

Ultimate Well Formed Outcomes Technique

If SMART goals just don't cut it for you then read on because for better results, you need to replace goals with outcomes

SMART goals bore me to tears... I might end up with something that looks compelling on a piece of paper, but that's where they would stay, on a piece of paper!

Fortunately, I discovered NLP a few years ago and now it is my secret weapon. I am now a certified NLP Practitioner because I wanted to learn as much as I could to allow me to teach my coaching clients the techniques that had made such a big difference to the results I was getting in my life and business

The whole idea of Neuro Linguistic Programming, or NLP, is to produce favourable outcomes in your life. Through modelling the behaviours, speaking patterns and body language of others, you are able to duplicate the successes of those people. Basically, you use the power of NLP to influence an outcome which has not yet been determined. This is a very powerful ability, a step above just setting goals and trying to achieve them.

NLP practitioners call this developing a Well Formed Outcome. Have you ever followed the traditionally accepted SMART goal setting process, only to fall decidedly short of the intended result? That is not because your goal wasn't specific,

measurable, attainable, realistic and set on a time schedule. Those aspects of the SMART goal setting process can be present, yet you might still not reach your goal.

When you choose to focus on an outcome rather than a goal, you harness the power of NLP to significantly improve your chance of success. Think about it. When you hear the word "**outcome**" you think about some type of achievement which is very real and possibly already obtained. The word "**goal**" seems far off in the distance, and subconsciously you may regard it as unattainable.

A well-formed outcome is far more likely to be reached and if you follow these simple six steps you will massively improve your chances of success.

Step One: Know what you want

The first step in designing a well formed outcome is to know what you want.

Unfortunately, most people are much better at identifying what they don't want than what they do want. The problem with this is that it puts your focus on something that you are trying to avoid. Where you put your focus is where you are going to head and so inevitably people end up achieving exactly what they set out to avoid.

However, knowing what you don't want is a good first step to designing your desired outcome. If you don't want to be fat, then reverse it to I want to be slim and healthy. Or if you don't want to procrastinate then your outcome should be to start your work quicker.

Step Two: Set a timeframe

Next setup a timeframe for your outcome. This is when you want to achieve your outcome by. If you do not set a timeframe you may reach your outcome but not in

time for it to do you any good. It will also sharpen your focus and get you motivated to take action. When you are designing your outcome you might frame it using words such as next month or by the end of the year.

Step Three: Take control

Once you have formulated your outcome and you know by when you want to achieve it you must next make sure that it is within your control. You must be the one to be responsible for the outcome. You should not rely on others for the outcome to occur. This does not mean that other people cannot be involved in your outcome. Most great achievements require more than one person. Just make sure that when you design your outcome you put it in terms of the influence that you will have on other people.

Step Four: Get specific

After you have made sure that you have responsibility for the outcome you should check to make sure that the outcome is specific. This means that you will be able to measure or not whether you have achieved your outcome. If you are trying to lose weight, then how much pounds exactly are you trying to lose. If you want to increase your income, then by how much a month do you want to increase it? When you picture achieving your outcome you should note any sounds or sights that you see. You may want to include how it feels to have achieved your outcome. This will ensure that the outcome is completely desirable for you.

Step Five: Identify resources

The next step is to identify the resources that you will need in order to achieve your outcome. This might consist of time, people and money. The resources that you need might not be only external however you may also have internal resources that

you will need to gain. For example, if your outcome will require a lot of public speaking then you may need to work out how you can gain the inner state to be a good public speaker.

Step Six: Perform an ecology check

Finally, you need to perform what is known as an ecology check. This is where you make sure that the goal you are setting out to achieve does not conflict with any of your other desires or beliefs. Ask yourself questions such as what you will gain if you achieve this outcome? What could you lose as a result of achieving this outcome? What will occur in your life if you fail to achieve the outcome? Make sure that the outcome is not counter to any of your firmly held beliefs. If it is you may either have to work on your beliefs or the formulation of the outcome?

If you follow these steps carefully then created well-formed outcomes will not be difficult. A well-formed outcome is much more likely to be achieved. The journey from beginning to the completion of your outcome will take time; make sure that the destination is worthwhile before you begin.

The Cheatsheet on the following pages gives you a series of questions that take you effortlessly through the six steps



The UWFO Cheatsheet (Ultimate Well Formed Outcomes)

This exercise becomes the ULTIMATE Well-formed outcome technique by adding 4 additional questions that are specifically designed to take your brain off autopilot, blow away the cobwebs and give it a good old shake so your goals make you want to jump out of bed instead of hitting snooze AGAIN!

When you get to the last 4 questions don't hung up on my use of the English language, they are purposely written in a way to make the subconscious work hard! (And don't cheat by jumping forward to see what they are)

To start this exercise, take your desired outcome and apply the following questions to it.

1. What do you want? (State in positive terms.)

2. How will you know when you've got it? What will you see, hear, feel, taste?

3. Where, when and with whom do you want this?

4. Where, when and with whom do you NOT want this?

5. What resources do you need to get this?

6. What will happen when you get this?

7. How will getting this benefit you?

8. Do you want this change in any other situation?

9. How will making this change affect other aspects of your life?

10. What would happen if you did make that change?

11. What would happen if you didn't make that change?

12. What wouldn't happen if you did make that change?

13. What wouldn't happen if you didn't make that change?

Action Plan

Describe the first 3 steps you need to take to achieve this outcome	To do by date:
1.
2.
3.