

LESSON ONE

“A WORTHY IDEAL”—  
Setting and Achieving  
Worthy Goals



## LESSON ONE

**A WORTHY IDEAL**  
*Setting and Achieving Worthy Goals*

*“Those who reach decisions promptly and definitely, know what they want, and generally get it. The leaders in every walk of life decide quickly, and firmly. That is the major reason why they are leaders. The world has a habit of making room for the person whose words and actions show they know where they are going.”*

NAPOLEON HILL

**OVERVIEW**

**P**ermit every concern that you may have in any area of your life to leave your mind for the next few minutes. Permit your imagination to whisk you off to a mind place where dreams and wants float freely and in full view.

Imagine you have access to all the resources you'll ever need and you can have anything you want. What would you choose or target to begin moving towards? What do you really want? Remember, you are giving no thought to how you are going to get it or if you will ever get it. Your only objective in this exercise is to clearly define what you want. The average individual's mind is so locked up with limitations that they never permit themselves to go to this mind place.

**Thinking Into Results** is based on 50 years of intense research and practical experience. Follow this learning system and you can have anything you seriously want. There is, however, one pre-requisite—you must really want it.

As you study this particular phase of **Thinking Into Results**, you are going to develop an awareness that deciding what you want and getting what you want are two completely different subjects. As you begin the process of deciding what you want, how you are going to get there is irrelevant. Just know that the lawful process for achieving your goal will be clearly explained. The concepts that you are covering in this particular lesson can effectively be applied to the growth of a corporation, the effectiveness of a team, or the personal and professional development of an individual, regardless of age or gender.

**BELIEF**

Before you begin looking at the ABC's of goal setting, take a close look at your belief system or the beliefs of your group. It appears there are guards that have been commissioned by a higher authority to arrest any forward progress in a person's life beyond the person's level of belief. These guards take their marching orders from the belief system itself, which is governed by natural laws of the universe. There is no growth beyond the beliefs that are held. If a person attempts to accomplish something beyond their level of belief, the mind will

quickly and automatically create ideas or reasons justifying why it can't be done, and those ideas will continue to flow until the project is abandoned. On the other hand, when a person or group believes something can be done the mind will automatically begin creating ideas that will pave the path to accomplishment. The great secret of progress then lies in **Belief**. Therefore we must ask and demand answers to these questions:

1. Do I have good, sound reasons for my beliefs?

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2. Where did my beliefs come from?

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3. Would changing my beliefs improve my life?

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4. How do I change my beliefs?

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As you attempt to answer some of these questions, many of your old views will fall to pieces.

*“Form clear and definite ideas regarding your convictions as to why you do as you do, and as to why you think as you think. Such practice is like conducting a mental housecleaning. The practice of clear thinking tends to clarify the mind, tones up the faculties, sharpens the perceptions and gives one a stronger and better grasp of the basic essentials for a larger and richer life. Clear and exact thinking is a very great necessity. It is in fact a sure means to advancement on the material as well as the spiritual planes. A line of distinction, however, should be drawn between surface thought, that is, ordinary, trivial and commonplace thinking, and real thought, which is associated with the understanding of Truth. The latter is deep thinking, which arouses dormant powers, quickens the perceptions, and leads to the enlargement of the understanding.*

*The former is but a passing phase of mental activity while the latter governs the life of man. The shallow, surface thought that we give to the ordinary duties and small things of daily life, is not the thought that reforms our character, develops our mind, or changes our belief and our destiny. It is the positive, deep, and penetrating thought that comes from profound and strong conviction born of a higher perception and a clearer realization of the Truth. The surface idea is not the real thought. The inner convictions which control ones aims, desires, and motives, constitute the real thought of the individual and wholly determine the course of the person's life and personal destiny.”*

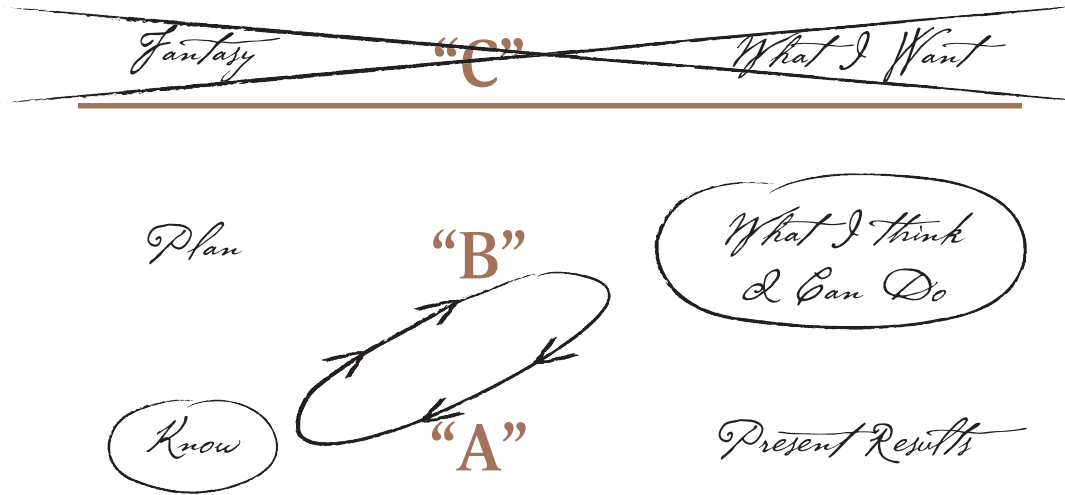
RAYMOND HOLLIWELL

Our beliefs are based on our evaluation of something. Frequently when we reevaluate a situation our belief about that situation will change. Check your beliefs with respect to what you think you can accomplish in your personal and business life.

## KEY POINTS

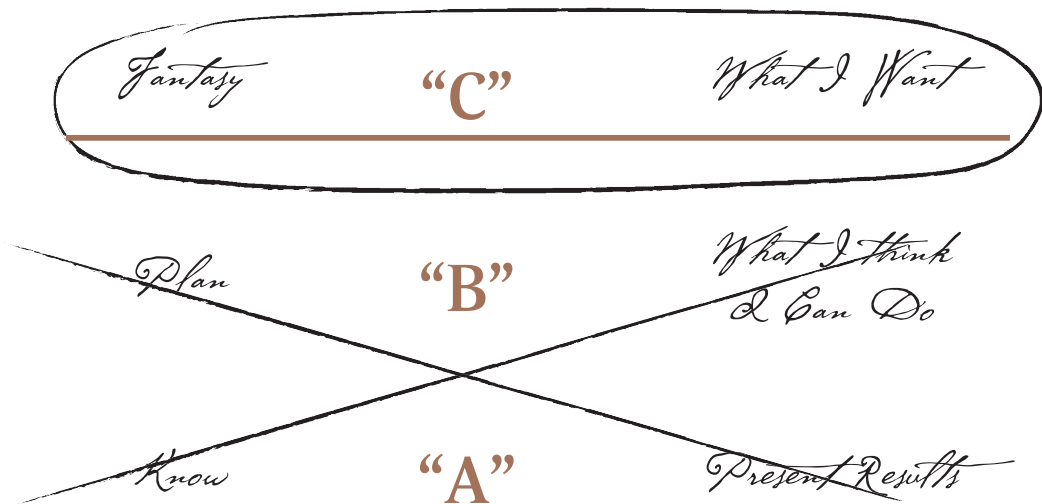
- A goal is something you are going after that you've never done before.
- A goal is designed to help you grow, it causes you to draw something from yourself that you didn't even know was there.
- If you know how to reach your goal, the goal is not going to do for you what goals are designed to do.
- If you're really going to accomplish something, you're going to need to be inspired by going after something you really want, it's going to have to come from inside.
- Type A goals are doing something you already know how to do. Type B goals are what you think you can do. Type C goals are your wants. What you really want. Type C goals come from your fantasies and are originated through the effective use of your imagination.

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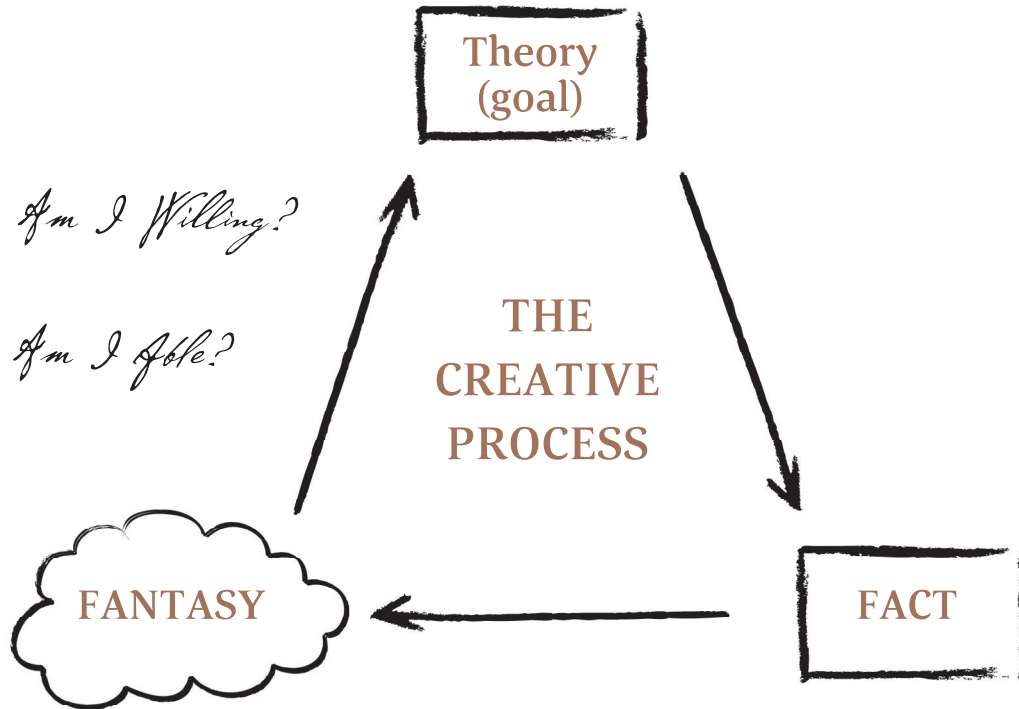
This person has ruled out the creative process that leads to certain growth. They keep bouncing back and forth from what they know they can do to what they think they can do.

2



This individual is aware that there is no inspiration in "B" and no growth in "A" so they ruled out "A" and "B" and moved directly to "C" and Phase "3" (on the following page) and got involved in the creative process.

## 3



- You've got to build the fantasy. You take the fantasy and move it from fantasy to a theory.
- You must believe you are able and be willing to do what is required in order to turn the theory about your wants into a goal.
- Don't let outside conditions or circumstances dictate how you will live.
- Refuse to let anything that's going on outside of you stop you.
- As you get emotionally involved in the goal, you're going to involve your emotions and the expression of that emotional involvement is going to change your behavior. As your behavior changes the results start to change, and your theory turns into a fact.
- Individuals without a goal are lost. They have no compass. You've got to wake up in the morning and get excited, "I'm working towards my goal!"

WORTHY IDEAL INDIVIDUAL WORKSHEET

Imagine that you are getting dressed to go to a function where you are going to be meeting a number of very important people. There will be dinner and dancing. These are people that you want to leave with a good impression. It goes without saying, you would not go to this function without paying attention to your physical appearance and even mentally review the mindset you'd want. The details of preparing yourself are important. The same is true with the exercises that have been laid out for you in each lesson. Some of the early exercises in each lesson may seem trivial. However, they are important insofar as you are building on them. And if you are taking the time to study the Thinking Into Results program, you should give the program everything you've got, paying attention to every detail.

- 1. If someone were to stop you on the street, and ask you, "What is your goal"—how would you respond? Do you have goals? Are they written down?

Lined writing area for question 1.

- 2. Type C goals are your wants, **what you really want**. What do you really want? What is it you would **like very much to be, do or have**, even though you may feel it is—for one reason or another—somewhat beyond your reach at the present time?

Allow yourself to relax and let your imagination wander. Fantasize. Create a shopping list of your wants. Include personal wants and professional wants.

As you are fantasizing, **do not give one speck of mental energy to how this goal is going to be accomplished. Do not concern yourself with where the money, the time, the assistance you may require, is going to come from.** Attempting to think of "how" will either limit or destroy the fantasy. Just think of WHAT you want.







3. From each of these lists of wants, select one that you **want more than anything**. It is essential that you choose **something special**, something you personally feel very drawn to and is **important to you**. **You must want it—you must really want it, with your heart and soul**. It is also important that the wants you choose are in harmony. They must not pull you in opposite directions.

### PERSONAL WANT

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### PROFESSIONAL WANT

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4. It is very important that you give all of your mental energy to the building of the image of the good that you desire. Begin to think about these wants as an image in your mind. **Write about these wants existing in your life in the present tense. See yourself in possession of whatever it is you want.**

*I am so happy and grateful now  
that my Personal want has manifested.*

(Describe your wants **in detail** and in the **present tense**.)

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*I am so happy and grateful now  
that my Professional want has manifested.*

(Describe your wants **in detail** and in the **present tense**.)

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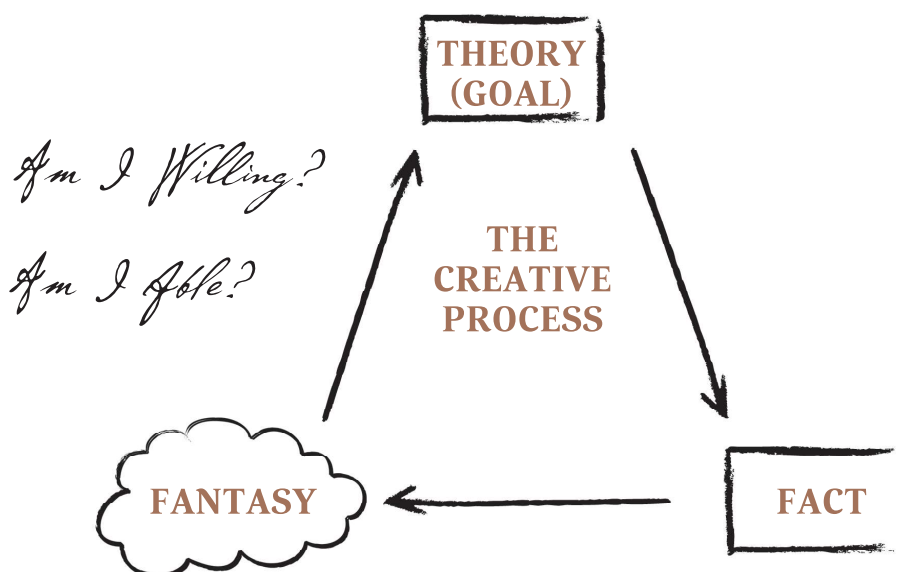
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- You have tremendous creative potential. Everything you see around you was once an idea that was conceived in the imagination. All images that originate in the imagination are referred to as fantasies. Flying airplanes was a fantasy at one time. So was the automobile and the internet. To exercise your creative faculty (your imagination) you begin by building a fantasy. You mentally begin to play with that fantasy until you start to take it seriously. Then you flip from using your imagination to using your reasoning factor, another one of your intellectual faculties, and you start to build the idea more clearly. This is where the image turns into a theory in your conscious mind.

Now before the theory can become a goal, you must ask yourself two questions. The first question is “Am I able to do this?” When you take into consideration that the only two sources of reference we have to go to, science and theology, with respect to human potential both clearly indicate that your potential is infinite, the answer to the first question must be an emphatic yes.

The second question is quite different. It is, “Am I willing—Am I willing to do whatever is required to cause the image in my mind to manifest in physical form in my life?” When your answer to that question is yes, your theory immediately becomes a goal, and when you turn your goal over to the universal subconscious mind, the laws of the universe kick in and the first law—perpetual transmutation of energy—takes over and your goal begins to move into physical form, with and through you. It causes your behavior to change and at the same time begins to attract to you all those things required for the manifestation of your image. Before long, your theory becomes fact. Therein covers the three stages of creation—**Fantasy, Theory and Fact**. This is how everything has been accomplished.



Now write your personal and professional goals on your goal card. (You should be able to articulate your goal in once concise sentence.) Look at your goal card every morning, as often as you can throughout the day, and every night.



6. How do you feel after setting your personal and professional goals?

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7. In the space provided, write 6 action steps you can take right now to move towards your personal and professional goal?

- i. \_\_\_\_\_  
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- ii. \_\_\_\_\_  
\_\_\_\_\_
- iii. \_\_\_\_\_  
\_\_\_\_\_
- iv. \_\_\_\_\_  
\_\_\_\_\_
- v. \_\_\_\_\_  
\_\_\_\_\_
- vi. \_\_\_\_\_  
\_\_\_\_\_

Prioritize these steps in the order you will act on them.

Place your goal card in your wallet, purse or pocket. Call it to mind several times a day. By thinking about the goals you've established for yourself every morning, many times during the day, and every night, you begin moving toward it, and bringing it toward you. You must be able to see yourself on the screen of your mind, already in possession of the goal, and you must seriously want it. Remember, the picture that you hold in your mind most often will eventually be expressed in physical form or circumstance.

**WORTHY IDEAL TEAM WORKSHEET**

1. Fantasize about a team goal. What are the team wants, **what does the team really want?** What is it you would **like very much to be, do or have**, even though the team may feel it is somewhat beyond the team's reach at the present time? Allow yourself to relax and let your imagination wander, fantasize. Create a shopping list of team wants.

**TEAM WANTS**

1. _____	2. _____
_____	_____
3. _____	4. _____
_____	_____
5. _____	6. _____
_____	_____
7. _____	8. _____
_____	_____
9. _____	10. _____
_____	_____
11. _____	12. _____
_____	_____

2. How motivated is the team to attain this goal? Is the motivation coming from what you "should" do, or is it coming from the inside?

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\_\_\_\_\_

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\_\_\_\_\_

3. Are these goals that the team feels they are **able** and **willing** to accomplish?

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4. Pick one item from this list that the team would like to select as the team goal. Be sure the personal and professional goals of each team member are in harmony with the team goal.

**TEAM GOAL**

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5. Write this team goal down on a goal card or poster board. Keep the goal card/ poster board in a place where the entire team will see it often.

6. As a team, envision what it would be like if this goal had already happened. Complete this sentence ...

*I am so happy and grateful now  
that my Team want has manifested.*

(Describe your wants **in detail** and in the **present tense**.)

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7. As a team, set up a daily practice of envisioning the team goal unfolding. Have each person envision this team goal happening.
8. List action steps that each member of the team can take this week to move towards the team goal.

i. \_\_\_\_\_

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ii. \_\_\_\_\_

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iii. \_\_\_\_\_

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iv. \_\_\_\_\_

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v \_\_\_\_\_

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vi. \_\_\_\_\_

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Prioritize these steps in the order you will act on them.

## CREATIVE THOUGHT EXERCISE FOR IMPROVED RESULTS

**F**ind a quiet place where you can be alone and completely relax. Get emotionally involved with the idea of being totally relaxed. Let your body become very light and your mind free flowing. When you feel clear and free, allow an image to form on the screen of your mind of already having achieved your goal. Be aware of how you feel in this accomplishment. Feel the pride that flows through you in having achieved that which you set out to accomplish. When you feel this picture is clear, write a detailed description of the picture that you created in your mind. The same exercise can be applied for individual, group or corporate use.

## WEEKLY ASSIGNMENTS

- Each week as you study this *Thinking Into Results* learning system, review as often as you can the Lesson you are on and the Key Points for that lesson. As you review powerful information over and over, you don't see something in the information that was not there before, you see something in yourself that was not there before. You are a different person operating from a different level of awareness.
- Complete the Worksheets.
- Continue to build an image of your personal, professional, and team goals in your mind. Be as descriptive as possible. On a daily basis, call this image to mind and spend time visualizing your goals.

Call these images to mind when you wake up in the morning, and as the last thing you do before you drop off to sleep.