



PURPOSE VISION GOALS

TOMMY HILCKEN



**WHAT A DIFFERENT STORY PEOPLE WOULD HAVE
TO TELL IF THEY WOULD ADOPT A DEFINITE
PURPOSE AND STAND BY THAT PURPOSE UNTIL IT
HAD TIME TO BECOME AN ALL-CONSUMING
PURPOSE."**

Napoleon Hill -Laws of Success

Do you have a definite purpose that guides your ambitions, vision, and goals?

- Your purpose explains what you're doing with your life.
- Your vision explains how you are living your purpose.
- Your goals enable you to realize your dream.

It doesn't matter how you think you arrived here on this planet or under whose direction – the fact remains that each of us has specific talents and gifts uniquely coded within our DNA.

As you go through life, you don't just pick up things you like doing by chance. You find out what you're good at because you were meant to discover it, just as you were meant to figure out what your fingers do, and how your elbows work. Your unique gifts are hardwired into your system, just as your lungs are given their blueprint to breathe. And it's from these specific talents and skills that you're able to define and determine your definite purpose, the reason why you're here.

What's in you cannot be found in another living human being. It's entirely possible that what you bring to the table hasn't been duplicated – ever – since time began.

That's right! This "purpose" is a serious business. If you fail to determine your definite purpose, everything else is wrong.

It's like working with a broken compass – you may think you're going North, but you're not. You're not sure which direction you're heading, so you're just wandering. Without your purpose identified firmly in your mind, you will walk through life, never quite feeling that you're "in the flow."

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Then, I say that you must recognize what you're good at – what you love to do. Your purpose in this lifetime is to do the thing that you love.

People often tell you they know what they're good at and what they love to do most. They also feel they could never earn money doing it.

Whoever gave you THAT idea?

When you're sorting out your purpose, I don't want you thinking about THAT non-issue at all. You can earn money at ANYTHING.

Once you determine your purpose, you won't even have to think hard on HOW to earn money – it's as if you're being guided by an unseen hand, heading in the right direction ... and everything falls into place.

The key to your life is not to settle for the "safe" thing to bring in the money. The key is to turn and do what you love. Fall in love with an idea.

That's your life! - That's your purpose.

Fall in Love with An Idea

More often than not, when we think of "love," we tend to think of two human beings in love. When they're in love, they enjoy the same ideas; their feelings are in harmony.

Love is resonance. Love occurs when two entities are on the same frequency.

So, when a person falls in love with an idea, his conscious and subconscious are resonating; they're in sync. What's going on in the mind dictates the body's vibration and moves the body into action. You must first allow yourself to fall in love with an idea of what you love to do.

Psychologist Alfred Adler once said, "I am grateful for the idea that has used me."

When you fall in love with an idea, it guides you; you don't guide it. Nor are you going to find yourself digging around for ambition or seeking to achieve your purpose. It'll push you out of bed in the morning long before your alarm clock considers doing the same.

When you land on your purpose and genuinely start doing what you love, it's like being 12 years old again, waking up to your first glorious day of summer vacation. What might have been a struggle for you just a day before is now a grand opportunity and discovery. You are loaded with ambition.

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Did the weather change? Did the sun rise several hours sooner? Of course not. The only entity that changed between the last day of school and the first day of summer vacation was YOU.

Similarly, acting on your purpose pushes your ambition through the ROOF. The gifts within you were programmed to SING in a spotlight on center stage!

Ambition is the talent agent that promotes these gifts and believes in your skills, and helps get them to the stage. The performance you do from that stage? That's your life's purpose.

Getting Past the Negatives to Find Your Truth

Purpose gives meaning to WHY you're doing what you're doing.

It's time to listen to that inner voice, to give serious attention to what comes naturally to you to what gets YOU fired up... to what gets YOU moving at the start of each day. It's time to sit down and have a truth session with yourself.

Nobody knows your gifts better than you – it's an innate sense you have. I don't care what your parents, guardians, teachers, bosses, and best friends have said, and neither should you.

Don't entertain ANY negatives about yourself, past or present, real or imagined. Understand that negative images have been crowding your mind since your first week on this planet.

Even your first school papers were marked in red X's when you were "wrong." That red mark drew your full conscious attention, even if it was the only mark on the whole page. It shifted your energy completely; you might have moaned about it for days; it might have made you fearful of the next mistake you'd make.

In many cases, this ongoing conscious attention on negativity and failure keeps people from making any different directional moves in their lives.

You've had failings in your life. I've had failings in my life. When we fail, it's not a fault issue – we simply were not in harmony with what we were trying to do.

You might have a failed relationship in your past that's left you with the opinion that it was your fault. You play the tapes back, again and again, rethinking what you said or how you acted. You're so embroiled in what you should have done differently that you do not see the bottom-line truth: The relationship was not in harmony; it wasn't resonating.

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You might have failed in school. How can you get straight A's with something you're not in harmony with?

When I was in grade school, I was bored to tears. I didn't pay attention, and I didn't get good marks. Because I didn't get good marks in grade school, I expected the same – and my teachers expected the same – when I got into high school. So, what did I earn in high school? Bad marks. See? The masses are obsessed with conformity rather than creativity.

I know you've had a great deal of input from well-meaning people who would rather you stick to the status quo, even if it's making you miserable. In their eyes, the status quo is safer, less-invasive, more comfortable, and it doesn't push people into thinking about their lives.

I listened to these people. I conformed to what the masses thought of me, and off I went to work driving a truck in NYC. Why was I uncomfortable there?

- I was going in the wrong direction.
- I wasn't on purpose.
- I wasn't listening to myself, to what was right within me.
- I didn't think I was exceptional.
- I spent decades of my life thinking I wasn't exceptional. (And this thinking caused me great pain.)

It would be best if you recognized the unique gift of you. You're an individualized, phenomenal expression of life.

Suppose you start focusing on the mysteries, the spectacular parts of you that come together in perfect harmony to accomplish your name's writing. In that case, you begin to see the wonderful, complex person you are.

Add to that the ability to:

- paint in oils
- put a car's engine together
- program systems that make thousands of people's lives easier

- play the piano without looking at a note
- add and subtract reams of numbers
- speak from a platform
- match a person's hairstyle to their personality and lifestyle
- fashion chairs and tables from a log of wood
- put to paper a blueprint in your mind that becomes an architectural masterpiece and you begin to discover the absolute, remarkable uniqueness that resides only within YOU.

You're Not on This Planet to Live Someone Else's Dream

What is it you love to do?

Don't bother yourself with what anyone else says; that's why you're here.

Remember what we said: when you're not on purpose, the odds are that you're not going to build in the right direction.

But equally as necessary is this: when you believe you've found your purpose, do not allow yourself to be dissuaded by others' opinions – don't let them tell you in which direction to build.

I decided after driving that truck every day in NYC (No easy task!) that it was no longer for me. I had my heart set on being a speaker and entertainer.

I can remember stepping up to the plate getting in front of the audience, and seeing the host coming toward me and saying, "Can you do anything else?"

I remember the answer was NO...at that point; it was all I knew. I could not deliver anything else.

Her judgment hurt. I was ready to quit!

As I was driving back to my house, it hit me: I let her steal my dream!

This was my DREAM!

I wasn't going to let her steal my dream!

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And that's when it clicked in my mind--I can DO this.

Had I listened to her, I would have fallen off my life's purpose. I would have kept obtaining goals and building long-term visions in my head, but I would have been going in the absolute wrong direction. See, if you're not on purpose, EVERYTHING is off course.

- When you have the right purpose, you'll quickly develop the right vision.
- When you have the right vision, you'll quickly recognize the right goal.

Purpose Leads to Vision; Vision Leads to the Goal

Once you've found your purpose, how do you express it? You do it by creating and maintaining a vision.

- Vision is what you do with your life.
- Vision is the strategy behind the fulfillment of your purpose.

You accomplish this strategy by creating several short-term goals to keep you on course.

Vincent Van Gogh once said, "I dream my painting, and then I paint my dream." We all know that Van Gogh knew his purpose in life. His vision, then, was the completion of paintings, each uniquely different from the other. How he put his picture to canvas involved a series of short-term goals.

I work with a friend who builds websites. Now, for most people (like me), putting websites together can make your head hurt so bad that you just quit and decide to do something else – anything else.

Websites can be complicated. But when my friend starts working on someone's website, he gets a feeling for what the client is looking for and sees the site's entire blueprint in his head. Then he just follows the blueprint.

See, he has the vision in his head – what he does to get from concept to a completed website is a series of short-term goals between himself and the programmer.

Vision is the critical connector between one's daily goals and one's life purpose.

Fix on Your Vision, Then Plot Your Course

A few summers back, I decided to travel to the Baseball Hall of Fame in Cooperstown, NY. My wife readily agreed and started collecting the information we'd need for the trip. As we plotted the course, we would be driving from New Jersey to Upstate NY on a mission. We were planning the vision, you see, to get us from Point A to Point B.

When we got in the car to begin the trip, what was I thinking?

I thought of getting to the first of many highways I had to connect with to reach Cooperstown. That was my goal to connect with each road one road at a time.

. I've had people come up and tell me that they've given up on their big dreams because they never seemed to get closer, no matter what they envisioned or tried. The error they're making is that they're looking for their Cooperstown, NY, while they're still sitting in the driveway in New Jersey.

In many instances, they're writing their "Cooperstown" goal on a Goal Card I've given them, or they're writing it in a journal somewhere.

Having a goal or destination is all well and good. Still, if you're not also plotting your course to get from where you are to where you want to be, if you're not figuring out the first goal for the first highway you need to hit, then following that plotline forward in progressive order, you're going to end up in Canada instead.

You've GOT to plot the course.

Figure out what you need to do between here and there and make those goals. Once you have the course plotted, though, I want you to remember three very distinct rules of thumb.

Just because you've plotted the course doesn't mean you can put your whole plan on auto-pilot.

When pilots reach cruising altitude, they'll quite often put the plane on autopilot and let years of genius physics and calculus computations steer the plane toward its destination. But even with autopilot, you've got to manually get the aircraft in the air and manually land it. And even with autopilot, you've got to keep an eye on your instruments and pay attention to possible curve balls Mother Nature might toss your way. You cannot rely on autopilot to get you where you want to go. You have to be personally involved and focused on the process.

Don't get carried away with the details of planning the action steps that you don't ever get out of your driveway.

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You know what I'm talking about – you see people around you do it all the time. They get so caught up in planning and charting and graphing their future that they never BEGIN it. (getting ready to get ready.)

Procrastination is fear in disguise – that's all it is. Your plan doesn't have to be perfect. Get the foundational elements in place and get moving.

1. Don't be so intent on motoring to your Cooperstown that you miss the scenery along the way.

You're on purpose; you're on your way, enjoy the journey, for heaven's sake. After all, that's why you're doing this.

When the vision Doesn't Work

Now, you mustn't confuse your purpose with your vision.

In our solar system, the sun is the one stable element around which all the planets revolve. Your purpose is your sun. It doesn't move; it doesn't change. (Love this!) Your vision and its subsequent Goals are the planets that revolve around your purpose.

People will often say that they THOUGHT they were keyed in on their purpose in life, but, for some reason, nothing seems to be falling into place to further that purpose. They mistakenly conclude that it's the purpose that is off-kilter.

While this may be true, in most cases, it's not the purpose that's off-kilter– it's the vision that's not getting you there.

If you've honed in on that inner voice, if you've been faithful to yourself, if you have not allowed any negativity to sway you from what you believe your purpose of being, if you have duly noted that these unique gifts of yours run in your blood, then you're on purpose.

It's simply time to do some analysis of the vision you've put in place.

I want you to imagine that you're in Chicago, and your goal is to go to Detroit. Away you go in a rush.

You're driving and driving, you stop and grab a coffee, you get back in the car and keep going, and all of a sudden, you see a sign up ahead that says, "Nashville, 186 miles."

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You think, "What the heck? I'm going to Detroit. Nashville is in the opposite direction." You're concerned now and even a little worried. You might even be a bit upset.

But you keep driving in the same direction. An hour goes by, and you see another sign Nashville, 102 miles. At this point, you're downright annoyed.

"How in the world could this be happening?" you ask yourself.

But you keep driving.

Now, if this were a real-life happenstance, you wouldn't keep driving.

As soon as you would come across the FIRST indication that you were traveling in the wrong direction, you'd stop the car and make a U-turn right there on the highway. You'd bump across the dirt median between the two roads, and you wouldn't even care if a sign stood right there, telling you that this median was reserved for "official use only."

"This IS official use!" you'd grumble to yourself as you swing across and merge with the oncoming traffic. "I've been going in the wrong direction for an HOUR, for heaven's sake!"

Why is it that in REAL life, you'd have no compunction about immediately changing your direction, but when it comes to changing direction on the VISION you have in place, you keep driving in the wrong direction, even while you know it's the wrong place to go?

The key is that you take note of the "street signs" and indicators that are trying to alert you to the fact that you're going in the wrong direction.

You know what those nudges are – they happen every day, these "inner knowers" are working to keep you on track and purpose.

When you are not on track to your goal, when you are not moving on your vision, you will feel bad about yourself and what you're doing. This is a clear indication that you're not on purpose.

Your intuitive mind is screaming at you – intuition is that marvelous mental muscle that is telling us the direction we should be going.

It's part of the orderly universe we exist in; it's here for a definite reason. There's a difference between bumping up against dead-end brick walls and meeting up with resistance as you pursue your vision.

This is where your intuition kicks in.

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When resistance comes up, that old, familiar paradigm might perk up to assure you that you're on the wrong path, that it wouldn't be this difficult if you were on the right track.

Those old "quitter" programs in your head are not at all connected to your intuitive source. As you get to know your "inner knower," you'll begin to recognize the feeling you get that distinctly separates intuition from a flawed talking paradigm.

Resistance is not bad; it is not harmful. The good you are seeking is here – in fact, everything you're seeking is seeking you. Your action causes a reaction, and that reaction represents resistance.

Remember that airplanes would not only not fly, but they would never get off the ground without resistance. When you are on purpose, your goal guides you toward the good you desire.

And through the Law of Vibration and Attraction, the good you desire is moving in your direction.

Keep going through the resistance, and, as Henry David Thoreau said, you will "meet with a success unexpected in common hours."

When You're Not Doing What You Should Be Doing

There's one last point I'd like to make about recognizing your purpose. People have difficulty getting focused on what it is they're put on this planet to do.

They are already doing something day in and day out that exhausts their time and, in the end, feel they are on the right track because they are covering most of their bills.

Just because you have a 9-to-5 obligation and your bills are getting paid doesn't mean that you've figured out your real purpose.

This fact, however, can often block or impede your progress toward that better and higher use of your time and talents. Some people get stuck and are afraid or reluctant to move because they can't see how their purpose will pay the bills.

Furthermore, they have been programmed from infancy to believe it is better to be safe than sorry. In this context, it's NOT better to be safe than sorry.

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When you picture yourself reaching the end of the road, do you think you'll be happy because you had a safe trip? But you never did the things that you dreamed about, and, rather than reliving the exciting growth-oriented experiences that you had, you end up wondering what would have happened if you had stepped out and molded your future.

On the other hand – some people land on their purpose and, throwing all caution to the wind, stop everything they're doing, including their paying jobs, seeking out this higher end.

While I have some admiration for this attitude and believe that people who take this action will eventually land on their feet, drastic action such as waking up and quitting your job tomorrow morning is not something I'd recommend.

You see, you can't pursue your purpose if your basic needs of life are not met. Over the years, I've seen several people quit their full-time jobs because they want to devote more time and energy to building up this master plan, this dream in their mind.

Within weeks, when they begin to see that their needs are not taken care of, they immediately start to worry about "making ends meet," and they blow it.

When your needs are taken care of, you're free to move; you're free to take action.

- Freedom is simply the clear expression of spiritual power to and through you.
- When you're enjoying freedom, you're free of constricting worry.
- You don't lie awake at night, planning your escape from your less than satisfactory life because you're already free.

It is essential that before you take any drastic action, you first sit down and decide what your actual needs are. What do you need to survive—to pay rent, to buy food, to keep the lights on and the water running?

What do you NEED – not WANT – what do you NEED to ensure that freedom in your mind and your reality.

Come up with a figure.

When you have that figure, give yourself a mental break for just a few hours, then come back to that figure and whittle it still further. What can

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you cut from the first figure you came up with what can you honestly live without for a while?

I have found that when people take the first run at what they need, it's usually more than what they need. We're talking only absolute essentials here so that you're free from worry. Find a way to get that financial need met.

- Can you go on a part-time basis with your existing company?
- Can you switch to another position within your company that allows that part-time work?
- Can you find a new job entirely that still gives you the freedom and flexibility to work a few hours, every day, on what your real purpose is?

Just How Ambitious Are You?

What are you willing to sacrifice or endure to get yourself moved onto this right track?

The fact is, no matter how easily your purpose comes to you, you'll be asked to make sacrifices to bring it into your life fully. To have ANY good come into your life, you must create a space for it first.

That's the law.

When I mention "sacrifice," there are people who envision some kind of Old Testament ritual that involves unhappy goats. I'm not talking about that kind of sacrifice. There's a common misconception out there that a "sacrifice" means you're losing something.

You're not losing here.

When you're sacrificing something to operate at your higher level--your purpose and mission on this planet--you're just giving up something of a lower nature to bring something of a higher nature.

You can't get to the top of the ladder unless you leave the bottom. This is true in every facet of life.

Think of the people looking for a new relationship, but they still haven't let go of the old one.

Look at the people starting diet programs who can't give up their morning bagel with cream cheese.

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And in today's economy, there are all kinds of people who have been downsized and are out looking for a new position, but they've still got the old job--with its negative emotional baggage – fixed in their mind.

What would you sacrifice to move into a new life to obtain your dream to do every day what you love to do?

As a guideline, I tell my coaching clients and seminar attendees to consider sacrificing

- What is not vital to your survival
- What is not required to achieve your purpose.

You're not going to endanger your life or the lives of those around you. You're not going to give up your health. But you might give up something you enjoy as a pastime or hobby to devote more time to creating this dream of yours.

You might be willing to endure a temporary cash crunch to get a brilliant idea up and running. You might be willing to give up one or two nights a week to receive the education, training, or certification you need to get you one step closer to your goal.

How ambitious are you in reaching this stated desire? Ambition is the expression of your passion – it's the thing that drives you.

Remember, I pointed out earlier that ambition is the talent agent that puts you in the spotlight of life. It's the fuel that pushes you forward.

It gives you confidence.

I've often stated that confidence is strength with style. A swagger, if you will.

Arnold Palmer says that confidence is a mix of concentration and pure hunger.

There's an enormous difference between hunger and greed.

Hunger is understanding that you have an infinite source of supply and that you're here to do God's work – after all, God is the creator, and God's work is creation.

It's why we all possess this hunger to express this power in a more significant way every day.

Greed, on the other hand, indicates there is a limited supply, and we may not get our share, then we will take it from anyone and everyone. We don't care what happens to the next person – it's every man for

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himself. When you're in harmony with the law, greed thinking does NOT exist.

So, let's review what we've covered:

- We establish our purpose.
- We build our vision.
- We set our goals.
- The goal must be something you want.
- There's no playing it safe by merely going after what you THINK you can do.
- You've got to want it.
- And you want it because it's moving you in the direction of your vision.

It's not just getting a more excellent car or earning an extra dollar – your goal is something you dearly want. It's your heart's desire. It's helping you move in the direction of your vision.

Your vision was established with a long-term view of doing what you love doing, day in and day out on purpose because your intention is doing what you genuinely love to do.

Now you've got all three elements.

There need be no excuses.

Regardless of what's happened up to this moment, it's part of the past.

Forgive it. Release it from your mind. Abandon it. Rejoice.

Wrap your arms around yourself and recognize what you truly love to do.

**I HAVE GIVEN YOU THE COMPASS –
NOW STAY ON COURSE.**

Tommy Hilcken is a motivational humorist and life success consultant. As a motivational humorist and keynote speaker, he believes in using laughter to help his audience learn, embedding a crafted message that best serves the audience and delivering value to any business meeting, community event or private gathering. As a life success consultant, he helps others break through their fears and challenges, move away from those things holding them back and toward what they really want.

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