



## WORKING OUT THE END GAME

Many successful entrepreneurs believe that visualisation plays a vital role in their success. Many talk about building a clear picture of the end game - what they want to achieve and within what time frame. Working out and defining the end game proves to be an important activity for many successful entrepreneurs and individuals.

### Some thoughts on trying to define the "end game"

- ✓ What does success mean to you? Define it and then write it down in your daily planner.
- ✓ Ask yourself the question and then define what success will look like in 3 years time.
- ✓ If you truly believe in the "future history" you have defined and are committed to it - it will happen!
- ✓ Goethe - the famous German philosopher stated that when you are committed to a vision the world orientates itself to making it a reality!
- ✓ Define the breakthrough objectives that will put you on course for year 1. Be specific on what needs to be done and by when. Stick to a simple action plan.
- ✓ Research shows that Winners stay positive and focused on their vision no matter how tough things get.
- ✓ When the going gets tough *"the tough get going"*.
- ✓ Regularly *"check in"* to your vision and plan - how close are you to achieving the goal - if you are off track - change the strategy.
- ✓ Many companies and individuals have the will to win - but how many have the will to prepare! Attention to the small stuff has a big impact on moving things forward.
- ✓ Remember that success is based on 20% strategy and 80% doing! The end game will only be achieved if you keep taking small steps and action.