

**H**ow has your year started? Ticking off those goals set on New Year's Eve? If you are struggling with them, or the goal faded when you woke up on January 1st, then you are not alone and this newsletter is for you. **Let's start now!**

### **What is performance coaching?**

We have received quite a number of questions like this.

Performance coaching is life coaching that is geared toward people who want to **be the best they can in any endeavour.**

Often this relates to those who play golf and want to lower their scoring average through to those who really want to earn millions from playing professionally. It may also be for someone who is looking to **step up in any area of their lives**; health, work, study, etc and they are struggling with procrastination, indecision or doubts and fears. These things are all very normal and for the most part are easily overcome.

Some of the ways this type of coaching benefits you are:

- ☞ Goal setting & achievement
- ☞ Accountability coaching
- ☞ Building self-confidence
- ☞ Improving communication skills
- ☞ Overcoming procrastination
- ☞ Exploring and overcoming limiting beliefs
- ☞ Concentration and confidence
- ☞ Positive self-talk
- ☞ Training and recovery
- ☞ Determining values and purpose
- ☞ Physical and mental skills training



### **Very Special Offer**

If you are **serious about taking the steps to improve** what you do in areas of your life that are significant to you and really want to step up this year to make 2010 outstanding for yourself and others through your influence, then contact Peter Knight at [peter@golfpossibilities.com.au](mailto:peter@golfpossibilities.com.au) or call 03 8774 6835.

As a special offer, Peter is providing **complimentary coaching to the first four people who reply** to this offer.

**Talk about an offer that can't be missed!**

### **Women Golfers: Full-Day Training**

Late March Peter conducted a full-day short game session with four other professionals at Victoria Golf Club. These days are hosted by Women's Golf Victoria and there are only thirty places available at each day.

The days consisted of sessions on trouble shots, pitching, chipping, bunkers, putting and playing on the beautiful Victoria Golf Club. There will be others during the year; contact Leah Sandeman at WGV for more details on 03 9524 7605. Act now as these days book out very quickly!





## Victorian Women's Squad

After taking NSW Boys and Colts teams to multiple Interstate Series wins, Peter will this year be coaching the Victorian Women's squad. This follows three years heading the National Team and AIS golf programme.

It is an exciting challenge with a group of extremely talented golfers. One of the squad members, Stacey Keating recently won the Australian Amateur Championship, cementing her place as #1 Australian female golfer. Congratulations Stacey.

## Goals for a Vibrant 2010

It's New Year's Eve and the timing seems right to make some grand resolution for 2010. These sound impressive when you tell them to other people, however they are often not very meaningful to you.

This is especially true when you are out celebrating with friends and the resolutions are coming thick and fast; a bit like a competition. By morning the thought of the resolution – if you can remember it – fades to a distant dream. Some of these resolutions may gain legs and be thought of and worked toward for a short period of time, but most will be forgotten at some point long before they are achieved.

Now that we are well into the year and still with eight months to go before resolution time again, now is a good time to consider what you would really like to achieve this year. For some of you, that goal has already been determined and is being worked toward; some will have determined it, but not yet started; others know that setting goals is a good idea but aren't sure where to start.

An athlete who tells you the training is always easy and always fun simply hasn't been there. Goals can be elusive which makes the difficult journey all the more rewarding.

*Alberto Salazar*

Whichever category you fall into, it is worth talking about how to set goals and stay on track with them. To waver and lose faith or interest from time to time is normal, so strategies to overcome these times is crucial.

## Establishing your goal

One of the key reasons people don't stick to their goals is that they either don't have meaning for them or don't fit with their values system. Understanding your values can be simply knowing what is important to you.



For example if connecting with people and making new friends is important, one person may wish to join a golf club and another may wish to learn Italian cooking so she can host a dinner party with an Italian theme.

The golfer may then have a goal of learning to play better and the other person to improve their cooking skills.

The acronym **SMART** can then be used to provide more clarity about the goal. I will use the golf example to explain how the acronym works. **Make sure you write out your goals.**

**Specific** – write the goal so the **outcome is clear**. "I will be playing off a handicap of 12 by December 31."

**Measurable** – there **must be some way to measure the outcome** as well as milestones along the way. The handicap outcome is very good. "By June 30, my handicap will be 16 (currently 20); by September 30, my handicap will be 14; by December 31 my handicap will be 12."

**Attractive** – think about why the goal is appealing; **what will you see** when you have achieved the goal (and milestone goals)? **What will you be saying to yourself** about that? **How will you feel?** **Create a realism to this vision** of yourself having already achieved the goals. If you are not excited by this, then find a new goal which will create an excitement for you.

Create a vision board where you post inspiring pictures of your role models, a pretend scorecard showing you playing to your goal handicap, an imaginary letter from someone writing to congratulate you on your achievement, etc.

What is your intention for yourself by having this goal? Maybe it's more than being able to connect with others (the original value). Perhaps it also includes a sense of personal achievement and increased self-confidence.

**Realistic** – is the goal realistic? In this case it is and more importantly the player believes it is. The player also believes it will require some effort with coaching and practice to attain. This also makes its achievement worthwhile.

**Timed** – we have already set the goal for having a handicap of 12 by December 31 and milestone goals as well.

### **Next steps**

What is the very first step to achieving the goal. It could be phoning to book a golf lesson. Pick up the phone and do it straight away. What's next?

Rewrite the goal to include elements of the above: "It is December 31 and I am explaining that my goal for 2010 was to get my handicap down to 12. I have done that with a combination of having a lesson each month and practicing three times a week to a plan set for me by my coach. I am now playing with the best players in the club and feel comfortable and confident when I do. I am really proud of my achievement."

### **Why write my goals?**

The act of writing means you

- ✍ Have to be clear about what you are writing before you put pen to paper. While you might get away with an explanation of your goal that is vague, this isn't the case when you are writing.
- ✍ Writing helps commit the goal both to memory and also to your subconscious.
- ✍ You are likely to picture achieving the goal as you are writing. This makes you more excited about it and further focuses your intention of working toward the goal.
- ✍ Goals seem more real when you see them in writing.
- ✍ Goals not committed to paper are not ever really committed to.



### **Other tips for goal setting**

- Create goals for different areas of your life: health, relationships, career/school, finances, hobbies, spiritual and self-development. You can add other areas as well.
- Create a list of your goals and put it somewhere you can read it daily.
- Complete steps each day (even small ones) which will move you closer to your goals.
- Review your goals and delete those that you no longer desire. This is different to meaningful goals you wish to achieve, but require lots of effort. Those are worth persisting with.
- Share some of your major goals with others to enlist their support and ask them to hold you accountable for achieving them.

## **What are your goals for the year?**

In next month's newsletter, we'll talk about staying on track.

For now, consider taking up the **offer of complimentary coaching** to start, then keep you on track for the year.