

DEVELOPING THE STRATEGIC PLAN TO SUCCESS

A key indicator of your commitment to the Impossible Dream will be the level of detail you have in your planning, both short- and long-term. The more detail you have in your 'Strategic Plan to Success', the greater will be the underlying commitment to it in your heart and soul. Often people tell me they are committed to changing their life or achieving a great goal or wonderful dream, but when I ask them to tell or show me the plan, there is a long silence. This silence tells me that their end point is really just a fantasy and not a goal or dream at all. Any destination without a plan is just a fantasy!

The depth of detail in your planning will indicate the likelihood of you achieving your dream. Ironically, achieving your dream will never be in doubt when you have a detailed plan, have a deep

Pathway 1 philosophy of courage, live in the Green Box and live by the core values of patience and family. Doing what is required today, over many weeks, months and years, will result in your dream being realised. By the time you reach it, it will be of no surprise at all that you have done so, as you will have spent the right amount of time doing the right thing in the right way. Your repeated habits, successes and failures will eventually lead you to the desired outcome.

If any one word has stood out over the years in this job when I've described those athletes and people who have made it compared to those who have not it would be 'clarity'. Getting clarity comes from having a detailed plan! Here is a brief comment about the importance of planning from Matt Perry, one of New Zealand's most exciting young golfing prospects. Matt won the 2011 New Zealand amateur title and represented the New Zealand Eisenhower team in 2012.

GET REAL ABOUT PLANNING!

I quickly learnt the value of planning towards my Impossible Dream. To achieve anything worth achieving you MUST live in the REAL world. That basically means no excuses, no bullsh*t. YOU either do the work, or you don't - simple.

Planning is a huge part of reaching goals and stepping closer to achieving the Impossible Dream. I have always planned. But I've recently become a lot clearer on planning and goal setting and have taken it to a new level, stipulating exactly what I want to achieve each time I do work. This has made a huge difference and I've seen my 'process' improve dramatically. It was no surprise to see that my recent 2013 'outcomes' have followed suit.

I plan everything using daily, weekly, monthly, yearly and 15-year plans. It is the only way I can see a clear pathway to my Impossible Dream. Without planning, it would become a 'what could have been' rather than an Impossible Dream.



Matt playing in China in 2014.

Matt Perry

LIONS AND LAMBS

Athletes who have clarity stand out from the rest like lions from lambs. Everything about them is fundamentally different. They have vigour in the way they walk and talk. They always put the right effort in the right place for the right amount of time, doing the right things. The phrase on their tombstone might read:

NO WASTED MINUTES!

They make a pretty special specimen. Coaches and psychologists get very excited when they encounter such an athlete, as they know that they will uncover their potential and likely go a very long way. They are the gold nuggets you do not stumble across very often, but when you do, your heart jumps.

The most exciting thing is, planning is something you have complete control over. You are not born a great or poor planner; there is no DNA or genetic structures that cause us to be one way or another. There are certain things that must happen for you to plan well. This next section will cover these so you can do them yourself.

DEVELOPING THE STRATEGIC PLAN TO SUCCESS: EXERCISE 1

Identify How Much Clarity You Have Right Now!

There are some critical areas where world-class gold-medal quality athletes have crystal-clear clarity. As you read through this list, rate yourself against each point, with 10 being exactly like you (e.g. 10 for number one means that you are very clear about what the end point will look like).

It will be interesting to see just how good at planning you already are.

1. They are very clear about what the end product or end point will look like (have video footage, still pictures and book of each part of 'their game').
2. They are very clear about how good they are at their core skills. They live in the real world not the bullsh*t world by testing and getting objective feedback through stats.
3. They are very clear about how long-term targets can be broken down into workable chunks or periods, so they do not try to do anything they are not yet ready to move on to. They are very good at doing step A first, then step B, etc, in the right order and at the right time.
4. They are very clear about what their weekly schedule looks and what their daily objectives are.
5. Finally, they are very clear about what they are doing right now

and why (i.e. why they are hitting this shot in this way or doing this particular drill). They live by the law 'Always do something for a reason'.

Add your score out of 50.

Clarity score: ____/50

Write a few notes to yourself about how clear you are right now. Are you clear about where you are trying to end up and what you need to do to get there? Give yourself praise where it is deserved and, if required, be hard on yourself to get greater clarity!

WHY CLARITY IS SO IMPORTANT

Athletes who score high on clarity do not get ahead of themselves and try to achieve outcomes ahead of time. They do not get caught up wondering what they could have or should have done differently in the past. They do not feel desperate that time is running out or petrified that the wheels will fall off, or that they are going to fail. They live firmly rooted in today and have fierce patience for tomorrow. They have deep trust that tomorrow will take care of itself as long as they take care of what needs to be done today.

These athletes stick to what is on their plan, doing the right thing at the right time, the right way, for however long is required. They do not think about outcome, their last result or how they will perform tomorrow. They do not get stuck wondering why they

keep making mistakes when they practise, instead focusing on injecting Pathway 1 courage into their routine, trying to achieve a pure performance zone and learning from today to be better tomorrow.

Not surprisingly, these athletes also perform moment-by-moment, living fully in the here and now. The following section will step you through each of the points above so you can establish them for yourself.

'CLARITY AFFORDS FOCUS.'

THOMAS LEONARD
