



# 2022

## GOAL TRACKING YEAR-HACKER PACKET

Life is the process of discovering what you're capable of.  
In the end, no matter what happens, it was only that.  
This packet was designed to encourage you to realize  
your goals this year by getting clear on what they are.

May you have a healthy, happy, and prosperous 2022!



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ROGERS HEALY  
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## ANECDOTE FOR THE GOAL-LESS

Howard Hughes was a world-record holding archer, who could pierce an apple with a bow-and-arrow from 100 yards away, then could take another arrow, and pierce the first, straight down the middle. World-class accuracy like the world had never seen.

What if I told you I could out-shoot Howard on his best day, without ever practicing a shot? What if I bet everything I owned that I could out-shoot him? What would you say?.....Provided we blind-fold Mr. Hughes first, and spin him around more than a couple of times, so he really doesn't know where his target is!

You would say, of course! How is that fair? How can he hit a target he can't see?

That's a very good question.

**How are you going to hit a target YOU don't have?**

### 2022 GOAL-SETTING 101

We're all in pursuit of happiness. No matter what your goals are, our chemistry make us feel good about doing good, and that can be directed towards properly-defined goals. You'll build momentum and find purpose in the fulfillment. I hope you make personal development one of your goals. We're far from perfect. Think about the person you want to become in the future. How could you be more valuable to the market place, and what personality traits do you need to acquire to be more attractive to the business world? What attitude and temperament make you a more splendid person? It's not what you get that makes you valuable. It's the person you become that makes you valuable. [A good person, is a contributor.](#)

Your own self-development is the best gift you can give to your children, not self-sacrifice. That tends to cause resentment. Self-development creates respect. The best contribution I can give to you, or any friend, is my own personal development. The best contribution I can make at work, or in a relationship, or at school is my own self-investment. Becoming kinder, wiser, smarter - think about how you affect everybody around you.

If you already have S.M.A.R.T. goals defined, skip the next few pages.



Goal  
**SETTING IS AN  
ART.**  
MASTER IT TO  
MASTER SELF.

## GOAL SETTING WORKSHOP

## GOAL-SETTING WORKSHOP (2HRS)

I encourage you to go through these steps in solitude, or with friends who are also willing to reach towards a better-self. When done correctly, it should take about 2 hours to define and reverse-engineer the first steps of your goals. If you already know yours, skip ahead.

### 1. LIST 4 THINGS YOU'VE ACCOMPLISHED IN LIFE THAT YOU'RE PROUD OF:

This is meant to get you to realize you're capable. You have set your mind to something before, and achieved it, no matter how big or small. Now is the time to feel good about it!

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

### 2. LIST 2 THINGS THAT TURN YOU OFF & 2 THINGS THAT TURN YOU ON

Time to self-reflect. What things keep you from building momentum? Who/what is draining your energy? List two things you need to cut-out of your life immediately and two things that make you perform & feel at your best..

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

### 3. WHAT KIND OF PERSON MUST I BECOME TO ACHIEVE ALL I WANT?

You might not know the answer to this because you have no idea what you want. It's good to think in this mind-frame before doing the next exercise. You know what skills and what attributes you admire in others. Stronger? Wiser? More disciplined? Humorous? To be the person you want to be, you may need to develop an incredible reputation. When opportunity knocks, you have to stand there as a very attractive person or you might not be invited in. [What three attributes does the person you need to become have?](#)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## GOAL-SETTING WORKSHOP (CONTINUED)

This exercise is the bulk of the work-shop, and it's designed for you to enter a mental-space where anything is possible. Little kids get it done in 10 minutes. I always found that interesting. They have less self-imposed limitations on what they can achieve. Tap into your inner child. Create a life that will truly make you happy or use this exercise to establish your business goals for this year.

### 4. MAKE A LIST OF 50 THINGS YOU WANT IN LIFE

These are things you **want**, not things you **think** you can get. Something that would really do it for you. If everything fell into place, and you could have anything and everything you've ever wanted. List the **places you want to visit, skills you want to acquire, roles you want to play in peoples lives, business goals, ways you want to reward people, income, experiences, and investments you want to have, people you want to meet, projects you want to accomplish, a cabin in the mountains, a cook, a maid, properties, debt free, charity, kids, a new lap-top, wardrobe...** What things, skills, and experiences would really do it for you? A hot partner? A house in every season? A new instrument? 6-pack abs? Reading a book a week? Eating somewhere new every week? How would your life look if you could really have it your way? List it all, and be specific.

<input type="checkbox"/> 1. _____	<input type="checkbox"/> 18. _____	<input type="checkbox"/> 35. _____
<input type="checkbox"/> 2. _____	<input type="checkbox"/> 19. _____	<input type="checkbox"/> 36. _____
<input type="checkbox"/> 3. _____	<input type="checkbox"/> 20. _____	<input type="checkbox"/> 37. _____
<input type="checkbox"/> 4. _____	<input type="checkbox"/> 21. _____	<input type="checkbox"/> 38. _____
<input type="checkbox"/> 5. _____	<input type="checkbox"/> 22. _____	<input type="checkbox"/> 39. _____
<input type="checkbox"/> 6. _____	<input type="checkbox"/> 23. _____	<input type="checkbox"/> 40. _____
<input type="checkbox"/> 7. _____	<input type="checkbox"/> 24. _____	<input type="checkbox"/> 41. _____
<input type="checkbox"/> 8. _____	<input type="checkbox"/> 25. _____	<input type="checkbox"/> 42. _____
<input type="checkbox"/> 9. _____	<input type="checkbox"/> 26. _____	<input type="checkbox"/> 43. _____
<input type="checkbox"/> 10. _____	<input type="checkbox"/> 27. _____	<input type="checkbox"/> 44. _____
<input type="checkbox"/> 11. _____	<input type="checkbox"/> 28. _____	<input type="checkbox"/> 45. _____
<input type="checkbox"/> 12. _____	<input type="checkbox"/> 29. _____	<input type="checkbox"/> 46. _____
<input type="checkbox"/> 13. _____	<input type="checkbox"/> 30. _____	<input type="checkbox"/> 47. _____
<input type="checkbox"/> 14. _____	<input type="checkbox"/> 31. _____	<input type="checkbox"/> 48. _____
<input type="checkbox"/> 15. _____	<input type="checkbox"/> 32. _____	<input type="checkbox"/> 49. _____
<input type="checkbox"/> 16. _____	<input type="checkbox"/> 33. _____	<input type="checkbox"/> 50. _____
<input type="checkbox"/> 17. _____	<input type="checkbox"/> 34. _____	

## GOAL-SETTING WORKSHOP (CONTINUED)

The key is to put everything on your list. The key is in taking it out of your head and putting it on paper. Formalize your dreams. Ideas can turn into hotels, into enterprises, into careers, but you need them written. Take things that aren't important to you off your list. You will grow and mature and the things you want will change.

### 5. LOOK AT EACH ITEM AND ASSIGN IT A NUMBER: 1, 3, 5, OR 10.

Based on how long it would take you to achieve that ONE goal if you were disciplined and focused solely on achieving it. Is it a 1-year goal? A 3-Year Goal?...and so on.

### 6. COUNT-UP HOW MANY 1, 3, 5, OR 10-YEAR GOALS YOU HAVE

and fill out the chart accordingly:

1-YR	3-YR	5-YR	10-YR

Take inventory of your dreams. Look at how many 1-year goals are on your list, and ask yourself: How would I feel at the end of the year if I accomplished even a quarter of these 1-year goals in 2022? Which ones would lead to accomplishing the 3, 5, and 10 year goals faster? or maybe just make you happier this year?

My favorite definition of success is one I read from Dale Nightingale; "Success is the progressive realization of a worthy ideal." Which 1-year goals, if accomplished, would make you successful this year in your own eyes? THIS PART IS IMPORTANT. Take your time looking at how one goal can feed the others. That way you know what goal to prioritize for the biggest long-term impact.

## GOAL-SETTING WORKSHOP (CONTINUED)

### 7. PICK YOUR TOP 4 ONE-YEAR GOALS

Look at your list, and select 4 of your 1-year goals that would make 2022 a success for you. If they play into bigger goals, even better. Think financial, health, self-development, and personal goals. Create your balance.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

### 8. RE-WRITE THEM TO MEET THE S.M.A.R.T. STANDARD

There's a right way, and wrong way to writing goals. The S.M.A.R.T. method is proven to work, and it makes sense. It's better to be a meaningful specific, than it is to be a wandering generality. Take your top-4, and re-write them in a way that makes them more attainable. It's all about being specific.

Instead of saying "my goal is to be healthier this year," try defining your target. A clear and defined goal would read more like, "my goal is to be able to run 3 miles in under 30 minutes, and have a 6-pack by the end of Q2 this year."

If your goal is to "be nicer" you need to define what that is to you, and be specific about what achieving that goal would look like.

<b>S</b> <i>specific</i>	What specifically am I trying to achieve?
<b>M</b> <i>measurable</i>	How will I measure success?
<b>A</b> <i>attainable</i>	What steps do I need to take to attain the goal?
<b>R</b> <i>relevant</i>	Is this relevant for my long-term objectives? Is this the right time?
<b>T</b> <i>time-bound</i>	What is the time frame for the goal?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

## GOAL-SETTING WORKSHOP (CONTINUED)

### 9. DEFINE YOUR WHY

"When the why gets stronger, the how gets easier."

Without a strong enough **why**, you'll never be motivated to reach your goals. If it was worth it to you, you would buy the book, wake up on time, develop the skills necessary, etc. If you can't make the why meaningful enough, choose another goal that will really drive you to accomplish - because of what it would mean to you, and your loved ones.

For example, if your goal is to own a huge lake-house:

**Purpose is stronger than object.** The object would be the house but the purpose is the why behind the goal. The fact that the home would be the centerpiece of the family, where everyone can get together for family events. Where cherished memories will take place; A home where everyone can feel secure and at peace. A strong WHY is what will pull you out of the tough times and remind you that what you're doing, although difficult, is incredibly worth it. It only works if it's actually worth it to you.

**WRITE DOWN BESIDE EACH GOAL A PARAGRAPH WITH A DEEP WHY TO REFERENCE WHEN YOU NEED THAT EXTRA BIT OF MOTIVATION**

GOAL	WHY

## GOAL-SETTING WORKSHOP (CONTINUED)

### 10. CONGRATULATIONS!

Not only do you have 4 specific, measurable, attainable, relevant, and time-driven goals to start working towards right away, but you have a list of 46 other things that you want out of life, properly written in one place. You have 10-year goals ready to be reverse-engineered into smaller goals, 4 strong why's behind your current goals, a list of turn-ons, and turn-offs in your life, and a list of attributes that get you closer to being the person you need and want to be.

When you've accomplished those goals, you'll need some more to accomplish. Celebrate your significant accomplishments. Celebration creates excitement to develop a longer list.

### BEHOLD AND BEWARE

**Beware of what you become in the pursuit of what you want.**

**Behold life in awe.**

## GOAL ACCOUNTABILITY

## GOAL ACCOUNTABILITY

You have 52 weeks to get it done. You need to see that. Visualize that on paper, and understand that each week needs to build onto the next. List your top 4 goals to accomplish this year, and start defining what a 7/7 week looks like for each.



1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

### STEP 1: USE THE 7/7 RATING METHOD FOR WEEKLY ACCOUNTABILITY

This is for the people who want to get serious in the pursuit of the life they want. There are 7-days in a week (you're welcome). You need to define weekly what a 7/7 looks like. This would be a week where you're getting what needs to get done in order to stay on track for your deadlines. This method can be applied to personal, and business goals exactly the same.

**Example 1:** If your goal is to get 10 new clients in the first quarter of 2022, reverse-engineer what actions need to take place in order to achieve this. A 7/7 week might look like:

1. Connecting with 25 new prospects a day 5/7 days a week
2. Getting at least 5 appointments scheduled
3. Following up on 50 past clients
4. Researching my industry for at least an hour

**Example 2:** If you have a specific fitness goal, a 7/7 week might look like:

- Cut out soda from my diet
- Work-out at least 3 days this week
- Drink 25% more water
- Reduce mile-time by 10 seconds

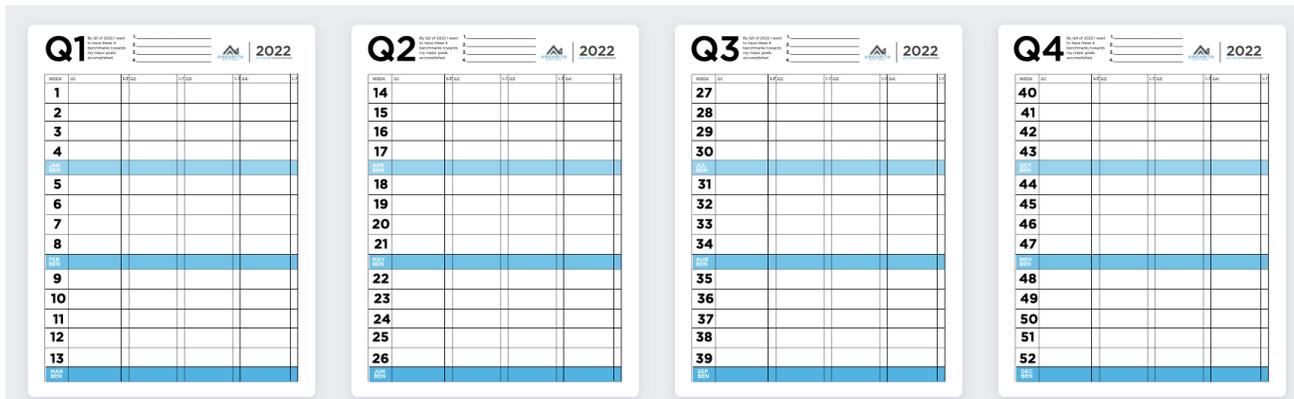
\*note: a 7/7 doesn't mean you worked on the goal every single day. It means you scheduled getting done what you needed to, in order to meet your goal's deadline. You accomplished all the little or big steps you needed to.

## GOAL ACCOUNTABILITY

I strongly encourage everyone to keep a calendar. This is standard for anyone who wants to perform towards their endeavors at an executive level. As age shows you, making time for the necessary, is necessary. There is no way around it. The great thing is you can plan for spontaneity too. How do you know you'll have a productive week if you have nothing planned towards your goals?

### STEP 2: CREATE MONTHLY & QUARTERLY BENCHMARKS

THESE 4 SHEETS MAKE UP AN ENTIRE YEAR OF YOUR LIFE. IT HAPPENS FAST.



Take it goal by goal. List 3 benchmarks that lead up to you achieving your goal. These will become quarterly goals. Reverse engineer your quarterly goals to create a monthly goal for each one. List your quarterly benchmarks below:

GOAL 1: \_\_\_\_\_

GOAL 2: \_\_\_\_\_

Benchmark Q1: \_\_\_\_\_

Benchmark Q1: \_\_\_\_\_

Benchmark Q2: \_\_\_\_\_

Benchmark Q2: \_\_\_\_\_

Benchmark Q3: \_\_\_\_\_

Benchmark Q3: \_\_\_\_\_

GOAL 3: \_\_\_\_\_

GOAL 4: \_\_\_\_\_

Benchmark Q1: \_\_\_\_\_

Benchmark Q1: \_\_\_\_\_

Benchmark Q2: \_\_\_\_\_

Benchmark Q2: \_\_\_\_\_

Benchmark Q3: \_\_\_\_\_

Benchmark Q3: \_\_\_\_\_

## GOAL ACCOUNTABILITY

I've created a chart that allows you to see everything in one place. I've discovered through trial and error that the most difficult thing about goal-setting is accountability. Use this worksheet to help keep you accountable and if you want to take it to the next level, start a focus group where you discuss your progress and help each other make 7/7's out of every week. Ideally in person, but a zoom group that meets once a week, is more than enough.

### STEP 3: KEEPING TRACK

This is how you'll keep track, visualize, and reverse engineer your goals.

**Q1** By Q1 of 2022 I want to have these 4 benchmarks towards my major goals, accomplished.

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Write your quarterly goals here

Write the major activities you need to accomplish for a 7/7 week

Write your 4 major goals here

WEEK	G1:	1-7	G2:	1-7	G3:
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>JAN BEN</b>					

Write your monthly benchmarks for each goal here

Use this section to rate your progress on a scale of 1-7







