

Chapter 2: *M*

How to make your goal *Measurable*

Is there some kind of special ruler or measuring tape for goals? No, that would be too easy. Given your goal hasn't manifested itself yet, how do you measure the distance between where you start and your final outcome? Knowing what the process of working towards your goal will look like and how to recognise that you're getting there is important.

If you've reached this point, you would have set a goal for yourself that was small and specific. Hopefully, your goal is small enough that you don't feel too overwhelmed to even make a start and you've also gotten as specific as you can on what your outcome is, so you can conjure it up in your mind in an instant, describing it easily and with confidence. Don't feel you achieved that first step quite enough? Then please go back and redo the first step in the method. But if you feel you have, please continue.

Know the way before you go the way

Firstly, ask yourself what you currently know or believe to be all the necessary steps you'll need to take to reach your goal. For example, perhaps your goal is to build something? Maybe an extra room for your home or a cubby house for your kids? Your dream car, put together in the garage piece-by-piece? Brainstorm as many steps as you can. Here, you are breaking down your outcome into *Measurements*.

In order to help with this process, there are two ways you can go about it. Like described in the *Small* part of The SMARTEST Method, go forward in your mind's eye to the moment when you've achieved your outcome. Reflecting on how you did it, think of all the steps you took to get there. Again, use the "Chunking Down" technique. If you are familiar with the

process of the type of goal you're trying to achieve you should be able to do this.

The second way is to find a mentor or coach; someone who has achieved the goal you're going for, and learn from them how they did it. This can be extremely useful in your journey of success, especially if you are stepping into new territory or achieving something that you never considered doing before. Finding someone you can model who has basically achieved the level of success and accomplishment you would like to, can make a big difference in how you go about your goals. We will talk more about "Mentors and Coaches" later on in The SMARTEST Method.

Keeping track of how you get there

It's important as you move forward in the achievement of your goal to *record* your measurements. As you take each step and achieve the mini-outcomes, make a note of that. A great companion for you to take in your journey of achieving goals is a journal. Write about your experience, as often as you can, jotting down exactly what you did, how you did it, what you noticed or experienced, heard, felt, and thought. All of those observations will tell you if you're on track, and essentially become your references for creating the blueprint of how you achieved your goal.

When you have achieved goals in the past, have you found yourself raving about it to your family, friends or associates? You are so proud of yourself and amazed at what you've achieved, you just have to share it with someone. And not in a way where you boast about your success or gloat about it. That's just wrong! Instead, I mean inspiring others to walk the path you've just walked. You want to share your success with others. Why keep it for yourself? This is why recording your measurements, either in the form of a journal, photos or even a video diary, can become a very useful document later on for imparting your knowledge and experience when others come up and ask you "How did you do that? Can you teach me?"

"Measurement is the first step that leads to control and eventually to improvement. If you can't measure something, you can't understand it. If you can't understand it, you can't control it. If you can't control it, you can't improve it."

—H. James Harrington, Author and Management Mentor

The secret ingredient to measuring your goal as you go along is to use each measurement as a *springboard* to the next measurement. Step-by-step, each part of the process before it is a crucial element in achieving your

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