



THE  
**PALINGENESIS**  
PROGRAM

**10 Steps for  
Palingenesis**

# New Research



- 35 year study
- “Building a Practically Useful Theory of Goal Setting and Task Motivation”

Edwin Locke – University of Maryland

Gary Latham – University of Toronto

- Focused on Goal setting in business



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# Some Highlights



- The highest level of success was with moderate to difficult goals
- The most difficult goals produced the most effort, but did not equate to the highest level of attainment
- Self-efficacy was critical in goal attainment (believing they could achieve it)
- Feedback on progress was critical to success (How am I doing?)
- The more specific the goal – the higher level of achievement
- The level of importance of the goal affected the outcome



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# Change



## Word of caution:

“Change is hard. If it were simple, everyone would be living the life of their dreams. Success takes personal sacrifice. It takes the ability to overcome adversity. It takes an enormous amount of REAL discipline. That’s right... discipline. Success doesn’t care if you were not hugged enough as a child or if you grew up on the right street. Success and goal attainment are about taking full responsibility for where you are in life and your ability to do whatever it takes to make the desired change. If you are willing to put your personal baggage and self doubt on the back burner, read on, you may have an opportunity for REAL change and the true potential of living your dream....”



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# Step 1 – Lets Reflect

- What were my successes last year – personal and professional?
- What were some of my shortcomings last year?
- What three things could I change professionally and personally that would have a significant impact on this year's results?
- What am I truly grateful for?



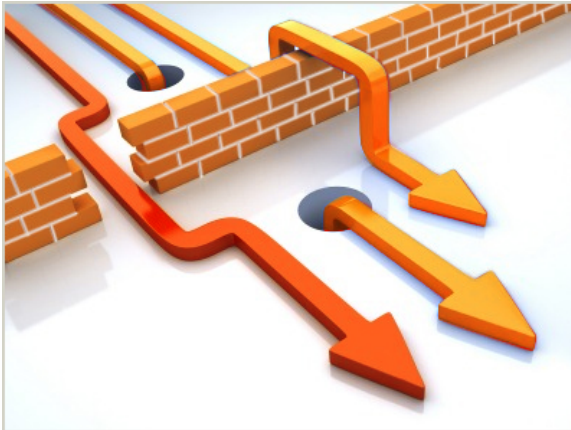
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## Step 2 – Setting Smart Goals

- Specific
- Measurable
- Realistic
- Timely



## Step 3 – Define the Obstacles & How You Will Get Around Them



- Obstacles could be you or things/those around you
- Could be bad habits
- May need reconditioning and setting GOOD habits

\*Remember its 90 days to success for real change

## Step 4 – Developing the Action Plan

- Detail Outline – in bullet form
- Get as specific as you need
- Time, dates, etc.





## Step 5 – What Are the Critical Milestones

- Measuring points to compare your progress
- Setting them Yearly, Quarterly, Monthly, Weekly and Daily



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## Step 6 – Get an Accountability Partner



- Must be a close confident
- Must have influence on you
- Must be able to address adversity
- Must be respected

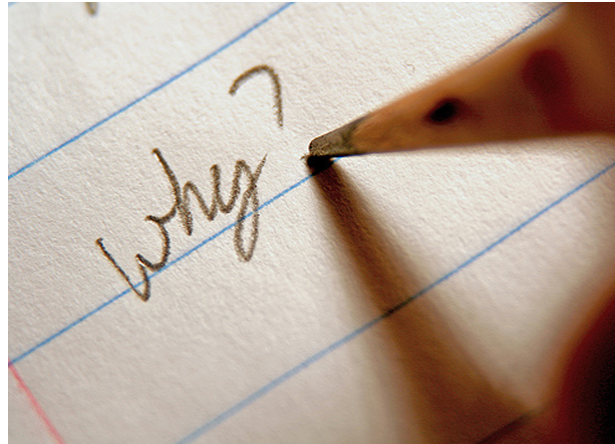
# Step 7 – You Must Believe

- The Magic of Believing
- The role of Sub Conscious in Success



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## Step 8 – Define Your Why?



- Your powerful reason why you will achieve in the face of great adversity
- Even better when it's not about you
- Even stronger when you can lean on a tough life event

# Step 9 – Dream Big & Still Set the Bar Higher

- Human beings are always upping the bar
- World Records and continually overachieving



# Step 10 –Reward Yourself – Celebrate

- RPM Dashboard
- Celebrate the small, medium and huge successes
- If you lose – don't lose the lesson



# Conclusion

- IF you want to change your life – follow these 10 steps.
- Achieve the life you deserve to live



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**Questions and Home  
Work**