

BECOME A LIFE LONG LEARNER



Goal Setting Course

FOR HIGH ACHIEVERS

Understanding the Psychology Behind
Creating Worthwhile Goals

BY MILTON HUNT



An Edu-tainer, A Motivator and An Energizer!

Table of Contents

Week 1 Module Introduction	04
Understanding the Pain-Pleasure Principle	05
Are You Influence by Pain or Pleasure	09
Making the Pain-Pleasure Principle Works for You	11
Case Studies	14
Week 2 Module Introduction	20
Understanding Fear	21
Fear of Failure	23
Fear of the Unknown	27
Fear of Success	30
Fear of Rejection	33

Table of Contents

Week 3 Module Introduction	38
Understanding the Comfort Zone	39
What Does It Take to Get Out of Your Comfort Zone	41
How to Challenge and Develop Your Potential	42
Week 4 Module Introduction	45
Designing a Goal-Setting Plan	46
Creating a SMART Goals Example	50



Goal Setting Course for High Achievers

By: Milton Hunt

An Edu-tainer, A Motivator, and An Energizer!



Milton Hunt

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SCAN ME



Week 1 Module Introduction

Welcome to Week 1

I'm so excited you're here!

In order to tap into your personal power and potential, you must understand the concept of pain and pleasure and how it influences your ability to achieve your goals. This week you will learn the motivating factors behind goal-setting.

Learning Objectives:

Upon completion of this week's class session, you should be able to:

- Understand the pain-pleasure principle
- Determine whether you are pain or pleasure-motivated
- Be able to conduct a pain-pleasure inventory

Week 1 Assignment:

Please complete the following assignments for this module:

- Pain-Pleasure Inventory Assignment: What motivates you?

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SCAN THIS QR CODE OR CLICK THIS LINK TO HEAR DIRECTLY FROM MILTON HUNT AND DELVE INTO MODULE 1, WHERE YOU'LL EXPLORE THE DRIVING FORCES BEHIND EFFECTIVE GOAL SETTING.

Understanding the Pain-Pleasure Principle



“The secret of success is learning how to use pain and pleasure, instead of having pain and pleasure use you.”

-Anthony Robbins

What is the Pain and Pleasure Principle

The pain and pleasure principle, developed by Sigmund Freud, is formulated on the premise that people make choices to either avoid/decrease pain OR create/increase pleasure. In simpler terms, it means that as human beings, we naturally gravitate towards actions that bring us satisfaction while trying to steer clear of anything that causes discomfort.

This concept is valuable in certain situations as our past experiences have taught us what's socially acceptable, safe, and ethical in choosing the right path for our lives. However, our instinct to evade obstacles can sometimes work against us, particularly when we aim to achieve long-term goals.

The question now is, how?

How Does the Pain and Pleasure Principle Affect Us?

You see, every decision we make carries four potential outcomes::

1. Short-term Pain
2. Short-term Pleasure
3. Long-term Pain
4. Long-term Pleasure

The greater significance we associate with each of these factors, the more it will impact our decision-making.

Let's look at an example.

Case Study #1



Susan
40
Female
Bank employee

Susan lives a sedentary lifestyle and has an unhealthy diet

Meet Susan.

Susan is a 40-year-old woman who lives a sedentary lifestyle and has an unhealthy diet. She eats 2 fast food meals a day that are high in saturated fat and cholesterol, and when she gets home from her 9-5 job at the bank, she relaxes by laying on her couch to watch Grey's Anatomy and bingeing on Chips Ahoy and Ruffles.

After years of keeping up with this unhealthy lifestyle, Susan feels tired and lethargic throughout the day. In addition to this, her self-esteem is very low, and she engages in negative self-talk.

Wanting to change the direction of her life and make improvements to her health, Susan has created a goal for herself. In 2024, she wants to lose 30 pounds in 12 months.

From an objective standpoint, the pleasure Susan would gain from achieving this goal would be long-term as her physical health and self-esteem would improve. However, in order to accomplish this goal, consistent efforts need to be made (short-term pain). This includes changing her eating patterns and adding exercise to her lifestyle.

Here is where the Pain-Pleasure Principle begins its affect. Susan wants to be better, and here are 4 responses that can happen.

1. Immediate Discomfort (Short-Term Pain) as Motivation: In this scenario, Susan confronts the immediate discomfort of changing her habits. The unfamiliarity of eating healthy and engaging in physical activity might be challenging at first. However, she recognizes this short-term pain as a powerful motivator. It becomes her driving force, pushing her to overcome her initial discomfort. Susan's determination to escape her current state of unhappiness and lethargy propels her to make the necessary changes in her lifestyle.

2. Immediate Satisfaction (Short-Term Pleasure) in Stagnation: Alternatively, Susan could find immediate satisfaction in her existing habits. The comfort of spending hours watching TV and indulging in her favorite snacks brings her short-term pleasure. Consequently, she might resist change because she doesn't want to give up this immediate gratification. The allure of her current lifestyle keeps her from pursuing a healthier one, and she remains in a state of inertia.

3. Anticipating Future Discomfort (Long-Term Pain) and Fluctuations: Susan may recognize that maintaining her new lifestyle will require consistent effort and discipline. This understanding leads her to anticipate future discomfort in the form of long-term pain. As she faces the potential challenges of staying on track with her health goals, she might experience fluctuations in her motivation and actions. She could go through periods of inconsistency, battling with the ongoing effort required to maintain her new lifestyle.

4. Embracing Consistency for Future Comfort (Long-Term Pleasure): In this scenario, Susan understands the importance of consistency in achieving her long-term goals. She acknowledges the discomfort she might face in her journey but is motivated by the promise of future satisfaction. Susan shifts her focus towards the enduring rewards she will gain, such as losing weight and achieving higher self-esteem. This recognition drives her to stay committed and endure the discomfort of change, as she knows it will ultimately lead to a state of long-term pleasure and well-being. She acknowledges the long-term discomfort she might face in her journey but is motivated by the promise of future satisfaction. Susan shifts her focus towards the enduring rewards she will gain, such as losing weight and achieving higher self-esteem. This recognition drives her to stay committed and endure the discomfort of change, as she knows it will ultimately lead to a state of long-term pleasure and well-being.



The key here is to understand that the decision Susan makes is based on her conditioned responses from her past. How she perceives pain/pleasure is influenced by her experiences, and this in turn determines the choices she makes for her life.

This principle applies to both you and I as well. Who we are and what we choose to do is based on how we interpret pain and pleasure from our observations and life experiences. Therefore, it's important to note that the 4 outcomes above are a few examples. Susan can also use short-term pain and long-term pleasure to rationalize her inaction, while similarly using short-term pleasure and long-term pain to motivate her to take action.

The Pain-Pleasure Principle depends from person to person and now that we are aware of this tool, we can use it to develop our self-awareness and determine what to focus on (short-term pain, short-term pleasure, long-term pain, long-term pleasure) to stay motivated and consistent in achieving our goals.

Are You Influenced by Pain or Pleasure?

As we've learned, the pain-pleasure principle serves as the foundation for your decision-making process and is ultimately what motivates you to work towards your goals. So, how do you know whether you are pain-motivated or pleasure-motivated?

Here's the key.

If you focus on how your goal will cost you and find it difficult to give up immediate comfort for the long run, you are **pleasure-motivated**. In such cases, immediate satisfaction and gratification can have a stronger influence on your decision-making than the pursuit of long-term objectives. However, it's important to note that people can exhibit a mix of both pleasure- and pain-motivated tendencies in different aspects of their lives and for different goals.



If you focus on how your goal will reward you and refuse to go back to unhealthy and destructive patterns, you are pain-motivated. This means that you are primarily driven by a desire to avoid or alleviate discomfort, pain, or negative outcomes, and this serves as a strong motivator for your actions.

The truth of the matter is this:

- When you focus on how your goal will cost you, what you're seeking is pleasure and self-gratification. You want to avoid pain at all costs - even if it means continuing to live an unrewarding and unhappy life.
- When you focus on the reward of achieving your goal, pain becomes a motivator instead of a detainer. Because you want to enhance the quality of your life, you use pain to keep moving forward. You remember what it was like to be unhappy and choose to never return to the past.

***Remember, it's important to be aware of your thought patterns. In doing so, you are more equipped to make decisions that allow you to control the direction of your life.**

Making the Pain & Pleasure Principle Work for You

Now that you know whether you are pain motivated or pleasure motivated, here's how you can make the principal work for you.

Step 1: Conduct a Pain-Pleasure Inventory of Achieving Your Goal(s).

Pain Susan would avoid by losing 30 pounds	Pleasure Susan would gain by losing 30 pounds
Comparing herself to others	Higher Self Esteem
Engaging in negative self-talk/ putting herself down	Mental Health Improves
Feeling lethargic all the time	Healthier Lifestyle

Step 2: Tip the Scale in Your Favor

Once you've identified and completed a pain-pleasure inventory, it's time to use this to your advantage.

If you are pain-motivated, the goal is to intensify your emotions and focus on the pain you would avoid by achieving your goals.

If you are pleasure-motivated, the goal is to intensify your emotions and focus on the pleasure, you would gain by achieving your goals.

Let's look at Susan's example.

Since Susan's goal is to lose 30 pounds in 12 months, here is what a pain-pleasure inventory would look like for her.

If she were pain-motivated, Susan would focus on the negative experiences she would avoid:

Pain Susan would avoid by losing 30 pounds
Comparing herself to others
Engaging in negative self-talk/ putting herself down
Feeling lethargic all the time

Susan can rationalize that taking action and following the steps needed to achieve her goal will help her get rid of the pain she doesn't want to experience.

On the other hand, if Susan was pleasure-motivated, she would focus on how much better she would feel physically and mentally after achieving her goal,

Pleasure Susan would gain by losing 30 pounds
Higher Self Esteem
Mental Health Improves
Healthier Lifestyle

Susan can rationalize that getting out of her comfort zone is important in getting to where she wants to be. Any effort she makes is better than no effort and the feeling she would experience after achieving her goal would outweigh any of the pain she wants to avoid.

Case Studies

Before you conduct your own pain-pleasure inventory, here are two additional case studies for more context.

Case Study #2 - Going Back to School



Marcel

43

Male

Safety Management
Consultant

He wants to change the direction of his career and become an Office Director for Central Operations

Meet Marcel.

Marcel is a 43-year-old Safety Management Consultant for the Department of Transportation in the State of Maryland. He wants to change the direction of his career and become an Office Director for Central Operations. However, he realizes that to do so, there are certain qualifications he needs and going back to school for his Masters in Public Administration would be beneficial to him.

Although Marcel knows that he should start applying to Universities and take action, he has been procrastinating. He's scared of change and worried that going back to school would disrupt his comfortable lifestyle. He knows that when he begins classes, the leisure time he would have after work would be replaced with studying.

In addition to this, he would have assignments to complete, and his weekends of having fun with friends and family would need to be reduced.

Evidently, Marcel is pleasure-motivated. He is focusing on short-term pleasures and what he will miss out on if he pursues his goal; however, this cycle of procrastination hinders him in the long run.

So, here is what Marcel should do: conduct a pain-pleasure inventory and redirect his mindset so that his sole focus is on the pleasure he would gain by accomplishing his goal.

Pain Marcel would avoid by going back to school	Pleasure Marcel would gain by going back to school
Remaining Stagnant/Not growing	Sharpening of skills & networking with others in his field
Self-criticism/negative self-talk	Higher self-esteem/knowing that he can do whatever he sets his mind to
No being qualified for new and better opportunities	Becoming a qualifying candidate and obtaining the position he wants

By reaffirming these pleasures and seeing the bigger picture of what he would gain by going back to school, Marcel will be motivated to get to work.

Case Study #3 - Getting a New Job



Jaclyn
35
Female
Budget Analyst

She's decided that she wants to change her job and become a marketing manager

Meet Jaclyn.

Jaclyn is a 35-year-old budget analyst. After working 8 years for the University of Central Florida, she's decided that she wants to change her job and become a marketing manager. Every day she goes to work, she feels bored. The passion she used to have in her job has died and she's seeking new experiences and growth.

Since Jaclyn doesn't want to continue this lifestyle and strives to evolve, she is in emotional pain. Going to work and doing the same things has become tedious for Jaclyn and has contributed to feelings of dissatisfaction. She doesn't want to remain in the same place.

Evidently, Jaclyn is pain-motivated. She is focusing on what she doesn't want for herself and what her life would become if she continues to work in the same position.

So, here is what Jaclyn should do: conduct a pain-pleasure inventory and redirect her mindset so that her sole focus is on the pain she would avoid by accomplishing her goal.

Pain Jaclyn would avoid by becoming a Marketing Manager	Pleasure Jaclyn would gain by becoming a Marketing Manager
Remaining Stagnant/Not growing	New opportunities/growth
Continuing tedious/boring work environment	Change in routine and work
Being unhappy with where she is for what she does	Excitement and passion

By focusing her energy and thoughts on the pain she would avoid, Jaclyn will be motivated to apply for a new job position.

SCAN ME



CONGRATULATIONS ON COMPLETING MODULE 1, WHERE YOU DELVED INTO THE INTRICACIES OF THE PAIN-PLEASURE PRINCIPLE! SIMPLY SCAN THE QR CODE OR CLICK HERE TO GAIN INSIGHTS DIRECTLY FROM MILTON HUNT HIMSELF. TAKE THIS OPPORTUNITY TO REFLECT ON ALL THAT YOU'VE LEARNED!

Pain-Pleasure Inventory Assignment:

What Motivates You?

Now that you understand the pain-pleasure principle and have read different case studies on how it can be used, it's time to apply it to your life.

In this discussion, I would like you to answer these 4 questions by replying below. Remember, the more detailed your responses are, the better equipped you will be to achieve your desires.

1. What is something that you've been wanting to do? What goal(s) do you have for yourself?
2. When you think about this goal, what thoughts come to your mind? Do you think in terms of what it would cost you to achieve it? Or, do you think of the reward you would gain by achieving it? Go back to this week's lesson for context and identify whether you are pain motivated or pleasure motivated.
3. Complete a pain-pleasure inventory of this goal. Feel free to use the chart on page 19 for reference.
4. If you tend to associate pain with achieving your goal(s), how are you going to think differently and what are you going to do? If you tend to associate pleasure with achieving your goal, how will you alter your mindset and what actions do you intend to take?

Pain I will avoid by achieving this goal	Pleasure I will gain by achieving this goal

Week 2 Module Introduction

Welcome to Week2

Congratulations! You are already halfway through the course.

This week you will learn how fear can stop you from obtaining your goals, and recognize what's holding you back from taking action.

Learning Objectives:

Upon completion of this week's class session, you should be able to:

- Understand the power that fear can have over your life
- Learn the 4 fears that are stopping you from achieving your goals

Week 2 Assignment:

Please complete the following assignments for this module:

- Analyzing your Fears Assignment: What are you scared of?

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SCAN THIS QR CODE OR CLICK THIS LINK TO HEAR DIRECTLY FROM MILTON HUNT AND EXPLORE MODULE 2, WHERE YOU'LL UNCOVER THE OBSTACLES TO TAKING ACTION, FOCUSING ON OVERCOMING FEAR.

Understanding Fear



“One of the greatest discoveries a man makes, one of his great surprises, is to find he can do what he was afraid he couldn’t do.”

-Henry Ford

One of the biggest obstacles to achieving our goals is fear. Fear is a limiting blockade that has the power to prevent you from fulfilling your ambitions, dreams, and goals. Fear creates self-deprecating and false beliefs about yourself that appear to be real, and when you believe them, you sabotage your chances for success. The truth is, most of the fears we experience are conditioned and aren't logical. Sometimes this can lead to emotional distress and manifest physically. For example, there are many stories about college students with stage fright having seizures before giving their presentation before the class. In situations like these, the student's fear isn't realistic, it is imagined. Their fear is so strong that it begins to manifest in their minds and consequently paralyzes them.

You see, we've all experienced situations that trigger physical reactions like sweaty palms, the onset of a headache, and an accelerated heart rate due to unfounded fears. The encouraging aspect, though, is that recognizing the source of your fears enables you to differentiate between reality and imagination. This, in turn, disrupts the pattern of inaction and empowers you to reclaim control.

Here are the **4 fears** that are stopping you from achieving your goals:

- 1. Fear of Failure**
- 2. Fear of the Unknown**
- 3. Fear of Success**
- 4. Fear of Rejection**

Fear of Failure

On the outskirts of Port Huron, Michigan there lived an ambitious fifteen-year-old boy who began operating telegraphs. Even though he had hearing problems and was at a clear disadvantage compared to other boys his age, he continued to educate himself by reading books on scientific works. The more he learned, the more he wanted to become an inventor. After many years of persistence, dedication, and commitment, he obtained several patents and devised the Universal Stock Printer, Quadruplex telegraph, and phonograph. However, he didn't stop here. These inventions only fueled his desire to create more, and before long, he began working on his next experiment: the incandescent light bulb. This challenged him, and after countless errors and mishaps, he finally succeeded and created the very first electric light bulb known to humanity.

So, who was this remarkable man who encountered 10,000 failures before finally accomplishing what he set his mind to do?

If you're thinking about Thomas Edison, then you are most certainly correct! Edison didn't allow his fear of failure to stop him from pursuing what he wanted. Even in the face of adversity, loss, and defeat, he asserted ***"I have not failed. I've just found 10,000 ways that won't work."***

We've all experienced failure at some point in our lives, and for many of us, failing represents a threat to our success.



The reason why we've developed this mentality is because before we try something new, take a risk, or set a goal, we create an initial expectation for ourselves. We think ***"I am not going to fail. There is no room for error. I am going to fulfill and achieve this goal, responsibility, or role."***

However, as we all know, things don't always go the way we want them to. In some situations, we fail to meet the expectations we have for ourselves, and in other cases, we fail to meet the expectations of our family, friends, co-workers, and bosses. Naturally, this is normal. We are not perfect. We will inevitably make mistakes and fail. So, why do some of us develop an intense fear of failure, and more intriguingly, why was Thomas Edison able to move forward and persist despite his lack of success?

The answer to these questions lies in our belief system. Through our past experiences and societal influences, many of us have developed a negative connotation of what we believe failure entails. When we don't achieve what we want, we perceive this as defeat and tie this perspective to our self-worth and self-esteem. Over time, this begins to affect the way we see ourselves and our goals. We start to think ***"I am not competent, smart, or worthy enough, so why should I even try?"***

...and you don't.

You start procrastinating, engaging in self-pity, and negative self-talk. Your fear of failure inhibits you from doing anything.

So, how was Thomas Edison able to not let his failures affect him?

The answer to this is simple: **he reframed his belief system. Instead of internalizing and attaching an inherent meaning to his failures, he saw them as valuable lessons**

that he could use to improve upon. His failures didn't impede him, rather they motivated him because in Edison's eyes he was one step closer to his success.

How Do You Know When the Fear of Failure is Holding You Back?

According to psychosocial rehabilitation specialist and educator Kendra Cherry (2021), here are some of the ways you may experience fear of failure:

- “Believing that you don't have the skills or knowledge to achieve something
- Feeling like you won't be able to achieve your goals
- Procrastinating to the point that it affects your performance or ability to finish on time
- Telling people that you will probably fail so that expectations remain low
- Underestimating your own abilities to avoid feeling let down
- Worrying that imperfections or shortcomings will make other people think less of you
- Worrying that you will disappoint others if you fail” (Cherry, 2021).



If Fear of Failure is Holding You Back, Here are 5 Suggestions on How You Can Overcome It:

1. Acknowledge the fear. Recognizing that you're scared is the first step to overcoming any obstacle. Accept that you're human and prone to making mistakes.

2. Question your fear. Mark Twain once said, “I’ve had a lot of worries in my life, most of which never happened.” This shows that some of the fears we have are imaginative and will most likely not come to pass. So ask yourself, **“Will this really happen?”**

3. Focus on what you can control. Stop spending your energy and time worrying about things that are outside of your control. Focus on your actions, reactions, and beliefs. Choose to work on yourself and improve yourself.

4. Embrace and learn from your failure. See what went wrong. Don’t keep making the same mistakes over and over again—grow from it. See it as an experience, a lesson. Keep learning, changing, adapting, and growing.

5. Persist. Those who succeed know that with each adversity they face comes with it an equal and greater success. Life was designed for your growth and happiness but there is no guarantee that it is going to be easy. Every time you want to give up, think about Thomas Edison and remember: **“Many of life’s failures are people who did not realize how close they were to success when they gave up.”**

To Do:

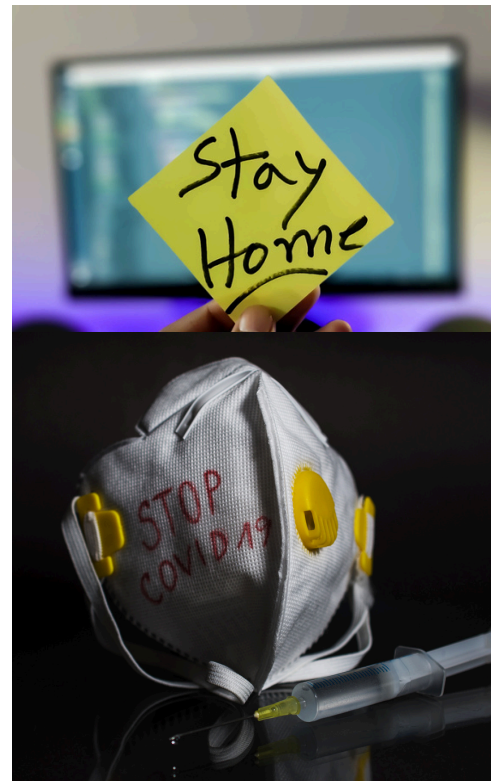
Open the link below and watch the video, “How to Overcome Fear of Failure | Les Brown Motivation”

<https://www.youtube.com/watch?v=bZrsxq9jtts>

Fear of the Unknown

In 2020, Amanda reached a 20-year milestone of working in the marketing industry. Those who worked with her described her as sophisticated and prim and spoke highly of her character; they knew that she was meant to achieve great things in her career. However, beneath her poised demeanor, Amanda felt immense stress and anxiety. After COVID-19 started affecting everyone worldwide, she began to worry about her finances, her family, her goals, and most importantly, her future. She, as well as the global community, didn't know how long the pandemic would last, what the virus was influenced by, and whether or not the vaccine would be effective. She feared the unknown and couldn't help but agonize over what would become of her career. She hated online learning - especially networking with others via Zoom, and staying at home made her feel lethargic.

Before the pandemic, Amanda wanted to start her own freelancing company where she would collaborate with small businesses and create a marketing strategy for their product/service. She was in the process of creating a plan for herself, but now, she has completely disregarded this goal. Instead of reaching out and networking with these startup companies, she chose to stay in her comfort zone; her fear of the "what ifs" has prevented her from turning her dream into her reality. Today, two years later, Amanda still continues to worry for her future and has even gone as far as abandoning her goal. Even though there have been significant developments since the start of COVID-19, she continues to focus on what she can't control.



Fear of the unknown can be characterized as being afraid of something that you have no information or control over. This feeling of powerlessness results in stress because in your mind there exists an underlying belief that tells you ***“Something is going to happen that I cannot handle.”***

This thought serves as a mental block that questions your independence and capability, and when we live our lives in this constant state of fear and worry, the choices we make don't serve us well. Any decision made from a fear of ***“what if”***, will keep us right where we are and prevent us from evolving and living our purpose.

So, How Do You Know When Fear of The Unknown is Holding You Back?

According to Ashley M. Stuck (2021), a licensed clinical social worker, these are several signs that the fear of the unknown is holding you back from achieving your goals.

- “Increased heart rate
- Increase adrenaline leading to a fight, flight, or freeze response
- Irritability
- Need to control your environment
- Avoiding new situations
- Avoiding school/work/social obligations
- Isolating behaviors
- Eroding self-esteem
- Highly critical of self
- Need for constant reassurance from others
- Inflexible behaviors or thoughts
- Ruminating thoughts.” (Stuck, 2021).



If Fear of The Unknown is Holding You Back, Here are 5 Suggestions on How You Can Overcome It:

1. Do your research. You can reduce your fear of the unknown by staying updated and being informed about what you're afraid of. This will help you make better-educated decisions and give you a realistic perspective of what's going on as opposed to making up imaginary scenarios in your mind.
2. Talk to someone you trust. Telling someone what your fears are can shrink them in size. Also, a friend or trusted professional (therapist) can help you get rid of destructive thought patterns by devising strategies to overcome them.
3. Cultivate a healthy lifestyle. Getting enough sleep, exercising, and eating nutritious food improves your mental health and better assists you in dealing with stress that comes from uncertainty.
4. Plan ahead. Stay proactive and be prepared. Create a schedule for yourself, save money, and write things down so you don't forget.
5. Quiet your mind. Your fear of the unknown is a result of self-deprecating beliefs; therefore, to retrain your mind you must quiet those negative thoughts. Go on a walk, meditate for 10 minutes, stay present in what you're doing; the key is to be mindful.

To Do:

Open on the link below and watch the video, "How to 'overcome' fear | Trevor Ragan | TEDxCedarRapids"

<https://www.youtube.com/watch?v=xrWvPo-KaVs>

Fear of Success

In the little town of Morrisville, there lived a professional seamstress named Annie Stockhaven. At the age of 13, Annie's grandmother taught her how to sew and by the time she was 25, everyone in town came to her to stitch their fabric.

*With the exposure that Annie gained through her work, her goal was to create her own sewing company and eventually start her own clothing line. Her only setback, however, was her fear of success. Annie didn't doubt her ability to achieve what she wanted; she knew she was capable. What frightened her was change. She questioned whether she wanted the publicity that came with having her own business. So, Annie alienated herself. She began procrastinating and never took the time to plan for the company she dreamed of; and time, as it always does, went on. Suddenly, she was 85 years old, laying on her deathbed. Although she had her loved ones around her, the thoughts that consumed her were, **"I should have done it. I should have created my line. Why did I allow my fear of the opinion of others to affect me? Why did I care so much about the attention? Why didn't I develop my skill set?"** The fear of success involves being afraid of the consequences that result from achieving your goal.*



This fear is centered on how your potential success could affect your life and focuses on what could happen to you once you accomplish your goal. Living in this state of mind will not only hold you back but also guarantee a life of regret. If you recall, Annie never became who she was meant to be because she procrastinated and never prioritized, nurtured, and planned for her dream. Simply stated, Annie feared her potential.

How Do You Know When Fear of Success is Holding You Back?

According to psychosocial rehabilitation specialist and educator Kendra Cherry (2021), here are some worries you may experience:

- “Being afraid of what will happen if you were in the spotlight;
- Worrying about leaving people behind if you move forward because of your success;
- Feeling anxious about acquiring new responsibilities as the result of your success;
- Being worried that things will just get more complicated than what you can handle;
- Fearing comments from naysayers or worrying about experiencing other social problems.” (Cherry, What Is the Fear of Success?, 2021).

Essentially, these stressors are self-sabotaging and contribute to feelings of guilt, pressure, and anxiety.



If Fear of Success is Holding You Back, Here are 5 Suggestions on How You Can Overcome It:

1. Explore the origins of your fear. What past experiences have you had? What societal influences have impacted you? What thought patterns do you have about succeeding and how are they limiting you?
2. Relax. Take time out of the day to sit down and just be. Watch a movie, read a book, listen to music, color, spend an hour or two doing something you love.
3. Visualize success. Think of the positives of achieving your goal. Imagine how many people you could impact and help.
4. Network and spend time with people who uplift and challenge you.
5. Stop procrastinating. Stay disciplined and focused.

To Do:

Open the link below and watch the video, "Success is scarier than failure | Jemele Hill | TEDxPSU"

<https://www.youtube.com/watch?v=bjzITnc7PCE>

Fear of Rejection



Vincent Van Gogh was rejected and criticized for his “dark” and “morbid” paintings.

Walt Disney was told he lacked imagination and was rejected 300 times for his Mickey Mouse and theme park idea.

Colonel Harland Sanders was rejected 1,009 times before anyone accepted his chicken recipe (KFC).

Elvis Presley was told he would be better off driving trucks after a music performance.

We’ve all experienced rejection at some point in our lives - whether it was in a job interview, business dealing, or even a relationship. The point is, rejection hurts and isn’t a pleasant experience. We want to be liked, accepted, and approved by others, so when someone pushes us and our ideas away, it becomes painful.

The fear of rejection, however, prevents you from reaching your goals and taking risks. By thinking: **“My idea will never get approved. They won’t accept me. Who’s going to believe and support my dream?”**, you set yourself up for a life of misery because you give others the power to defeat you.

Remember, your level of happiness, success, and self-worth should **NEVER** be contingent on others.

How Do You Know When Fear of Rejection is Holding You Back?

According to writer Lisa Fritscher (2019), whose expertise is in phobias, here are common behaviors in those who fear rejection:

- Phoniness
- People-Pleasing
- Passivity
- Passive-Aggressiveness (Fritscher, 2022)



If Fear of Rejection is Holding You Back, Here are 5 Suggestions on How You Can Overcome It:

1. Remember that rejection is universal and a normal part of life.
2. Look for the opportunity in rejection. Whenever a door closes, another one opens. There's always another skill that can be cultivated and learned.
3. Know that you are worthy. You exist; therefore, you are important and matter. Build your self-confidence. Practice positive affirmations and take time to nourish yourself.
4. Feel the fear and do it anyway. Go for what you want. By exposing yourself to what you are afraid of, the fear slowly starts to dissipate.
5. Avoid negative self-talk. Stop putting yourself down and lowering your self-esteem. Start reading more self-help books and work on developing yourself.

To Do:

Open the link below and watch the video, "The Rejection Myth: How to Overcome Fear of Rejection"

<https://www.youtube.com/watch?v=khv-vJKxJS4>

SCAN ME



CONGRATULATIONS ON COMPLETING MODULE 2, WHERE YOU DELVED INTO UNDERSTANDING THE DIFFERENT TYPES OF FEARS THAT COULD BE HOLDING YOU BACK FROM SUCCESS. TAKE A MOMENT TO REFLECT ON YOUR JOURNEY! SCAN THE QR CODE OR [CLICK HERE](#) TO DEEPEN YOUR REFLECTION AND GAIN FURTHER CLARITY ON OVERCOMING THESE BARRIERS.

Analyzing Your Fears Assignment:

What Are You Scared Of?

Now that you've learned about the 4 types of fears that can prevent you from achieving your goal(s), it's time to analyze and figure out which fear, in particular, is holding YOU back.

In this discussion, I would like you to answer these 4 questions. Remember, the more detailed your responses are, the better equipped you will be in understanding what's holding you back.

1. Think about what you want to achieve in your life. What is stopping you from pursuing that? What scares you?

2. Based on your response to question #1, what fear can you associate this with? Is it fear of failure, the unknown, success, or rejection?

3. Is this fear real or imagined? Has anything happened to you in the past that has created this fear? Or, have you made it up in your mind?

4. How are you going to overcome this fear? What steps are you going to take? How are you going to re-direct your mindset? Explain your plan.

Week 3 Module Introduction

Welcome to Week3

This week, you will learn about the comfort zone and how staying there can prohibit you from achieving what you want in your life.

Learning Objectives:

Upon completion of this week's class session, you should be able to:

- Understand why staying “too” comfortable is dangerous to your growth and success
- Learn how you can acquire new skills and extend your comfort zone

Week 3 Assignment:

Please complete the following assignments for this module:

- From Comfort to Growth Assignment: Getting Unstuck

SCAN ME



SCAN THIS QR CODE OR CLICK THIS LINK TO HEAR DIRECTLY FROM MILTON HUNT AND DELVE INTO MODULE 3, WHERE YOU'LL LEARN WHY STAYING IN YOUR COMFORT ZONE CAN BE A DANGEROUS CHOICE.

Understanding the Comfort Zone



“Your comfort zone is not a bad place to be. It’s just a dangerous place to stay in.”

-Milton Hunt

If you are not where you want to be in your life, then chances are, you are stuck and in a comfort zone. Your comfort zone is a behavioral and emotional construct that confines you into staying where all things are familiar. Here, there are no challenges, fear, or discomfort. You continue to do what feels safe and stick to regular habits and routines.

The truth is, your comfort zone is not a bad place to stay in because when you’re comfortable, you’re in a state of mental security. Not only are you good at what you do, but you also feel safe because there are low levels of stress and risk.

However,

Although your comfort zone gives you leeway and makes you feel secure with where you're at and what you're doing, *it's a very dangerous place to stay in.*

When you choose to stay in your comfort zone, you settle for less. You close yourself off to different opportunities, and you plateau. This means you're not learning, you're not growing, and more importantly, you're not becoming the person you want to be.

It's important to recognize that those who go on to achieve great things and accomplish their goals, push themselves forward.

Athletes train and practice every day.

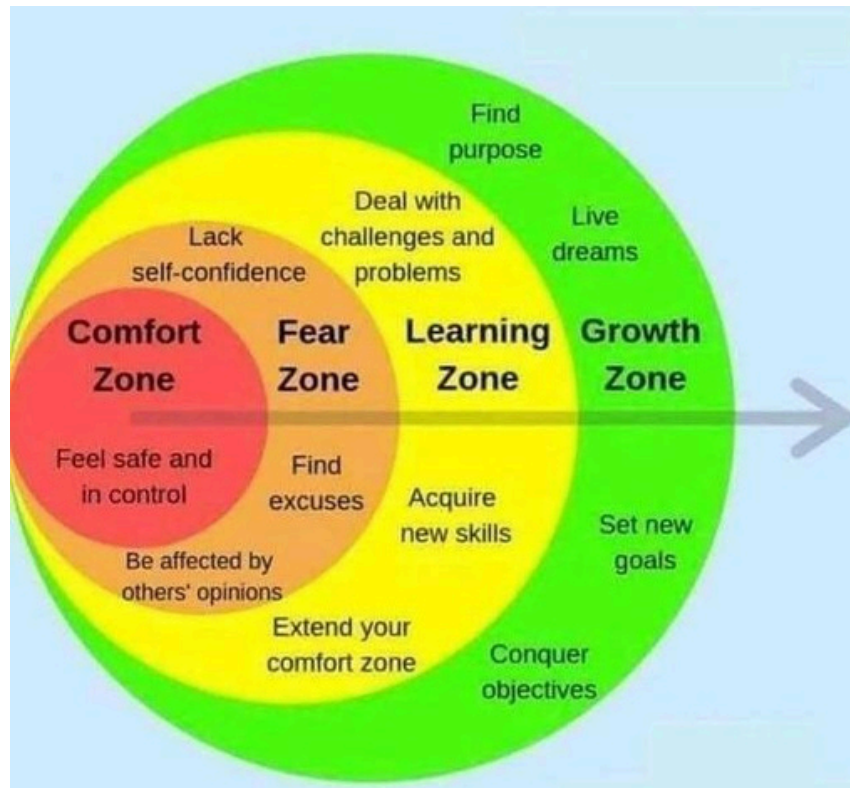
Professionals continue to pursue an education to obtain certificates and higher degrees.

Actors spend hours memorizing and enhancing their craft to get the role they want.

Essentially, these people understand that growth is an essential part of developing themselves. They forgo the comfort of staying home, procrastinating, and indulging in everyday pleasures because they know that with growth, comes progress, and with progress, they are one step closer to where they want to be. This is when new doors of opportunity are opened.



What Does It Take to Get Out of Your Comfort Zone



As you can see in the illustration above, the goal is to get out of your comfort zone and move into your growth zone. This area is where you begin understanding your potential, identifying your purpose, and living the life you want.

The process of getting here, however, requires time, dedication, and courage. You must be willing to face your fears, overcome your insecurities, and build your self-esteem. It is important to note that in the journey towards moving from your comfort zone to your growth zone, there are peaks. Growth isn't linear, there will be a process of trial and error. Sometimes you may need to retreat back to your comfort zone for a moment or two before you begin again. The key is to continue to persevere and push on. As long as you have an open mind and are willing to learn, your success **WILL** come to pass.

How to Challenge and Develop Your Potential

As suggested by authors Ed O'Malley and Amanda Cebula (2015), you can start with Marshall Goldsmith's approach and **"Expand your comfort zone through low- risk experiments"** (88). The fact of the matter is that **"You don't need to do anything grand. It can be as small as asking a question when you would normally say nothing or staying quiet when you would usually speak up"**

Here are some simple things they also suggest for you to try today, tomorrow, and in the next week or two to practice and experiment beyond your comfort zone:

- "Meet with someone in your company who makes you uncomfortable.
- Take a stand on something important to a colleague or a friend. (Or don't take a stand if taking a stand is the norm for you.)
- Be curious, and ask a question rather than jumping in to give advice.
- Don't assume you understand exactly what your colleague is talking about. Instead, ask a clarifying question such as, **"What do you mean by that?"** or **"Please, can you tell me more?"**
- If you typically work 50- or 60-hour weeks, work a 40-hour week, and pay attention to what happens as a result.
- If you normally weigh in early and often in meetings, try counting to 10 before talking.
- Invite yourself to a meeting on a topic you are curious about" (90).

Once you start challenging yourself, expanding, and stepping out of your comfort zone, you'll recognize a change in yourself and in your life. You'll be more creative, adaptable, productive. You will grow, which is in itself is a huge accomplishment.

SCAN ME



CONGRATULATIONS ON COMPLETING MODULE 3, WHERE YOU EXPLORED THE CONCEPT OF THE COMFORT ZONE AND ITS IMPACT ON PERSONAL GROWTH! NOW IT'S TIME TO REFLECT ON YOUR OWN COMFORT ZONES AND HOW THEY MIGHT BE INFLUENCING YOUR JOURNEY. SCAN THE QR CODE OR [CLICK HERE](#) TO ENGAGE IN A REFLECTIVE EXERCISE!

From Comfort to Growth Assignment:

Getting Unstuck

Now that you understand how staying in your comfort zone can hold you back, it's time to apply it to your life.

In this discussion, I would like you to answer these questions by responding to the prompts below. Remember, the more detailed your responses are, the better equipped you will be to achieve your desires.

1. What are some things that are currently outside of your comfort zone? Here are some examples: getting a promotion at work, a degree from school, etc.

2. What can you do to step outside of your comfort zone in the near future to achieve, accomplish, and complete these things? How would this benefit you?

3. Is it worth stepping outside of your comfort zone to achieve these things? Because, if it is, you will achieve them. If it's not, you won't.

**Once that you've identified some ways to challenge yourself, make sure to do those things. This is a key to your success.*

Week 4 Module Introduction

Welcome to Week4

You are almost done with the course!

In this final week, you will learn how to set goals for results.

Learning Objectives:

Upon completion of this week's class session, you should be able to:

- Know the steps that are necessary to set goals
- Create a goal-setting plan for yourself

Week 4 Assignment:

Please complete the following assignments for this module:

- Goal-Setting Assignment: Create your plan for Success

SCAN ME



SCAN THIS QR CODE OR CLICK THIS LINK TO HEAR DIRECTLY FROM MILTON HUNT AND DISCOVER MODULE 4, WHERE YOU'LL LEARN HOW TO DESIGN A WINNING PLAN FOR YOUR LIFE.

Designing a Goal-Setting Plan



“If you don’t design your life plan, chances are you’ll fall into someone else’s plans, and guess what they have planned for you? Not much..”

-Jim Rohn

Goal setting is a powerful tool that is vital to your success in life. When done correctly, setting goals reveal that you know exactly what you want for yourself and provides an action plan for you to follow to attain that particular objective. This is what serves as the foundation for your future achievements.

So, how can you manifest what you want into your reality?

Here are the Steps Needed to Achieve Your Goals

Step 1: Identify what you want for yourself. Think about the current direction of your life, and ask yourself:

- Who do I want to be?
- What do I want to have?
- What do I want to do?
- What do I want to see?
- What do I want to experience?
- Where do I want to go?

When creating a goal-setting plan, it is important to acknowledge different aspects of your life and ponder over areas that need improvement. Here are some things to think about:





Step 2: Now that you have a general idea of what you want for yourself and what you'd like to achieve in different areas of your life, it is time to clearly define your goals and write them down. In doing so, your goals need to be **Specific, Measurable, Attainable, Relevant, and Timely**, or in other words, **SMART**.

SPECIFIC - Merely saying "I want to be rich" or "I want to buy a house soon" isn't enough. These "goals" are vague; they lack clarity and intention. It is important to define **EXACTLY** what you want.

MEASURABLE - Quantify your goals so that you can track your progress. How will your goal be measured? What exactly do you need to do to ensure that you're headed to where you want to be?

ATTAINABLE - Is this goal something you can achieve? Is it realistic for you?

RELEVANT - Understand why you are setting the goal you have. What is this going to do for yourself and your life? Is it important to you?

TIMELY - When do you intend on achieving this goal? How are you going to break up the goal into timely segments? What short-term goals are to be completed within the near future (1 week - 2 months)?, what needs to be achieved in the mid- future (3 months - 3 years)?, and what should you focus on in the far future (4 years - 10 years)?

You will see an in-depth example of creating SMART goals on the next page and will have the opportunity to create your own as well.

Step 3: Stay committed and discipline yourself to work on your goals every day. Develop a routine and healthy habits. Start getting enough sleep, prioritizing your well-being, and taking care of yourself. Focus on what's important and stick to that. It is important for you to understand that there will be days where you feel defeated and have the urge to give up. Negative thoughts will permeate your mind. It happens. It's inevitable. However, when you've identified and written down what you want, you will find that your goals will be there to redirect your actions. Instead of succumbing to those defeating thoughts, determination and persistence will take their place. Your mindset will be renewed, and you will achieve what you set out to do.

Creating SMART Goals Examples

Meet Vanessa.

Vanessa is an assistant project manager for New York's Department of Education. She wants to become a better communicator and team leader. Here is how she would create a SMART goal for herself.



SPECIFIC

Vanessa would ask her herself, "what exactly do I want?"

Her answer: I want to become a better communicator and team leader at work; I want to be transparent and concise in explaining what is expected from projects and I also want to spend time building relationships with those on my team.

MEASUREABLE

Vanessa would ask herself, "How will my goal be measured? What do I need to do?"

Her answer: In order to achieve this goal, there are three things that I need to do. Send out weekly emails on Monday that update team members on project goals and expectations. Increase the number of team meetings per month from 1 to 2. Set up a weekly check-in with each member of the team to ensure they have the support they need to meet their responsibilities.

ATTAINABLE

Vanessa would ask herself, “Is this something I can do and stay consistent in?”

Her answer: I know that I can send out weekly Monday emails and facilitate 2 team meetings per month, however, there are 20 people in my team, and setting up a weekly check-in with each of them is quite a stretch. Here is what I can do instead:

Send out weekly emails on Monday that update team members on project goals and expectations.

Increase the number of team meetings per month from 1 to 3.

For the first month of a project, I will set up a daily scheduled one-hour check-in with each team member every day. This ensures that by the end of the month, I’ve spoken to each individual and ensured that they have the support they need to meet the project responsibilities.

RELEVANT

Vanessa would ask herself, “Why am I setting this goal?”

Her answer: Spending more time with my team members will allow us to understand different working styles, build trust with one another, and lead to more efficiency within each project.

TIMELY

Vanessa would ask herself, “How am I going to break up this goal into timely segments?”

Her answer:

Short-term goals (1 week - 2 months) - Cultivate relationships with team members by scheduling one on one meetings with them; getting to what their career goals are, skills, and who they are outside of what they do.

Mid-term goals (3 months - 3 years) - Send out weekly Monday emails updating team members on project goals and expectations, facilitate team meetings twice a month, and make it known that she is available to schedule meetings with those who need additional clarification.

Long-term goals (4 years - 10 years) - Obtain a Ph.D. in project management, become Dept-Education Senior Project Manager for New York's Department of Education, and have a network with state employees under this division. Once this goal has been written down, Vanessa now has a greater understanding of what she needs to do and TAKE ACTION.

SCAN ME



CONGRATULATIONS ON COMPLETING MODULE 4, WHERE YOU FOCUSED ON DEVELOPING AN EFFECTIVE GOAL-SETTING STRATEGY! NOW IS THE TIME TO REFLECT ON YOUR GOALS AND HOW YOU CAN TURN THEM INTO ACTIONABLE PLANS FOR SUCCESS. SCAN THE QR CODE OR [CLICK HERE](#) TO ENGAGE IN A REFLECTIVE EXERCISE AND REFINE YOUR GOAL-SETTING APPROACH FOR OPTIMAL RESULTS!

Creation Your Goal Assignment:

Setting Yourself Up for Success

Now it's your turn! Using this chart, pick 4 areas that you want to set goals in and fill out the documents in the following pages for each of them.



The image shows a chart titled "Goal Setting Areas" with eight blue buttons arranged in two columns. The buttons are labeled: Fun, Family, Physical Health, Mental Health, Career, Spiritual, Financial, and Education.

Goal Setting Areas	
Fun	Family
Physical Health	Mental Health
Career	Spiritual
Financial	Education

Goal-Setting Worksheet – Area #1

Today's Date: _____

Target Date: _____

Start Date: _____

Date Achieved: _____

Goal: _____

Why is this important to me? _____

Verify That Your Goal is SMART

Specific: What exactly do you want to accomplish?

Measurable: How will your goal be measured? What do you need to do?

Attainable: Is this something you can do and stay consistent in?

Relevant: Why are you setting this goal?

Timely: When will you achieve this goal? How are you going to break this goal up into timely segments?

Conduct a Pain-Pleasure Inventory

Pain I will avoid by achieving this goal	Pleasure I will gain by achieving this goal

Who are you going to ask for help?

What are some potential obstacles you may face? And what are the solutions to these obstacles?

What steps do you need to take to get you to where you want to be? Fill out these 3 charts.

Short Term Goals (1 week – 2 months)	Expected Completion Date	Completed

Mid Term Goals (3 months – 3 years)	Expected Completion Date	Completed

Long Term Goals (4 years – 10 years)	Expected Completion Date	Completed

Goal-Setting Worksheet – Area #2

Today's Date: _____

Target Date: _____

Start Date: _____

Date Achieved: _____

Goal: _____

Why is this important to me? _____

Verify That Your Goal is SMART

Specific: What exactly do you want to accomplish?

Measurable: How will your goal be measured? What do you need to do?

Attainable: Is this something you can do and stay consistent in?

Relevant: Why are you setting this goal?

Timely: When will you achieve this goal? How are you going to break this goal up into timely segments?

Conduct a Pain-Pleasure Inventory

Pain I will avoid by achieving this goal	Pleasure I will gain by achieving this goal

Who are you going to ask for help?

What are some potential obstacles you may face? And what are the solutions to these obstacles?

What steps do you need to take to get you to where you want to be? Fill out these 3 charts.

Short Term Goals (1 week – 2 months)	Expected Completion Date	Completed

Mid Term Goals (3 months – 3 years)	Expected Completion Date	Completed

Long Term Goals (4 years – 10 years)	Expected Completion Date	Completed

Goal-Setting Worksheet – Area #3

Today's Date: _____

Target Date: _____

Start Date: _____

Date Achieved: _____

Goal: _____

Why is this important to me? _____

Verify That Your Goal is SMART

Specific: What exactly do you want to accomplish?

Measurable: How will your goal be measured? What do you need to do?

Attainable: Is this something you can do and stay consistent in?

Relevant: Why are you setting this goal?

Timely: When will you achieve this goal? How are you going to break this goal up into timely segments?

Conduct a Pain-Pleasure Inventory

Pain I will avoid by achieving this goal	Pleasure I will gain by achieving this goal

Who are you going to ask for help?

What are some potential obstacles you may face? And what are the solutions to these obstacles?

What steps do you need to take to get you to where you want to be? Fill out these 3 charts.

Short Term Goals (1 week – 2 months)	Expected Completion Date	Completed

Mid Term Goals (3 months – 3 years)	Expected Completion Date	Completed

Long Term Goals (4 years – 10 years)	Expected Completion Date	Completed

Goal-Setting Worksheet – Area #4

Today's Date: _____

Target Date: _____

Start Date: _____

Date Achieved: _____

Goal: _____

Why is this important to me? _____

Verify That Your Goal is SMART

Specific: What exactly do you want to accomplish?

Measurable: How will your goal be measured? What do you need to do?

Attainable: Is this something you can do and stay consistent in?

Relevant: Why are you setting this goal?

Timely: When will you achieve this goal? How are you going to break this goal up into timely segments?

Conduct a Pain-Pleasure Inventory

Pain I will avoid by achieving this goal	Pleasure I will gain by achieving this goal

Who are you going to ask for help?

What are some potential obstacles you may face? And what are the solutions to these obstacles?

What steps do you need to take to get you to where you want to be? Fill out these 3 charts.

Short Term Goals (1 week – 2 months)	Expected Completion Date	Completed

Mid Term Goals (3 months – 3 years)	Expected Completion Date	Completed

Long Term Goals (4 years – 10 years)	Expected Completion Date	Completed

Congratulations! You have successfully completed the course

SCAN ME



SCAN THIS QR CODE OR CLICK THIS LINK TO CONCLUDE YOUR TRANSFORMATIVE JOURNEY WITH MILTON HUNT, REFLECTING ON THE INVALUABLE LESSONS AND ACHIEVEMENTS ATTAINED THROUGHOUT THE COURSE.

CERTIFICATE

— OF COMPLETION —

Goal Setting 101

This certificate is awarded for your completion of Milton Hunt's Goal Setting 101 Course. You have shown outstanding progress and the knowledge you have gained serves as a testament to your competence in setting clear and effective goals. Congratulations!

Hannah Jenarine

Instructional Designer



Milton Hunt

President/CEO

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