

Discover the

Missing Link to Massive Achievement

in life and work.

K E I T H A B R A H A M

Creator of the GoalDriver™ Formula



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Discover The Missing Link To Massive Achievement In Life And Work
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Have you
ever wondered
why some people
seem to achieve
so much, yet
others struggle
to achieve
anything at all?



For some people, every day is a grind, and yet others seem to achieve their goals effortlessly or with great ease. Over 20 years ago, I had the same thought, which has taken me on a journey to discover **what the missing link is** between some people achieving massive results and others bumbling and stumbling through everyday life.

This special report is a combination of three decades of research. I've studied the high achievers, researched every acclaimed goal setting process and taken the time to field test the theories and insights you are about to read.



CHAPTER ONE

Forget about goal
setting, think
goal achievement.

01



THIRTY-ONE years ago I was exposed to the goal setting process for the first time as a 25 year old. I don't know what you were like at 25, but I had no drive, no ambition and no desire to achieve anything. Then, at a Young Leaders Program I listened with great intent as I attended a presentation on 'goal setting'.

I thought to myself ... *ok, so you just have to write goals down and they come true. !?*@#!* I found out later there was more to it than that! However, this one, simple concept changed my life and continues to influence my life today. I was so fortunate to have been taught goal setting at 25, as the majority of people never get that opportunity. From the research I have completed and presenting to more than 1.5 million people around the planet, the stats reveal 95% of people are *aware* of the process called 'goal setting'. However, less than 9% of people actually do it correctly to achieve their desired outcomes and milestones.

“*... this one, simple concept changed my life ...*”

One of the lessons I learnt early in my career is to forget about goal setting and think about *goal achievement*.

Setting goals is the first step, but it is how you make them come true for you, your family and your business, that really counts. Anyone can set a goal, however the real measure comes when you achieve it.



03%

MAKE
THINGS
HAPPEN



10%

EXPECT
THINGS TO
HAPPEN



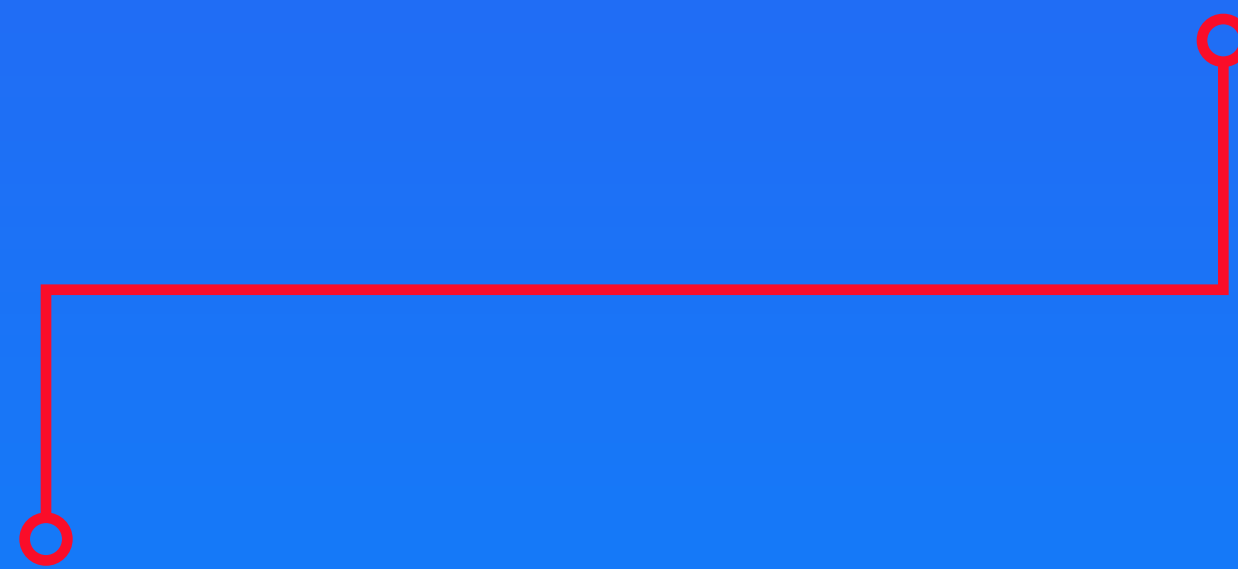
60%

WATCH
THINGS
HAPPEN



27%

DON'T KNOW
WHAT
HAPPENED



I bet you know people like this. They are often heard saying ...
I don't know how my life turned out this way! So how do you get
into the top 3% of achievers in your role, industry, marketplace,
classroom or company?

Stop setting goals the ancient way!



CHAPTER TWO

S.M.A.R.T. goals
don't work.

02



AFTER 32 YEARS of being a student of the goal setting process, here is what I do know ...

S.M.A.R.T. goals don't work! They may work for companies, but they don't work for people.

“Our understanding of human peak performance and how to get the best out of people has totally evolved ...”

The world that you and I do business in has changed. Our understanding of human peak performance and how to get the best out of people has totally evolved and yet how people are taught to set and achieve goals has not. We have moved on, we are better educated, more astute, have more demands placed on our focus. So we need faster better and more congruent ways to set and achieve our goals.

The last time the goal setting process was revamped was 37 years ago, November 1981 Spokane, Washington. George T. Doran, a consultant and former Director of Corporate Planning for Washington Water Power Company, published a paper titled *There's a S.M.A.R.T. Way to Write Management's Goals and Objectives*.

Since then, the way people are taught how to set and achieve goals has not changed, **until now**. Just to put this into perspective, when people first started talking about S.M.A.R.T. goals 37 years ago ...

- Margaret Thatcher was Prime Minister of England.
- Ronald Reagan was President of the USA.
- Malcolm Fraser was Prime Minister of Australia.



- The first mobile phone to be mass produced was displayed—the Motorola DynaTAC 8000x with 30 minutes of talk time, ten hours to recharge, memory to store 30 numbers, and cost US\$3,995.
- The box office blockbusters were *Raiders of the Lost Ark*, *Chariots of Fire* and *Nine to Five*.
- IBM released its first PC with Microsoft MS-DOS.

Whoa!

Why would you and I
want to use a process
that is 37 years old?



Flashback to

1981

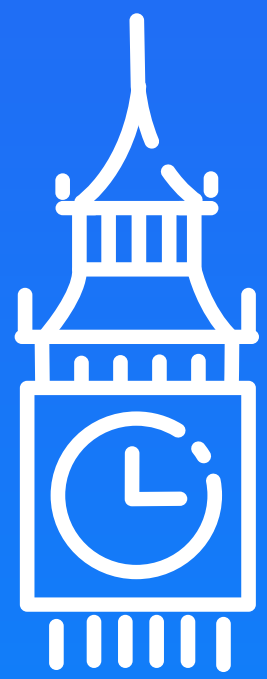


BOX OFFICE HITS IN AUSTRALIA:

- *Raiders of the Lost Ark*
- *Chariots of Fire*
- *Nine to Five*

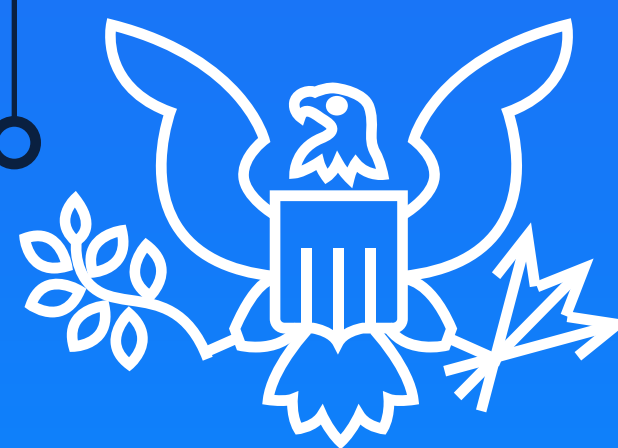
THE FIRST MOBILE PHONE

to be mass produced is displayed—the Motorola DynaTAC 8000x



MARGARET THATCHER

is Prime Minister of England

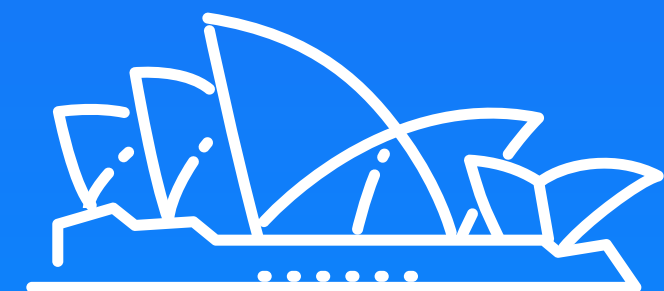


RONALD REAGAN

is President of the United States

MALCOLM FRASER

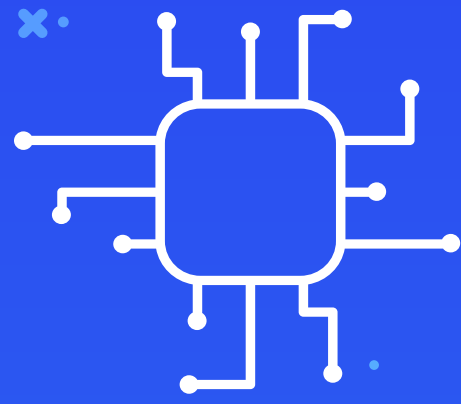
is Prime Minister of Australia





THE TERM 'INTERNET'

is first used



SPACE SHUTTLE COLUMBIA

April: NASA launches the inaugural flight of the Space Shuttle program



ROYAL WEDDING

July: Lady Diana Spencer marries Prince Charles

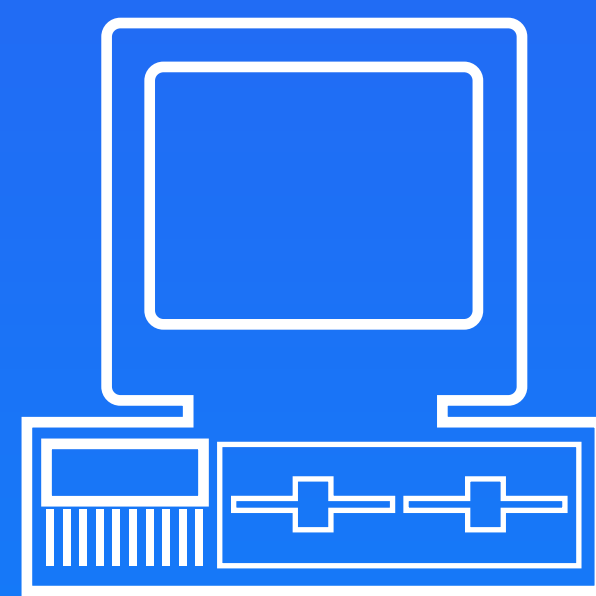


S.M.A.R.T. GOALS

November: George T. Doran publishes the paper *There's a S.M.A.R.T. Way to Write Management's Goals and Objectives*

THE UNDERARM DELIVERY

February: Cricketer Trevor Chappell bowls the infamous underarm delivery against New Zealand



IBM'S FIRST PC

August: IBM launches its first PC with Microsoft's MS-DOS

1981



THE OTHER REASON I believe S.M.A.R.T. goals are past their use by date is that you and I experience a range of emotions. There are over 128 different emotions we can all experience. What I have discovered is that when you tap into your **emotional drivers** you unearth an untapped reservoir of personal drive.

I believe it's time for a change in how we set our goals, focus on our goals and achieve our goals. So with this in mind, I went on a journey to see if there was a better, quicker and easier way to achieve goals. I discovered what I call the *missing link*.

In 25 years of working with people and their goals, I believe the missing link is the *emotional* connection that true goal alignment only comes when you know

“*... I believe the missing link is the emotional connection ...*”

how you want to **feel, think** about what you want to achieve and then **do** what is required to make it come true. Why would logical, intelligent people set a goal that is important to them and will bring them a better result, only to then procrastinate about taking action, having to negotiate each step of the way with themselves?

The reason is that they don't have an emotional connection to it. Find you emotional driver, that reason WHY and all of sudden discover your unfair competitive advantage.



CHAPTER THREE

The **missing link**
between goal
setting and goal
achievement.

03



I HAVE HAD a long-held belief that there must be a better way to achieve goals. So the first question I asked myself was *why do smart, hard working people set goals and not achieve them?* They have the ability, talent, time, energy and effort. So what happened?

95%

OF PEOPLE NEVER
TRULY CONNECT
WITH THEIR GOAL.



95% of people never truly connect with their goal. Logically it makes sense: *I do this activity, then I complete this task and after that I do this next step. Now I take action, I put in the physical effort after I mentality plan out my approach.* However, the missing link is the **emotional connection** with your goal.

This is your GoalDriver™

Each of us is driven at any one time, by one to three driving emotions in our life, these are our GoalDrivers™. Through my extensive research I have determined there are eight GoalDrivers™ and within each set, there are at least eight human desires we want a goal to deliver to us.



CHAPTER FOUR

The emotional,
mental and physical
connection.

04



IT IS THE emotional connection with your goal that is so important to you. My belief is that you need to *start* with what emotion you want to experience first. So don't start thinking about what you want to achieve until you know *how you want to feel*.

Traditionally, goal achievement looks like this ...

TRADITIONAL GOAL SETTING



- Goal** I want to lose ten kilograms.
- Action** Exercise more, eat less, take my vitamin supplements and limit alcohol consumption over the next two months.
- Result** Do this consistently for a certain time period and you will lose the ten kilograms.
- Feeling** You will feel energised, gain confidence and experience a sense of success.

Now this is *logical*, however, a logical connection does not compel us to take action. It validates it, but it doesn't motivate us.

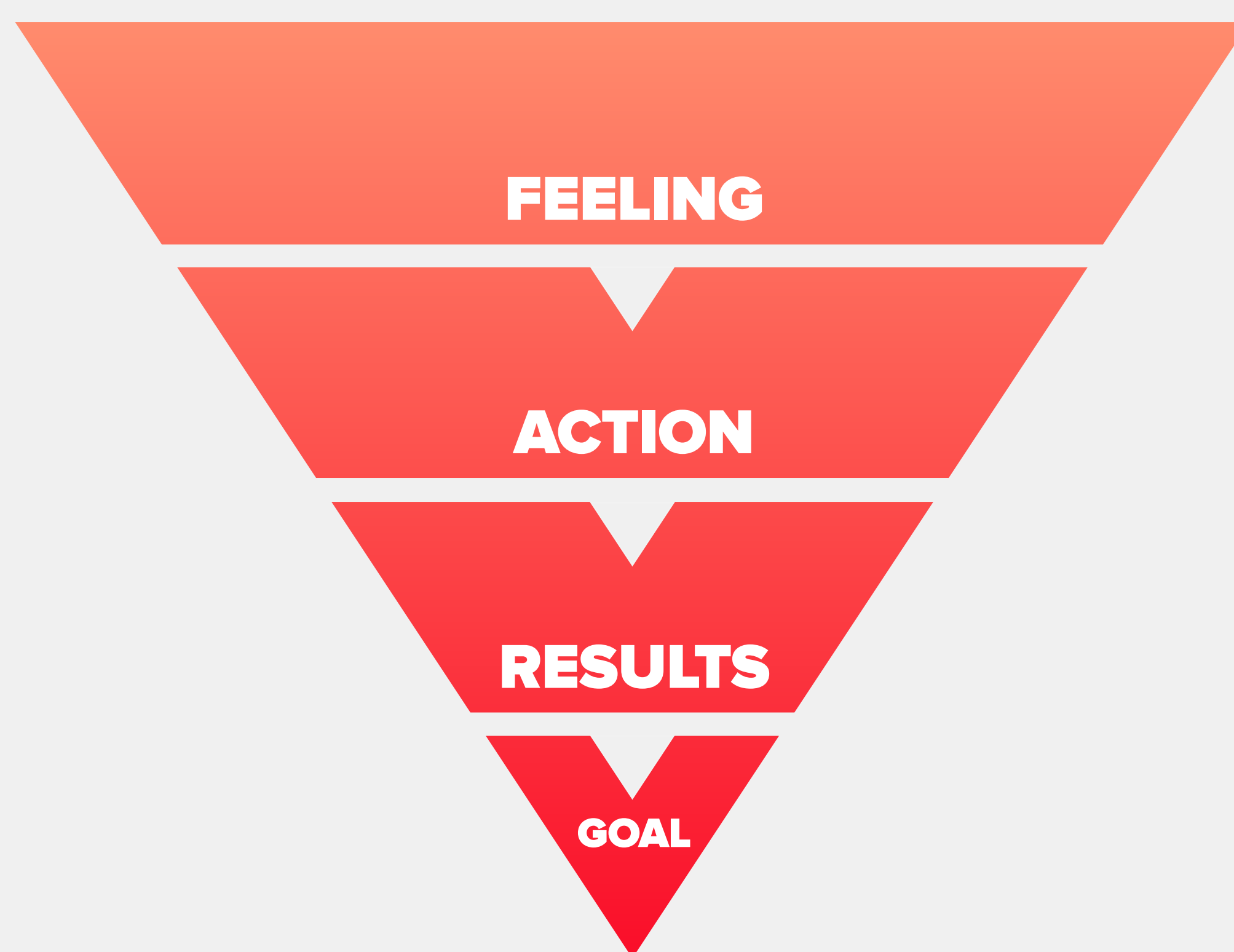


The challenge is that because we don't achieve immediate success, or make limited progress, our mind questions the effort, and our subconscious plants the seed of doubt because our focus is on losing the ten kilograms, not the feeling we can experience moment by moment, day by day. We fall into the trap of focusing on the goal—the end outcome—and not the activity that creates the goal.

When we had people *invert* this model and start with how they wanted to feel first, I noticed different results.

Start with how you want to feel—whether that's in your lifetime, this year, this week or for today. Then determine what action you must take today to achieve that feeling. From there you gain a result which leads step by step towards the achievement of your overall goal.

INVERTED GOAL SETTING



Now let's look at it in real life terms.



FEEL



Let's say you want to *feel* energised. It is important you have great energy, and feel you have the vitality in your life to achieve all the things that are important to you. You have determined that being energised is one of your driving emotions. [Further on I will explain how to determine your driving emotions with a simple, yet profound, process.]

ACTION



For you to feel energised, you decide you need to achieve five tasks daily: drink two litres of water, exercise for one hour, meditate for 15 minutes, follow a particular diet, and achieve three personal or career objectives daily.

RESULTS



By taking this action you achieve two results. Firstly, a sense of achievement that day because you completed the five tasks and the second is that you feel more energised. How could you not feel better and more energised if you have completed these five tasks?

GOAL



Let's say that you were able to complete six days out of seven doing these five tasks for two months. Do you think you would be closer to your goal of losing ten kilograms? Would you have created some great momentum along the way? Would you have higher self-confidence and self-worth? Would you have greater energy? Do you think you may have lost a kilogram or two already? Would you feel more inclined to keep up these daily rituals?






The real value is that you have stopped focusing on what you are *not* achieving and started to focus on what you *can* do today, and in the process letting go of the pressure that a goal can create in your mind because it has not been achieved yet. We all feel better when we feel like we're making progress!

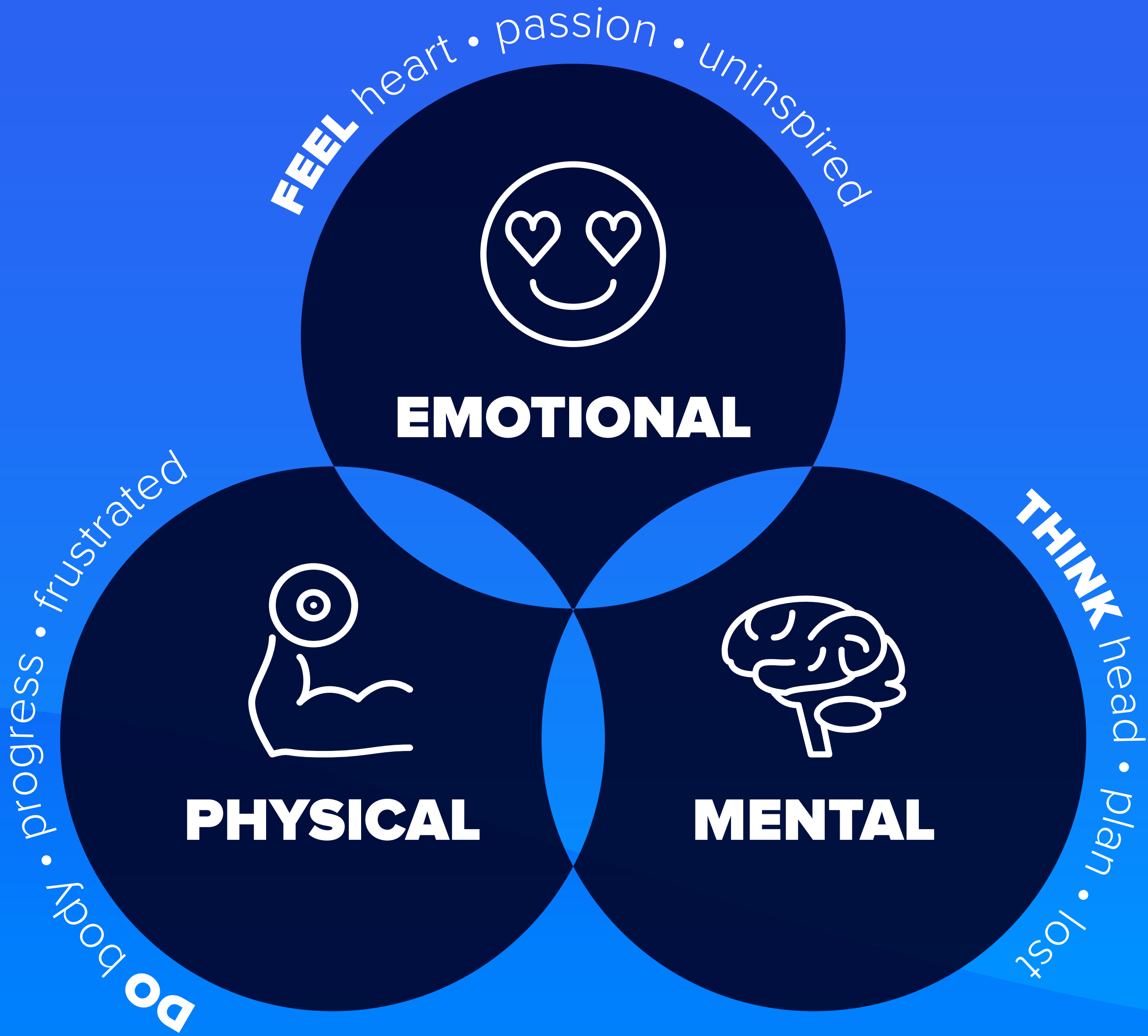
For you to be truly connected to your goal, create a relationship with your goal and be committed to your goal, you need to have an emotional, mental and physical connection! By combining the emotional, mental and physical elements to the goal setting process, you move from ...



What do these three elements really mean? Think of it like this (overleaf) ...



		
EMOTIONAL Passion Why Feel Heart	MENTAL Plan What Think Head	PHYSICAL Progress How Do Hands





CHAPTER FIVE

Creating the
momentum towards
your goals.

05



People are often described as being *driven*, but my definition of being driven is someone who is committed, connected and focused on their goal. Goals will fit into one of two categories: goals you are *committed* to achieving or goals you are *interested* in achieving.

When you are committed to achieving a goal you will do whatever it takes and you push aside excuses and distractions. When you are interested in your goal, any excuse will do: too hard, too big, too much ...

How do you become committed to your goals? Let me explain.



There are three key elements that enable you to become committed to your goals:

FEEL

Emotional Connection

This is where your passion, purpose and power comes from. It's your real reason *why*. It's about determining the emotions you want to experience in your day to day life. Understanding what is at your core, in other words what makes your heart sing or that gut feeling when something just feels right. This is not just about listening to your head all the time but about listening to your heart. If you don't have an Emotional Connection with your goal you will feel uninspired, unmotivated and unenthused in your life or business role.

THINK

Mental Connection

This is where your plans comes from. The Mental Connection is the ability to logically and methodically plan out the obtainment of your goal. In your mind you know exactly what you need to achieve, telling you to do step A, followed by step B, then step C etc. You start to map out what action steps you need to take in order for this goal to come true. If you don't have a Mental Connection with your goal you will feel unorganised, out of control and chaotic in your life or business role.

DO

Physical Connection

A Physical Connection is all about making progress, making it happen and taking action. Put it this way, it's the physical activity you are going to do with your hands today to make this goal come true for you. When you don't have a Physical Connection with your goal you can feel frustrated, as you are not making progress. You need to be making progress and taking action regardless if everything is perfect or not! If you don't have a Physical Connection with your goal you will feel a lack of progress and productivity, and will have a sense of always being reactive in your life or business role.

This creates the GoalDriver™ Formula.



CHAPTER SIX

The 8

GoalDrivers™.

06



SUCCESSFUL

Your drive is to be successful, whatever that may mean to you. It could relate to status, position, wealth or the type of person you want to be for your family or community. Everyone has a definition of what success means to them—the key is to know what it means to you. Overall, you want to be the best version of you that you can possibly be. You want to excel and achieve your true potential as you strive to explore the possibilities of what life has to offer.



2

PURPOSEFUL

Your drive is to have meaning in your life and in the work you do. To do what matters and what makes a difference—whether it's to a few, to many or to the masses. You want to accomplish greatness in a number of areas of your life. You know there is a bigger picture and reason why for you to push yourself further. You have determination to achieve what is important to you and you have the resolve to see it through to your preferred result.



3

INSPIRED

Your drive is to be inspired and to be inspiring. You seek out opportunities, causes and circumstances where you can either inspire other people or be inspired by those around you. You want to feel upbeat, optimistic and energised and seek out goals to achieve—not just for the sense of achieving it—but also for the feeling you gain from it. For you sometimes the latter, the journey is much more important than the destination.



4

HAPPY

Who doesn't want to be happy? However for you this driver sits on top of your priority list. If it's not going to make you happy, you don't want to know about it. It's your measure for everything you do, and you seek out the right circumstances and places that will make you happy or even happier. This emotional driver is made up of many parts: the desire to have joy in your life, to be loved, to be valued, and to be appreciated are important to you and influence your mindset, motives and moods.



5

ORGANISED

Your drive is to get it right or make it right. You love it when a plan comes together, particularly if it was your plan initially. You like to be in control of what can be controlled. The more organised you are, the more calm you become, the more focused you are, and the more consistent you become. You are careful, precise and logical in your approach to projects, roles and life. You like to take your time to create space for you to implement your ideas and appreciate that when you do this, everything will work out for the best.



6

RESPECTED

Your drive is to be shown respect as a result of what you have achieved, how far you have come, what knowledge you have gained or the recognition that has been bestowed upon you. You appreciate being acknowledged and being held in high regard. You don't seek it, however you do appreciate it. You work towards growing and developing your skills and knowledge—that is your superpower when it comes to you achieving your personal and professional goals.



7

CONFIDENT

Your drive is to be confident in your ability, capable in your skills and content in your achievements. You understand that with confidence you can conquer many challenges and circumstances. Your confidence inspires others to emulate you, it gives hope to those around you and it continues to encourage you to pursue your dreams and goals. You are comfortable in what you do, how you do it and who you have become in the process.



8

RELAXED

For you it is important that whatever you achieve will not upset the lifestyle you have created for yourself and your family. You want your goals to complement your life, not detract from it. You like to have time and space around you to just be—to connect with people and to create a balance between achievement and awareness. You appreciate the people in your world that understand you and the pace you like to travel at to achieve your key goals.



CHAPTER SEVEN

The **GoalDriver**TM Formula.

07



THERE ARE 128 different emotions you can experience as a human. From my research and feedback, there are 64 human desires you want to experience on a regular basis. Here are some of the more positive and common emotions people want to experience ...



However, for most people, we have two main GoalDrivers™ that we engage with, and eight Human Desires we want to experience. Your GoalDrivers™

“Your GoalDrivers™ will drive you, motivate you and connect you to your goal ...”

will drive you, motivate you and connect you to your goal in such a way that it moves you towards the results you want and gives you the desire to achieve them. Whatever your GoalDrivers™ are, you can rest assured they will propel you to be the best version of you that you can be.





YOUR BLUEPRINT TO GOAL ACHIEVEMENT

You may have heard the quote, “*Form follows function.*” However, Hartmut Esslinger, founder of Frog Design—who was employed by Steve Jobs and then contracted by Apple in 1982 to work on the design of the Macintosh Computer—coined this version, “*Form follows emotion.*”

When you become emotionally connected to your goal you manifest it. As you know—like begets like—the happier you are the happier you become.

“*Form follows emotion.*”

The goals that are important to you will have an emotional connection. If the goal is important to you yet you have not achieved it, then you need to create an emotional, mental and physical connection to it. You have to have a connection that has a clear personal *why*, a defined personal *what* it is you’re trying to achieve, and a personal plan—the *how* you are going to make it a reality.

Over the past few pages I have shared with you the GoalDriver™ approach, now we are going to bring together all the key elements into one master plan, your *GoalDriver™ Blueprint*.



GoalDriver™ Blueprint

YOUR KEY GOALDRIVERS™

1 List down one to two GoalDrivers™ along with a couple of desired emotions you want to experience each day or each time you are pursuing your goal. How will you feel? What emotional state will you have experienced as a result of achieving your goal?

What are the one to two GoalDrivers™ you want to experience?

YOUR GOAL

2 Select one goal that is important for you to achieve in the next 3–12 months. Write it down in specific, clearly defined terms to produce clarity around what you want to achieve. Remember vague goals equal vague results. Ask yourself, will this goal align with your GoalDrivers™?

What is the #1 goal you want to achieve in the next 3–12 months?

YOUR GOAL VISION

3 You have to see yourself achieving your goal. Creating a mental picture of what you will see when your goal is achieved is really important. This is called *future pacing*, it's the ability to visualise the achievement of your goal. This one activity engages your reticular activating system. When you achieve your goal, what will you see? How will you celebrate the achievement of your goal? What will people say to you and what will say to yourself? Where will you be when the goal is achieved? Who will be around you at that time? How will you feel and what emotions you will experience?

What will you see when you achieve your #1 goal?



3

YOUR TIMEFRAME

This is about articulating the date you want to achieve your goal by within the next 3-12 months. You will need to clarify an exact time and date. Pick a day, a date, a month and a year.

When do you want to achieve your goal by?

4

YOUR 5 REASONS WHY

You have to have a strong set of reasons why you want to achieve this goal. If you don't have a strong set of reasons, any excuse will slow you down or stop you from achieving it. To define your real reasons, look at the goal you just set while doing this activity.

Ask yourself the question:

Why do you want to achieve this goal?

Once you have a reason, ask yourself another question:

Why is that reason important to you and why do you want to experience, achieve and obtain that reason?

For every reason you are given, ask yourself why is that reason important to you and list down your five key reasons.

5

YOUR DEVELOPMENT

For you to achieve this goal you will most likely need to change or do some things differently. So what do you need to START doing so you can achieve your goal? What do you need to STOP doing so you can achieve your goal? Be honest with yourself and even seek feedback from other people you respect who understand the goal you want to achieve.

What are you going to STOP doing and START doing to reach your #1 goal?



YOUR 3 KEY MILESTONES

For you to achieve this goal there will be milestones to reach along the way. These milestones keep your journey towards your goal on track, and allow you to reflect upon the progress you make. In essence, it's about breaking down the goal into three smaller parts. For example, if your goal is 12 months from today, what would you like to have achieved in the next month? What progress will you have made in three months and six months?

What are the 3 key milestones you will reach on the journey towards your goal?

(Make sure the first milestone is no more than one month away from today's date.)

YOUR 30 DAY ACTION PLAN

What do you need to do in the next 30 days to make sure this goal becomes a reality for you? No need to plan any longer than 30 days as a lot can change and new opportunities can present themselves. As you start to create your 30 day action plan, you will start to use your mental muscle to determine what needs to be done and the different scenarios you may encounter.

What are you going to do in the next 30 days to move you closer to your #1 goal?

YOUR DAILY RITUALS

I love this quote ... *"People create rituals and rituals form futures."* If you don't have the future you have always dreamt about, it's most likely because you have don't have the habits or rituals in place. The universal truth is that everything we have achieved or not achieved, is a result of the rituals we perform to either move us forward or hold us back. With this in mind, what daily rituals do you need to create to feel your GoalDriver™ every day, not just when you achieve the goal?

What are you going to do each day to feel how you want to feel and that will move you closer to your #1 goal?



CHAPTER EIGHT

Your unfair
advantage.

08



The formula we've been talking about can be easily applied to any individual business goal or company goal. I have successfully assisted many sales leaders to achieve their targets with greater ease using the GoalDriver™ Formula.

I've also taking this process and worked with corporate leaders as they set their strategic direction for the year ahead.

These days there are very few ways to gain a competitive advantage to leap frog the competition. If you innovate a new product, service or system, that's fantastic, your competitors can copy it and implement it in no time at all. So where do you get your competitive edge? **It has to be through your people.**



CHAPTER NINE

Are your team members **engaged, energised and empowered?**

09



The key to creating engaged, enthused and energised people is to **find the missing link that drives people** to their best and beyond. It's creating the connection between your organisation's *what*—your goals, mission, vision and strategic initiatives, to the *why* of each individual—their goals, drivers, desires and focus. To move your people to the highest levels of performance, they need to know their personal and professional GoalDriver™.

It's difficult to create a high performance culture of passionate people if your people don't have clarity, certainty and consistency in their own lives, or realise what's important to them and have the ability to drive themselves towards excellence with unwavering focus.



PROGRAM RESULTS + CASE STUDIES

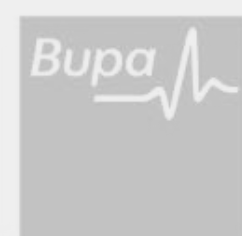
Over the last seven years a number of companies have benefited from the full day GoalDriver™ Workshop and 12 Month Follow Up Program. In fact, more than 8,500 people have attended the GoalDriver™ Program globally.

“*More than 8,500 people have attended the program globally.*”

Companies include: **Toyota; Mercer; Suncorp; Westpac NZ; NAB; Commonwealth Bank; Sandvik; EO; Gallagher Bassett; Arthur J. Gallagher; Lexus; AIA; Puma; Bupa; Data#3; Australia Post; Aussie Home Loans; M3.**



SUNCORP



FUJIFILM



Data#3



Following are case studies from some of the organisations that conducted the GoalDriver™ Program with their people.



Business Banking Team: Banking Industry

Client Briefing from the Divisional General Manager:

“I want to lift the energy, enthusiasm and engagement of our 700 leaders. We’ve had a couple of tough competitive years and the team is flat. I need to refocus them and reignite their passion.”

Program Logistics:

Conducted 14 workshops around the country, with 50 people attending each workshop. Senior Managers were then given a toolbox of four Training Modules to conduct, as a follow up, at team meetings for the next 12 months. This company then offered the program to family and friends of their team, which was conducted on a Saturday with more than 230 people attending.

Program Outcomes:

Engagement scores, which were already in the top percentile, increased by an additional 7%. Team members were more energised and had a greater appreciation of the company that had taken the time and money to invest in them and their life.

Billion Dollar Business Goal: Insurance Industry

Client Briefing

The CEO *did not* want their Executive Leadership Team to go through the same old strategic planning process. They were looking for something fresh, and to refocus the team on their *#1 Most Important Business Goal* to ensure everyone was on the same page.



Program Logistics:

I conducted a one day workshop using the nine-part GoalDriver™ Formula as the basis for identifying the most important goal for the business over the next 12 months. Each leader then created their own most important goal they needed to achieve in their business unit, to achieve the overall goal.

Program Outcomes:

As an Executive Team, this was the first time they had meaningful discussions about their personal and professional WHY, which gave their colleagues an insight into why they do what they do, and who they do it for in their life and work. A powerful day!

Refocus Everyone After a Relocation: Motor Industry

Client Briefing:

The Head of People spoke to me about a number of people who were moving into different roles, different locations or onto different careers, so we wanted to offer something to each team member regardless of whether they were staying, leaving or moving to assist them to refocus, reset and recharge.

Program Logistics:

More than 120 people around the country attended this workshop over the course of six months. It was a half day workshop with a toolbox of resources, videos and books to continue the learning process.

Program Outcomes:

For the long-term team members staying in the organisation, it was a way to have them reset their own career goals on what they wanted to achieve in their life. For team members moving on, it was a way to assist them to refocus on their next career and the transition in both skill and mindset in a dignified support experience.



Adding Value to Our Brokers: Financial Industry

Client Briefing:

The National Executive Director wanted to assist the Franchisees to clarify their life and business goals. They wanted to be considered more than just a product or service provider, they wanted to be considered a *true business partner*.

Program Logistics:

I conducted a five city roadshow connecting with more than 500 of the Franchise Group's Brokers and team members attending the workshop.

Program Outcomes:

The Brokers were engaged and enjoyed the opportunity to work not just on their business but their life. Since the workshops, the Brokers have requested this program to be conducted again and a must for all new team members and business owners to attend early in their career.



At the core of every
achievement is
someone with a
desire and a driver!



About the author,
Keith Abraham.



KEITH ABRAHAM IS the global authority on goal achievement and the creator of the GoalDriver™ Formula. A formula designed to accurately determine what energises and engages each individual, driving them to achieve their personal and professional goals and live the life they have always dreamt of! For the past 21 years this multi-award winning keynote speaker and international best-selling author has spoken in 29 countries to more than 1.5 million people on how they can achieve what seems like the unimaginable, unreachable and the unattainable.

Keynote Presentations

- *Mastering the Art of Achieving Big Goals*
- *Creating Engaged, Energised and Empowered Leaders*
- *Harnessing the Power of Unwavering Focus*

GoalDriver™ Program

More than 8,500 people have attended this personal and professional transformation Program worldwide. Customised to your desired business outcomes and includes a 12 month reinforcement package. Delivered online or in a workshop format, complete with a coaching guide for your leaders to continue the process and gain maximum return investment.

Contact Keith today for more information on how Keith can provide your business that unfair competitive advantage.

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Unstuck Keynote

Stuck is what happens when successful business leaders are caught between their current level of success and the next level they need to move up to in their industry, business or life.

This next level is where they truly become significant in all areas of their business and all aspects of their life—health, wealth and relationships.

“*Being stuck is the gap between your current success cycle and your next success level.*”

All too often business leaders reach a *good* level of success and over time if they stop moving, growing and evolving they become stuck, stale and stagnate. Stuck is what happens when people procrastinate about making a decision, taking the required action or moving from being the master to being the apprentice in their business, industry or life.

The opposite of being stuck, is being inflow. The best way to get into flow is to let go of the memories of your past successes, create a vision for your future, put yourself into a learner mindset, become uncomfortable with the unknown and take the first step even though you may not be perfect.

By doing this, you start to move forward, move above and move beyond what you thought was truly possible and achieve the seemingly impossible in your life and business role. For you, this becomes an ultimate state of completeness, wholeness and real personal accomplishment.



New Unstuck Keynote Topics with Keith Abraham CSP

FOR CORPORATE BUSINESS LEADERS

How business leaders can fast track towards flow, create massive momentum and achieve what seems like the unimaginable!

FOR BUSINESS OWNERS, FRANCHISEES & NETWORKING MARKETING PROFESSIONALS

How business owners can move forward, move above and move beyond quickly to accomplish what seems like the impossible!

FOR SALES PROFESSIONALS & SERVICE PROFESSIONALS

How sales professionals can master the art of creating fast track growth and turning their untapped potential into unlimited possibilities!

FOR BUSINESS TEAM MEMBERS

Three specific strategies to accomplish your biggest dreams and achieve your greatest goals!

*To discuss this content further, contact me on
keith@keithabraham.com.au*



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a colleague*