



GOAL GETTERS



The U.S. Marine Corps believes strongly in *The Rule of Three*: "The rule dictates that a person should limit his or her attention to three tasks or goals. It prescribes boiling a world of infinite possibilities down to three alternative courses of action. Anything more and a Marine can become overextended, confused, and ineffective." They find that implementing this rule saves lives, gets more done faster and more efficiently

I believe that three is a powerful number. The most powerful physical structure is a triangle or pyramid. In fact, it's the building block of Buckminster Fuller's geodesic domes and Great Pyramids of Egypt. For Christians—it's the Trinity: Father, Son and Holy Spirit. And then, of course, we have Mind, Body, Spirit. Three is a powerful number metaphysically—a number of completion.

In trying to focus on the things that are truly important to you—things that will make a difference in the quality of your life—three things can easily be remembered. Any more and retention suffers.

You can sharpen your focus and get better results by using the Rule of Three in your daily life.

- List the three most important **values** in your life. Your decisions become easier when your values are clear.
- What are your three primary **missions**? These are different than goals. Goals can be measured and completed. A mission is your vision of something you may never finish in your lifetime.
- List your three most important **goals**. Which one are worthy of your best attention and efforts? Remember, you can have anything you want in your life. You just can't have everything you want.
- What **three things would you like to master**? Three things at which you want to become an expert. Maybe it's speaking in public. Or learning another language. Or maybe you want to become a masterful parent. It's your life and you get to decide.

By making good use of the Rule

of Three, you'll sharpen your focus, increase your effectiveness, and experience greater fulfillment in all that you do.

—Michael E. Angier, *SuccessNet.org*



If I say that *good events, innovations, and successful results continue to happen, even in challenging times*, you may say that I'm guilty of not facing **reality**.

I believe in *The Self-fulfilling Prophecy*. Believing something can, in and of itself, cause it to happen—not in any mystical or magical way, but by causing you to take actions that will make your prediction come true. By predicting times will be worse, you make it happen.

In the past year, we've all heard many stories about individuals and organizations experiencing difficult economic times—little reporting of people who are doing well. Hey, I know the future is what the stock markets are about, but where is the balance when it comes to good results and solidarity in the face of these economic challenges. Doesn't this say something about the future as well? When did earning millions or billions of dollars become a cause for depression and hand wringing? I am tired of it.

I don't expect Pollyanna reporting, but I also don't appreciate the opposite. It offends me. First it goes against my desire to be a positive person making positive contributions and second, it creates a self-fulfilling situation, making things worse that they are already.

So, focus on what you can do about it. First, you don't need to feed the negative fires or wallow or delight in negative news. You can spread real positive results that you are involved in or hear about, and thus create your own Positive Reality. Become a better example of the positive side of the self-fulfilling prophecy. And, to the extent you can, hang with people with positive outlooks. Their positive energies will help lift up your mood, your outlook on the future, and provide you with solutions.

—Al Lucia, *Eight Pillars of Greek Wisdom*

PersonalCOACH



Proper Goals

It beats propaganda.

by John Clements

THIS IS A GOOD TIME TO RECALL AN OLD proverb: *Where there's a will, there's a way.* "Oh, not another slogan!" you protest. But this profound piece of wisdom is no cliché.

Consider how many times a day your mind gets sloganized. The cosh of cliché hits you from all sides: from the media, business, politics—even church placards and notice boards. And however clever the slogans are, however successfully they pass themselves off as distillations of wisdom, most of them are prefabricated packages of hollow trinkets.

That's why it's so important to distinguish between mere verbiage and genuinely wise words. What, for instance, is the difference in value between these two sentences: *Where there's a will, there's a way*; and *Eat your carrots; they'll help you see in the dark*. The first is a proverb based on a profound, universally applicable truth; whereas the second is a piece of parental propaganda that is no more applicable now than it was 60 years ago.

Propaganda? Yes, it all goes back to the Second World War when Britain developed operationally-useful radar, giving it an enormous military advantage: suddenly the Allies could carry out night-raids. The Germans became desperate to discover the secret of the RAF's success. So the RAF told them: not the truth, of course, but a clever lie leaked out in code form. The British government (so the propaganda pretended) had discovered that a chemical in carrots improved the ability to see in the dark. The War Office reportedly set up a massive carrot-eating campaign to let the whole population benefit—including, of course, the British night-fliers.

The unspoken implication was that carrots alone were giving British airmen the edge. The Germans fell for this at first; and when, months later, they found out the truth about radar, Britain had gained the air superiority that contributed to the Allies' victory.

And here we all are now in the brave new world, with more processing power than we ever thought possible or necessary. Yet we still we fall for the slogans, the jingles, the injunctions, the spin-doctored socio-political junk that assaults our eyes and ears. Why? Because we haven't cultivated the skill of detecting lies before they do their damage!

Set proper goals and pursue them. It beats the propaganda that promises quick fix, instant gratification, and fast results. PE

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ACTION: Set proper goals and pursue them.