



4

GOAL ACHIEVEMENT

"The question of success will be determined by your own level of commitment"

GREG NORMAN



4. GOAL ACHIEVEMENT

We have discussed the criteria for setting goals and creating a long term map for your future, but now let's talk about how to **ACHIEVE** those goals that you have set yourself.

We have said that you first have to create it on the inner plane before you can achieve it on the outer plane. So it is important to understand that once you've given your sub-conscious a map which to follow, **the rules of this "map"**. Let's take an analogy – your goal, or "destination", is to go to New York. Now you have chosen your goal, you make a map of how to get there, and let's say that you are starting in Los Angeles. You need to create a plan of the different roads you need to travel on, in order to reach your final destination of New York. But to travel on these routes there are road rules, like the speed limit, keep in the left lane etc. Overleaf are the "rules" for achieving your goals. If you want success in your golf, and in your life, make it your mission to be a master in the application of these 5 rules.



1. Your goals are congruent (balanced) with your commitment level

It's important that you balance your ambitions with the level of commitment you are prepared to give. You get out what you put it in – it's just like the credits and debits on a bank account - don't expect to play in the US Masters if you plan to spend only 30 minutes practice time per day. If you genuinely do **quality** preparation work, and only you will know that, the rewards will definitely come. As Ben Hogan says, "All my victories came on the practice ground".

Let's discuss this word commitment a little further – does this mean that you have to drop everything else in your life?

Absolutely not – life's about balance – you need to have a life outside golf – who you are as a person will *always be more important than what you achieve on the golf course.*

But it does mean, that your training has to be quality, focused training, and that you have to commit to your training plan and then have the *discipline* to stick to it.



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2. Surround the goal with belief

“BELIEVE and SUCCEED” – Believe that the goal is achievable. Seve Ballesteros had a wonderful process for the achievement of his goals – visualise what you want, and then surround that picture with first belief, and then yet more belief. And what a wonderful success formula this proved for him – over

80 tournament victories worldwide including 5 major championships. Understand that no one else on this planet is exactly like you – you are unique – and you have all **the resources** through your subconscious mind to achieve whatever you want in your life – but whether you choose to tap into these resources is **your decision.**



3. Create a clear mental image of your goal already accomplished

Relax and LET GO. It's important that you **don't hold onto the goal rigidly**, thinking about it all the time and becoming **OBSESSED**. Once you have visualised it in your subconscious mind, and then surrounded it with belief, hold onto it *very lightly*. Trust your sub-conscious mind to make it happen. See it in your “minds-eye” as **already achieved.**

“Posted on the leaderboard at Bellerive CC at the 1965 US Open were the names of all previous US Open winners. Everyday as I walked past that board I saw something NO-ONE ELSE COULD SEE, yet, ... it read 1965 – Gary Player”

GARY PLAYER,
before he played the 1965 US Open

“Visualise everything above the bar, and nothing below it”

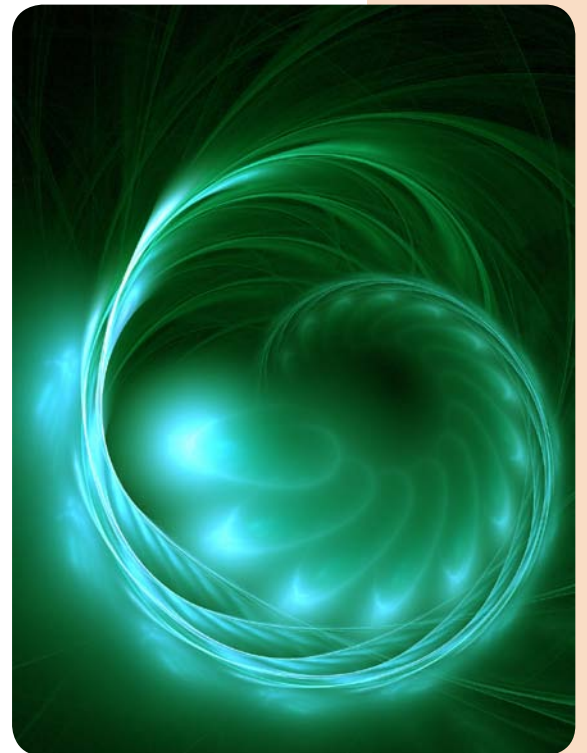
**NORMAN VINCENT PEALE
(1953, The Power of Positive Thinking)**



4. Visualize regularly

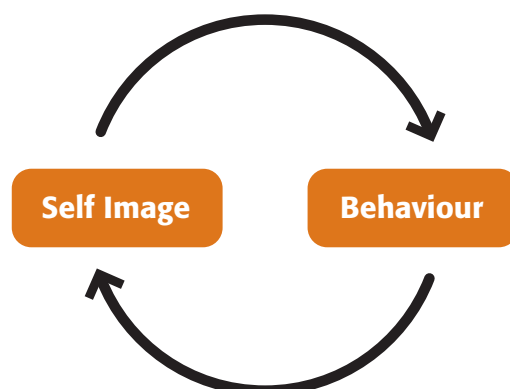
In his wonderful book, “The Power of Positive Thinking”, Norman Vincent Peale cites a trapeze artist who is paralyzed by fear. He tells her to visualize everything above the bar, and nothing below it. Focus on what you want, not what you don’t want. Visualisation is a critical skill in the attainment of goals. You must visualise your goals regularly, and that means **every day**.

Dreaming is a form of visualisation. When David Beckham was a small child he went to sleep and woke up every morning with a big poster next to his bed. That poster was a team picture of the Manchester United football team. Every time he looked at that poster he imagined a picture of himself on that team poster. He went to sleep every night dreaming of one day being a Manchester United player. That was his dream. Through commitment he made that dream become a reality.



5. Act the part

Our behaviour is a direct result of the golfer we believe we are – think of it as a loop – we act in accordance to our inner beliefs, and our inner beliefs are congruent with our behaviour. Humans can only tolerate a small discrepancy between their thoughts and their behaviour. Change your behaviour, and you will probably change your golfing self image. **Act like the player you want to be, and in time you will become that player.**





Five common reasons why golfers do not achieve their goals – *do you recognise any of these?*

- 1. We don't act on what we already know** – we have the information but we don't apply it – *the critical point is in the application of the information*
- 2. Not willing to pay the price in order to achieve our objectives** – not accepting the consequences – i.e lack of commitment. Also, the golfer doesn't organise himself properly – poor skill development structure and practise plans.
- 3. Poor goal setting and review** – the mind needs a clear and concise map. Also, people often set themselves up in order to fail. This may sound stupid, but if someone holds a deep internal belief that they are a failure (often nurtured in early childhood), they often do this by setting unrealistically high goals. Remember that good goals are S.M.A.R.T
- 4. Becoming obsessive about a goal** – we all like to achieve our goals, but in most cases it is not a case of life and death. Exaggerating the importance of a goal in the mind often leads to intolerable pressure that interferes with the achievement of the goal. Keep the goal in perspective with the rest of your life.
- 5. Fail to believe it's possible.** Often golfers go round in circles from teacher to teacher, looking for the "magic pill" that will take them onto Tour. They practice harder than anyone else, but they don't make it onto Tour – why? Because they never worked on their "inner game" – i.e the pictures they see on the inside – you **HAVE** to create it on the inner plane before it can manifest itself on the outer plane.

Summary

Your goals are congruent (balanced) with your **commitment level**

Surround the goal with belief

Create a clear mental image of your goal **already accomplished**

Visualize **regularly**

Act the part

Summary

Exercise 12

How would you behave if you know for certain that you could not fail?
Describe how you would feel on the inside, and how you would act on
the outside: