

# GOALS!

How to Get Everything You Want –  
Faster Than You Ever Thought Possible

BRIAN TRACY

**BRIAN TRACY** is widely regarded as one of the top professional speakers and trainers in the world today. Each year, he addresses more than 250,000 people. He is the chairman of his own human resource development company, Brian Tracy International. Brian Tracy is the author of sixteen books and the developer of more than 300 audio and video training programs, which have been translated into twenty languages.

The Brian Tracy International Web site is at [www.briantracy.com](http://www.briantracy.com).

**SUMMARIES.COM** is a concentrated business information service. Every week, subscribers are e-mailed a concise summary of a different business book. Each summary is about 8 pages long and contains the stripped-down essential ideas from the entire book in a time-saving format. By investing less than one hour per week in these summaries, subscribers gain a working knowledge of the top business titles. Subscriptions are available on a monthly or yearly basis. Further information is available at [www.summaries.com](http://www.summaries.com).

**MAIN IDEA**

The process of setting and then achieving goals is the best way to get from where you are today to where you want to be in the future. As someone once said:  
“Success is goals, and all else is commentary”.

Where you are at the present time



Where you want to be in the future

Your time and your life are precious assets which are irreplaceable. By learning how to set good goals and then follow through until those goals are accomplished, you will be able to achieve more than you ever before imagined was possible. All that's required is that you understand and then apply the principles of effective goal setting.

To achieve whatever level of success you aspire to, it isn't necessary to reinvent the wheel. The principles of setting goals and working hard to achieve those goals has been the process by which millions of men and women have led lives of great success. If you apply the same principles in your life, you can have comparable success. Therefore, don't waste time trying to discover the secret of great achievement and success. Instead, become an expert at setting and achieving goals. It's all you need to know and do.

*“In 1981, I began teaching my system in workshops and seminars that have now reached more than two million people in thirty-five countries. What I found was that these ideas work everywhere, for everyone, in virtually every country, no matter what your education, experience or background may be when you begin. Best of all, these ideas have made it possible for me and many thousands of others to take complete control over our lives. The regular and systematic practice of goal setting has taken us from poverty to prosperity, from frustration to fulfillment, from underachievement to success and satisfaction. This system will do the same for you. Hundreds of thousands and perhaps even millions of men and women have started with nothing and achieved great success following these principles. And what others have done, you can do as well if you just learn how. You will find that there are no limits to what you can accomplish except for the limits you place on your own imagination. And since there are no limits to what you can imagine, there are no limits to what you can achieve. This is one of the greatest discoveries of all.”*

– Brian Tracy

The 21 Most Important Principles of Goal-Setting and Goal-Achieving

- 1 Understand your true potential
- 2 Take responsibility for your life
- 3 Act as if you had no limitations
- 4 Be true to your personal values
- 5 Decide what you truly want to accomplish
- 6 Find your central purpose
- 7 Have positive beliefs
- 8 Be honest about where you are now
- 9 Measure how well you're progressing
- 10 Eliminate all your roadblocks
- 11 Become one of the best in your field
- 12 Link up with the right people
- 13 Have a well-thought-out plan of action
- 14 Manage your time well
- 15 Review your goals each and every day
- 16 Visualize your goals constantly
- 17 Learn to use your superconscious mind
- 18 Stay flexible and light on your feet
- 19 Use your inner creative talents
- 20 Make some progress every day
- 21 Stay with it until you succeed

# Summaries.Com

The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

## Knowledge is Power — Invest in Your Future

For just **\$2 per week**, you will...

- Learn from the mistakes and success of the smartest people in business;
- Get fresh ideas, strategies & motivation that could be worth millions to you;
- Follow emerging trends, so you can catch the wave before your competitors do;
- Catch up on the classics you always wanted to read.

## 1,000 Top Business Book Summaries

Our catalog includes summaries on a range of topics for aspiring entrepreneurs, managers, and consultants.

BUSINESS PLANS

MANAGEMENT

PRESENTATIONS

SALES

LEADERSHIP

MOTIVATION

STRATEGY

AND MORE

