



VINCIGUERRA CONSULTING GROUP
Transforming Leaders. Transforming Business.

Leadership On-Demand Mini Course

Goal Setting & Action Planning

Course E-Book

Welcome!

Congratulations on your dedication to continuous and never-ending improvement. At Vinciguerra Consulting Group, our aim is to provide you with the tools, strategies, and skills to take your leadership and life to the next level.

This online learning platform allows you to move through the curriculum at your own pace, giving you the freedom to not just try some new ideas along the way, but to expand your limiting beliefs as to what you can truly achieve.

Throughout this course, you will have plenty of resources to help shape your leadership future. The E-Book is designed to be a responsive companion to your learning journey, the videos offer insight and well as guidance to what you are learning, and the tools included in the E-Book will give you a baseline of data on your areas of strength, as well as your opportunities for growth.

At the end of this course, it is my hope, that you walk away with more tools in your tool box, increased confidence in yourself as a leader, and most importantly a renewed vision of potential for yourself, and your organization. Results matter – and the only way that leaders get the results they want is to no longer tolerate where they're at. Your commitment to extract more knowledge for yourself, makes all the difference in the world to what you can achieve.

Lastly, if at any point you need support or greater clarity in your learning journey, simply reach out to me at scott@vcgtransforms.com, and I will gladly listen.

Best of luck, and continued success in all that you do, and thanks for choosing Vinciguerra Consulting Group as your trusted resource in your development.

Live with Purpose & Passion,

Scott

Dr. Scott Vinciguerra, CEO
Vinciguerra Consulting Group

Goal Setting & Action Planning – Course Map & Agenda

Part I.

Goal Setting & Action Planning - Course Overview

Part II.

Critical Thinking - 7 Levels of Why

Part III.

The Psychology of You

Part IV.

Vision of Potential - 3 Steps to Transformation

Part V.

Massive Breakthroughs - The Clarity Tool

Part VI.

Taking Action

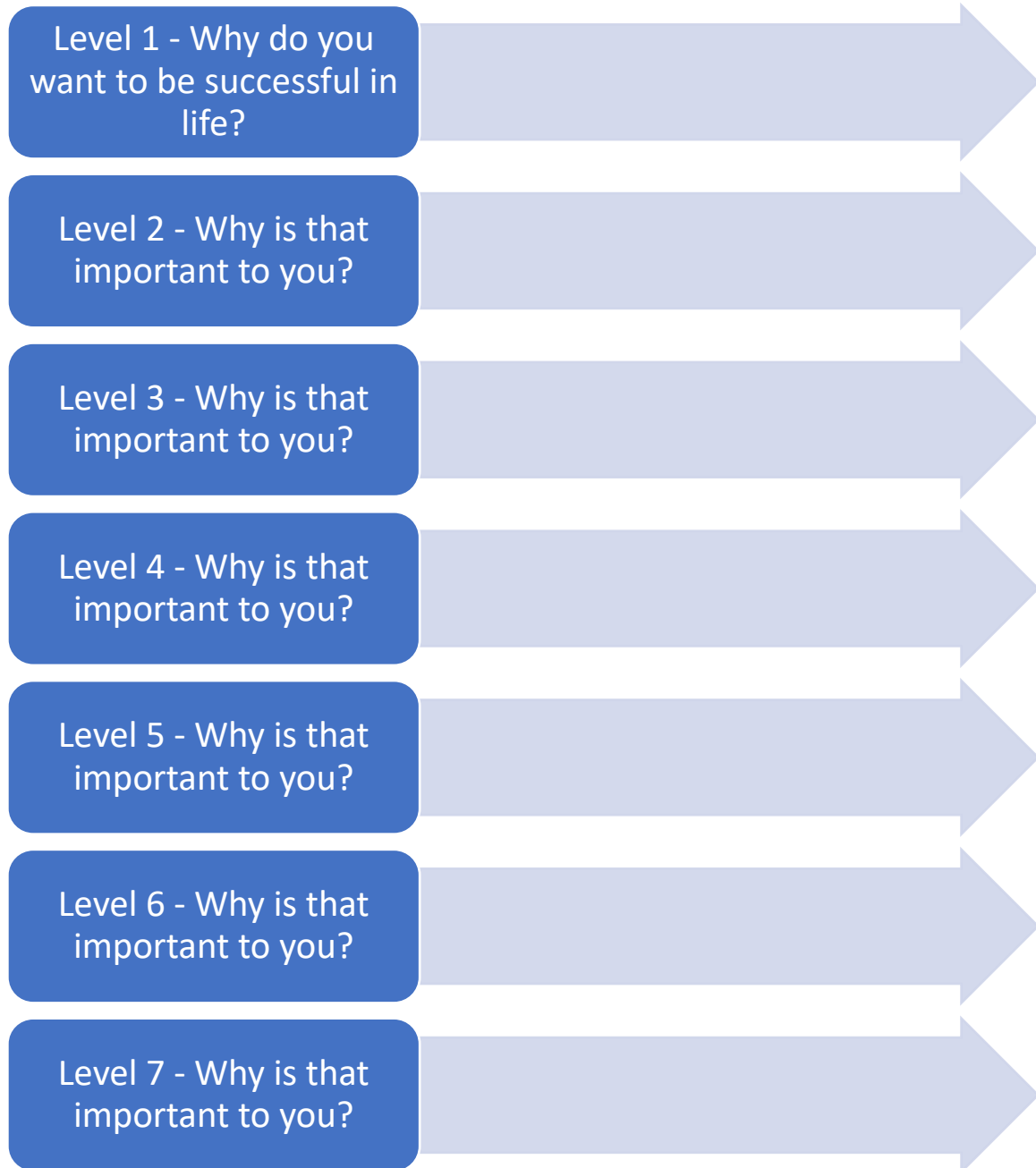
Part I.
Goal Setting & Action Planning - Course Overview

The purpose of this course is to teach you the strategies, skills, and tools necessary to make permanent changes in your life. Whether it is personal, professional, relationships, spirituality, health & wellness, or finances, without defined goals and a pathway to achieve them, human beings become stagnant in their development. This course focuses exclusively on defining a goal(s), understanding the psychology behind the goal, the psychology of achievement, triggers that delay development, and recognizing how to call upon your inner motivation to begin living life on your own terms.

Part II.

Critical Thinking - 7 Levels of Why

Instructions: This is one of the most important exercises you can do to reach your goals. It's to determine that ultimate driving force to accomplish anything you want in life.



Part III.
THE PSYCHOLOGY OF YOU

HOW TO TRANSFORM PROBLEMS INTO OPPORTUNITIES

More often in life, we 'go with the flow'. Our daily routines or habits are predictable and lull us into a state of autopilot. We don't tend to see, notice, hear, feel, or appreciate what is going on around us. However, if we take the time to attend to an area of our life that we once left dormant, all of the sudden, the world around us begins to change.

What would happen to **YOU** if **YOU** took a deeper, more robust look in the mirror at your relationships, your finances, your career, your spirituality, your health? I know, it can be too scary, which is **EXACTLY WHY** most people give up. I have been there myself. I have felt incredible pain and loss, as well as disappointment in my actions and attitudes. However, that psychology or mindset will not work if you are desiring to transform your life and achieve the level of what you really want!

It can be pretty difficult to feel dissatisfied and unmotivated, when the images you create in your mind's eye or the stories you tell yourself are, "I want to do more, give more, love more, feel more." The first step in transforming your problems into opportunities is to fully understand **YOUR PSYCHOLOGY** – what makes you tick, your habits and commitments, what derails you from achieving your targets, and getting the results that you **REALLY WANT!**

A change in your attitude and approach is the very first step in your transformational journey. It will **REQUIRE** that you begin to form new ways of **THINKING** before you attempt new ways of **BEHAVING**. You must **SEE** your **SUCCESS** in **HDMI** clarity, and you must embrace the notion that change is part of your evolutionary process if you are **COMMITTED** to growth. In order to ignite **MASSIVE GROWTH**, you must take a full-blown inventory of your psychology and mindsets in order to unpack what is getting in your way.

"Whether you believe you can, or you can't, you're probably right." Henry Ford

"In the perspective of every person lies a lens through which we may better understand ourselves." Ellen J. Langer, *Mindfulness*

Psychology of You Exercise

In the space provided, capture the thoughts, stories, or images that propel or give energy to your life.

Psychology of You Exercise

In the space provided, capture the thoughts, stories, or images that disrupt or sabotage your success.

What are you willing to let go of to achieve your massive breakthrough(s)?

THE PSYCHOLOGY OF YOU – GETTING EXPONENTIAL RESULTS

In order to make massive breakthrough(s), you must name your problem – you cannot ignore that it exists. This program, and this course is going to ask you to play full-out, with no fears, no limits, and no excuses. In the space provided, begin your process of getting exponential results!

Major Lessons:

Your **NEXT LEVEL lives on the other side of your fears and your pain.

The thing that scares you the **MOST is the dragon you have to slay – Face it head-on, and find out what can assist in solving your biggest fears.

**Become solution oriented, resource oriented – mindsets are determinant of results.

**Create NEW permanence.

The Challenge/Problem I am Enduring is...

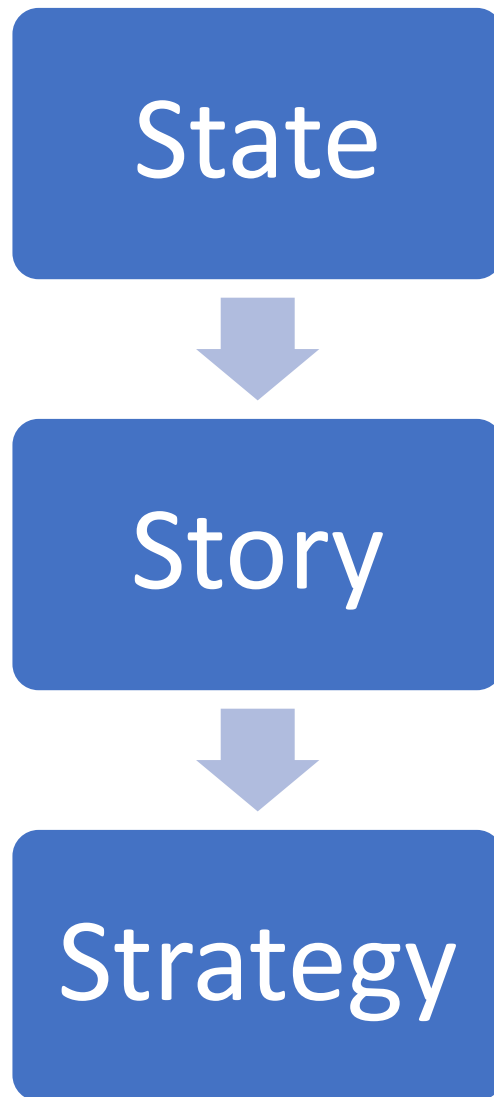
Possible Solutions to This Challenge/Problem are...

When I Think About This Problem, I Feel...

Actions I MUST TAKE to Address This Challenge/Problem

Part IV.

Vision of Potential - 3 Steps to Transformation & Breakthrough



THE STEPS TO TRANSFORMATION & BREAKTHROUGHS

Step 1: Think of a limiting belief that you have about yourself. Write down all of the judgements you have about that belief.

Step 2: The ONLY way to believe something is not to question it. If you want to breakthrough what's limiting you, ask these 3 questions...

- Is this true? Could this be a misinterpretation or misperception? Do I have all of the possible information necessary to know EXACTLY what this means?

- What do I feel, experience, or become like when I believe this thought?

- If this thought didn't exist, how would I feel, behave, or experience life? What would I be like?

Step 3: Turn around your limiting belief and come up with 3 examples of how you KNOW the new belief is TRUE!

“What separates those who are successful from the rest is how they think – mindsets are everything.” John C. Maxwell

**Part V.
Massive Breakthroughs**

THE CLARITY TOOL – TURNING FEAR INTO POWER

Major Lessons:

**Gaining clarity is an admission of where you no longer want to be and where you see yourself in the future.

Clarity is what happens **AFTER you have witnessed your **ULTIMATE** vision for your life.

Current Status – The TRUTH (What)	1 Year Out – Look Back – Where do you want to go with CLARITY?
Why are these goals/targets important to you?	Capabilities Needed to Achieve Targets/Goals (How)

Passion, Purpose, Potential Overview

PASSION

THAT WHICH DRIVES YOU &
FILLS YOUR SOUL

EXAMPLE:



PURPOSE

THAT WHICH CREATES
CONNECTION/CONTRIBUTION

EXAMPLE:



POTENTIAL

THAT WHICH YOU ASPIRE TO
BECOME

EXAMPLE:



EXTRAORDINARY LIFE

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EXTRAORDINARY LIFE

7 LEVELS OF WHY – Second Time with Focus

Now that you are clear on what it is that you want to achieve, whether you've achieved these goals/targets is a matter of not only focusing on them, but also having the resilience to push through the tough times.

1. WHY DO I WANT TO LIVE AN EXTRAORDINARY LIFE?

2. WHY IS THAT IMPORANT TO YOU?

3. WHY IS THAT IMPORTANT TO YOU?

4. WHY IS THAT IMPORTANT TO YOU?

5. WHY IS THAT IMPORTANT TO YOU?

6. WHY IS THAT IMPORTANT TO YOU?

7. WHY IS THAT IMPORTANT TO YOU?

WHAT ARE MY COMPELLING REASONS TO LIVE LIFE THIS WAY?

Brainstorm all of the extraordinary benefits you'll experience of living your new life this way.

Part VI.
Taking Action
RPM PLANNING METHOD – RESULTS, PURPOSE, MASSIVE ACTION

As you have now evolved to this stage in your development, you will need a defined plan of action to achieve the results you want. This process, developed by Tony Robbins, gives you a template for your success in any area of your life that you desire to see massive growth. It also forces you to **THINK BIG** to ignite your life!

Ultimate Vision: This segment asks you to create an image of what life will be like for you once you achieve your goal/target. It should include language that gets you excited, moves you, and includes language that extracts emotions.

Ultimate Purpose: In this part, you want to again use language that sparks your ‘WHY’. Why is this important to you? Why are you committed to this? Why are focusing on this?

Roles: This is what you want others to see in you, as well as what you want to see in yourself as a result of your efforts. Get playful here, Superwoman!

3 To Thrive: In this segment, list the top 3 things that you could do EVERYDAY, that even if you did nothing else, would help you to achieve your goals.

Resources: Think critically about this segment, and list all of the possible resources you could access to achieve what you want from life.

30/60/90 Day Plan: In this final segment, list SPECIFICALLY what you want over the course of the next 30-60-90 days.

“If you fail to plan, you plan to fail.” Benjamin Franklin

RPM TEMPLATE

ULTIMATE VISION	ULTIMATE PURPOSE
ROLES	3 TO THRIVE
RESOURCES	30/60/90 DAY PLAN

Ideas Worth Doing

Major Lessons:

****Capture your momentum in this tool by committing to your future.**

****To get to the NEXT LEVEL, this tool is ESSENTIAL.**

****This tool creates priorities as a summary & a plan for your NEXT LEVEL.**

Idea Worth Doing	1st Step	Start Date	Value it Will Bring	Who Can Help?

Wrap-Up Tool

Top 5 Breakthroughs or Insights

- 1.
- 2.
- 3.
- 4.
- 5.

Top 3 Items to Put Breakthroughs or Insights Into Motion

- 1.
- 2.
- 3.

Two Connections I Made Today

- 1.
- 2.

What words can help you get back to your current state?

What pain will I feel/experience if I don't take this action and make this commitment?

Reflections

Notes: