vail

Box 669

Wauna, WA 98395

Copyright 1996

All rights reserved

One of the most important things in my life is my family. I love my family and I want the very best for them. I have felt ever since the day our first son was born that one of the greatest gifts I could give to each of my children would be to teach them how to be hard workers. I have seen common people climb to uncommon heights in all walks of life just by being hard workers. They are not smarter than the other people, they just work harder and pass the rest up.

When my children became old enough to walk, I started helping them learn to work. Work hard. I tried to find jobs for them to do that were not easy. I knew that would help them learn to do the job anyway, even if they did not want to. But how many times can six children mow the lawn, do the dishes and clean their room in one day. Living in the city, in a subdivision was not making it easy for me to find "HARD" work for them to do. Hard work like a farmers kids do. I read somewhere that they did a study and found that farmers children were the most likely to succeed than the children of parents with any other occupation. The second most likely child to succeed was one who had a paper route as a youth. Both those jobs for children indicated to me that hard work would enhance my children's chances for success in life. I could see that if they had to do something like get up at 4:30 a.m. to milk cows or deliver papers, even if it was cold and snowing, they would learn a lesson I could not teach them any other way. But how many cow milking jobs are there in the city. And even though more likely, how many paper jobs are there in one neighborhood.

When my oldest son was about 12 years old, I had the good fortune of meeting a neighbor who had a huge empty lot behind his house. The empty lot was about

one full acre. And he had irrigation water rights for it. You can't raise a garden if you don't get water for it. Boy, that was like finding a gold mine for me. I could see now how we could plant a huge garden and have animals. My children could actually become little farmers. It truly was an answer to prayers for me.

That summer we all pitched in and tilled up the weeds and made ditches for the water. We planted more garden than I ever knew could be planted by one family. We bought some goats, rabbits and chickens. We were in the farm business right in the middle of Salt Lake City, Utah. I was thrilled beyond measure. Too bad my kids were not so thrilled. It was a lot of hard work. I know they were not as happy as me about the whole thing. But I saw it as the golden opportunity to help my children learn to work.

We lived about one mile from the garden. So we let the children walk or ride their bikes to the garden every day. I did not want their mother to have to start a mother's taxi thing for them every day. Each day they were expected to work for two hours in the garden before they could go out to play.

We decided to assign each child a specific job. They are each 2 years apart in age so some were able to do harder work than others. There were three main jobs that needed to be done every day. One was to weed the garden, another was to water the garden and third was to water and feed the animals. The goats were on chains around the edge of the garden. Each child had a job that they could do that would help them learn to work but not be too hard for them. At least I thought the jobs were not "TOO" hard. But they certainly were not easy.

My oldest son Gene was assigned to take care of the chickens. Now I grew up on a farm and so I knew a little bit about chickens and how to raise them. There are four fundamental principles that you have to tend to if you want to get any eggs to eat. First you have to give them the right amount of food every day. Second you have to make sure they always have water. Third, you have to keep the eggs gathered every day. If you leave eggs in the nest then they will stop laying eggs. That is because the hens will start to sit on the eggs to try to hatch them. And fourth you have to have a place for them to lay the eggs where you can find them. If you do not do that, the chickens will go lay the eggs in the grass all over the garden. That makes them very hard for you to find the eggs to gather them.

So it was my oldest son's duty to take care of the chickens. We knew the chickens would need a place to sleep and lay eggs, so we built a nice chicken coop for them where they could roost at night and lay the eggs. All he had to do every day was go to the chicken yard, feed the chickens the correct amount of food, make sure all the water trays were full, and gather the eggs from the nests. I



guess there was one other duty he had to do. He had to get the eggs home safe with out breaking them.

Gene was probably the hardest worker of all the kids. He even seemed to like to work, especially when I would work right along with him. We had a lot of fun to gather at our garden. All of the children worked hard even the very young ones. But there was one small problem with the hard work Gene did. He was a great starter on a job but he always had a hard time finishing a job. It was just a bad habit he had. It was hard to stay with the job until it was done. That was one of the things I loved about our garden. I knew it would help me teach Gene and all the other kids to be hard workers and learn how to finish a job once they started it. But the harder I tried to teach that to Gene, the more it seemed to not work with him. He would go to the garden every day. He never missed. But every day when I checked up on his job, I would find that he had either watered the chickens and feed them but forgot to gather the eggs, or he would gather the eggs and water them but forget to feed them. He just could not seem to remember to do all three every day.

Now when you have a chicken that lays eggs for you, it will not lay one egg every day. A hen will normally only lay one egg every day and a half. We had twenty one chickens and they were laying an average of from fifteen to seventeen eggs a day. As you can see we really had them humming. They were top performers. That is why I checked on his job every day. If he missed one of the three things, I had to do it for him or they would stop laying. But I could not teach him to do all three every day for some reason. Try as I would, he would miss one of them quite often.

One day I was standing in the chicken yard looking over our little flock, and puzzling again because he had missed feeding them the night before. I was determined to find a way that I could help him learn to be consistent every day. Then the most wonderful idea came into my mind. An idea that I had learned about 20 years before from my aunt and uncle in Star Valley, Wyoming. They had taken a little plot of ground on their farm and had actually deeded it to their son Roy. Roy was about my same age. We were about 10 years old then. It was not a big plot of ground. Just a little garden sized piece of land about 100 feet by 100 fee. It was out behind their house.

After they deeded the ground to Roy, he then began to raise a garden on it. He would make money from it by raising vegetables and then his parents would purchased the vegetables from him instead of buying it from the store. Roy could then could spend the money for anything he wanted. They lived way out in the middle of no-where in Wyoming, so the nearest big department store was the Sears and Penny's mail order catalog. I remember so well the great pride Roy

took in that money he had earned. "IT WAS HIS ". And he could buy anything he wanted to with it. We spent hours looking through those catalogs trying to decide what to buy. And need I mention there was not a weed anywhere in his garden.

So as I stood there in the chicken yard that day, and that childhood memory came into my mind, I said "Why not?" Why wouldn't that work for my son. I decided to try it. So when he came to the chicken yard that evening, I told him my new wonderful plan. I told him that I was going to give him the chickens. They would be his very own chickens to own. And then I told him that we would buy the eggs from him every day. I told him that he would then have to take the money he made from selling us the eggs and buy the chicken feed for the chickens to eat each week. Then what ever money was left over would be his to keep. He could spend it any way he wanted. I was so amazed at how excited he was about it. You could see the dollar signs dinging in his eyes. He just knew that he had found a way to make his first fortune.

Days came and went as usual for all of us at the garden that summer, except for Gene and the chicken yard. I was so thrilled. He never missed. Eventually I was able to quit checking up on Gene every day to see if he had sure done his job. Each time I would check, just as I had hoped, all three jobs were done. He never missed. They were his chickens and he took even better care of them than I had done.

We put a little chart up on the refrigerator door at home. Each day when he brought the eggs home he would put them in the refrigerator and mark on the chart how many eggs he had gathered. We paid him a little more money than regular store prices for the eggs so he was sure to make money doing it. He was doing really quite well financially for a 12 year old.

Each week I would go with Gene to the feed store and help him buy one sack of feed for the chickens. That was just enough to last until the next week. He had more money to spend than any kid in the neighborhood could even hope to have as a 12 year old. I was thrilled beyond words at how well it was working.

After several weeks of successful work with the chickens, I began to notice a strange occurrence on the refrigerator door. The chart had a long list of numbers that went something like this: 18, 18, 17, 17,17, 16,16,16, 16, 15,15, 14,14,13,13,12,12..... I just began to notice that the egg production was going down a little every week. Not a lot but a little each week. I did not say anything to him about it, but I knew what was happening. He was not out of feed at the end of each week like he should be. But they were his chickens and I wanted him

to learn the lesson well in having them be his own chickens. It was like he had his own little business and we were both very happy.

As the weeks progressed, the numbers on the chart on the refrigerator door continued to go down. One week end when it was time to buy feed again I went over to the chicken yard to find him to take him to the feed store. I could tell that he was not very happy to see me when I entered the yard. I ask him if he was ready to go to the store to buy feed for the chickens. But he told me that we could not go. I asked him why. He said that he did not have enough money this week from the eggs to buy the feed. I knew he would not have enough money because there had been so few eggs that week, but I wanted to see if he knew why he did not have the money.

I asked him why he did not have enough money to buy the feed this week and he said he did not know. He said that the chickens had just not laid enough eggs, so he did not have the money. I asked him why the chickens had stopped laying and he said he did not know. He said he had feed them every day and never missed. He said he had watered them every day and never missed. He said he had gathered the eggs just like I told him every day and never missed. But for some reason they had stopped laying eggs. He said he did not know why the had stopped laying eggs.

Then I had an experience I will never forget the rest of my life. I asked him if he had cut down the amount of feed he had given the chickens every day. He got such a shocked look on his face when I asked him that question. It was like he did not think anyone would ever know what he had done. I remember so well his looking down at the ground and nervously kicking little rocks with his foot. Finally after a long silence, he looked completely away from me and said yes he had cut down the amount of feed he had been giving the chickens each day. I asked him why he had cut down the amount of food and he said that he thought if he gave them less food that then he would make more money. I then had this experience that I will never forget. I called him by his name so he would look back at me. I wanted him to look me in the eye, which he did. I then asked him if he thought he had been fooling me. He was almost in tears and he said that he thought he had fooled me. And then this powerful impression came into my mind and I heard the question in my mind. I asked him, "did you fool the chickens?" I was just stunned at the question in my own mind. I was dumbfounded at the significance of it. The very thought of it. You can fool every one else, but you can not fool the chickens. It literally changed my life from that moment forward.

I have seen literally thousands of applications of that life's lesson from the chicken yard that day. Every where I go I see people trying to fool the chickens.

At work I learned very quickly that as a manager, I do not have to watch my workers. I can tell when they have been working. I know when they take two hours to do a fifteen minute job. I see over and over in life that you can't fool the chickens.

I have seen so many of my friends try to be unfaithful to their marriage partners. I have seen lots of friends try to be dishonest and get away with it. And they have, some of them, for a while. They thought they were fooling the chickens by deceiving those around them, at first. In some cases I even saw that they had been successful in fooling themselves. But in the end they found out you can't fool the chickens. I guess it is the same lesson that was taught in the old saying, "what goes around comes around". So this is not some new lesson of life no one ever heard of before. I just learned it in what seem to me to be a profound parable of life. You can some times fool your parents or spouse. You can fool or lie to your church or community leaders. Your employer or your friends can some times be fooled for a while. But I know for certain, from many experiences in this life, that when all is said and done, you can not fool God. You can not fool Him now or on judgment day. If I do not know anything else in this life, one thing I do know is that you can not fool God. If you try to live a double life His spirit will withdraw from you. The life you live will reflect the blessings you receive in every part of your life. It is the greatest life's lesson that I have ever learned in my life.

This experience I had with my family and the family garden has shown me once again that my wife and children have always been and will likely always be my greatest teachers.

So some time in years after I die, if you are ever in the Hyde Park, Utah , I invite you to go to the city cemetery. You may get the surprise of your life, because I have made my children make me a solemn promise. It is a custom these days to have the names of all your children written on the back of your tombstone. So I have made them promise me that when I die they will put a special inscription on the back of my tombstone, below their names. The special inscription is to read: "YOU CAN'T FOOL THE CHICKENS". Most passers by will not know what that means. But all of my descendants will know, and you will now know.