

Find your One Thing(s)

Gary Keller's book "The One Thing" teaches that you must find and focus on your one thing. Napoleon Hill says you should focus on your "Definiteness of Purpose" or your top top goal.

Many people struggle because they don't know what theirs is. A business goal being your ONE THING seems crass and for most of us it's not the most important thing to us. Most often our most important goals are spiritual or family related. But focusing on those as your one thing seems to not be congruent with building your practice.

Andrew Carnegie taught me the answer to this question. His definiteness of purpose was to build the greatest steel company in the world. US Steel. He did this. This was his One Thing. And only by doing this was he able to become one of the great philanthropists of all time: establishing libraries all over the US, universities and much, much more.

Your One Thing should be to build the best practice in your region—like the entire southwest—not just your city. You should be singularly focused on building your practice so that it can support and fund everything else in your life that you hold dear.

Be as specific as possible. How will you measure this to know you've accomplished it? When is it to be completed?

My own ONE THING is to build Top Practices into the absolute best company I can conceive it to be (and more).

It is true that you must have your ONE THING and there can be only one, but you can use the focusing Question from The One Thing in the other areas of your life - your relationships, your finances, your health, your Business.



My ONE THING IS:



The Focusing Question

What is the One Thing I can do such that by doing it everything else is easier or unnecessary?

The Top Practices Goal Worksheets are divided into these categories: **Personal, Business, Financial, Health and Fun.** Using the focusing question how can you accomplish your goals in these areas?

The Top Practices Goal Worksheets are also set up so that you can work backwards from your Lifetime Goal to the current 12 Week period that you are in. You must be able to draw a straight line from your 12 Week Goal to your Three year Vision to you Lifetime Goal.

You've got to do these goals in all the important areas of your life, because you must discover your purpose. What is it that you truly and deeply care about that gives your life purpose and meaning? Your ONE THING—building your practice to it's best possible outcome is not your purpose. It will not sustain you in the difficult moments. It must be something deeply personal that you care about. It's what gives your life meaning and purpose. THIS exercise is how you find your "WHAT?" What am I doing all of this for. If you don't have this, then keeping focused on YOUR ONE THING will be very very difficult. The following goal worksheets are designed to help you discover your purpose. Take this very seriously or risk failing.

