

# Forget About New Year's Resolutions -- What's Your Mission?

by [Success Skills Coach Jim Rohrbach](#)

*"Where there is no vision, the people perish."* Proverbs 29:18

Happy New Year to you! A new year, a new beginning. If you're like most people, you've probably flirted around with New Year's resolutions: you've said, "THIS is the year I'm gonna lose weight and get in shape. Starting January 1st, no more snacking. I'm joining the health club and I'm gonna work out daily. I may even do my first marathon." What happens? By February 1st (the latest ...) you're back on the junk food regimen, you've been to the club a total of 5 times (you're "just too busy to get there") and you've filed that marathon application in the trash. And you've concluded, "Resolutions don't work for me." (You've got a lot of company on that one ...)

Maybe you need a better approach. Instead of making a mental resolution, create a Mission Statement. The difference?

A Mission Statement is

- a hand written or typed out paragraph
- posted someplace you can see it regularly
- committed to memory
- has specific, measurable outcomes
- has a deadline -- in this case, December 31st

<>Here's a process you can use right now to create a Mission Statement for personal success in your career or business. Get out a pen and some paper, or if you'd like to do this on line, go to

[http://www.nightingale.com/mission\\_select.aspx?promo=INTBAx139v1](http://www.nightingale.com/mission_select.aspx?promo=INTBAx139v1)

**Step A.** Write down 5 positive personality characteristics you like about yourself in your career/business. For example: willingness to learn, persistence, creativity, friendliness, sense of humor, etc.

**Step B.** For the items you listed above, describe the way you express each positive characteristic on a regular basis in your career, using the word "by" to begin each phrase. For example, if you listed "willingness to learn" above, you might write "by being committed to ongoing professional development" below. Another example: if you wrote "persistence" above, you might write "by making sure the job always gets done" below.

**Step C.** Write down 5 goals you'd like to achieve by one year from today. Be sure to list a specific financial goal separate from these 5 goals.

**Step D.** Look back over Steps A, B and C, circling the 3 most important items in each column.

**Step E.** Now fill in the blanks of the following paragraph:

“My purpose is to express my \_\_\_\_\_ , \_\_\_\_\_  
and \_\_\_\_\_ (write in the three items you circled in Step A)  
by \_\_\_\_\_ ,  
by \_\_\_\_\_  
and by \_\_\_\_\_  
(write in the three items you circled in Step B)  
to create \_\_\_\_\_ ,  
\_\_\_\_\_  
and \_\_\_\_\_ ,  
(write in the three items you circled in Step C)  
and at least \_\_\_\_\_ by \_\_\_\_\_ .”  
(write in your financial goal) (write in the date one year from today)

**When finished, you will have a short paragraph that reads something like:**

“My purpose is to express my intelligence, creativity and people skills by continually learning and applying new ideas, by finding unique solutions to my clients' problems and by building a powerful network of contacts to create 15 new corporate accounts, a steady flow of referral and renewal business, full technological competence, and at least \$125,000 in gross commissions by this date one year from today.”

I hope you give this deceptively simple exercise a try, and I encourage you to follow the guidelines above of posting it where you can review it, committing it to memory and reciting it daily. They you won't need to make any more fruitless resolutions -- you'll be like The Blues Brothers ... you'll be on "a Mission from God."

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