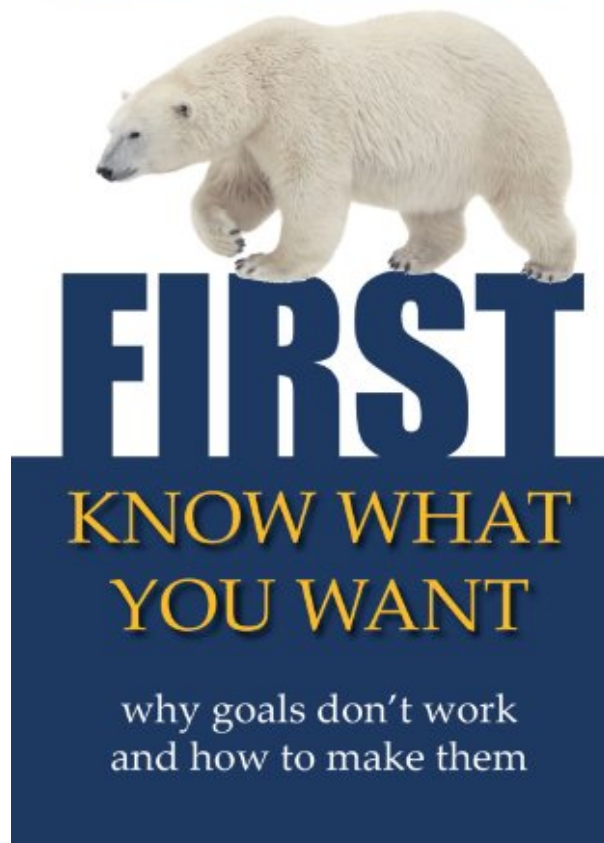


FIRST, KNOW WHAT YOU WANT - WHY GOALS DON'T WORK AND HOW TO MAKE THEM BY ANDREW HALFACRE

Andrew Halfacre



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FIRST

**KNOW WHAT
YOU WANT**

why goals don't work
and how to make them

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From the Author

Everything in life comes down to two problems - you know what you want but don't know how to get it or you don't know what you want. There are plenty of books to help you with the first problem but I wrote this one to help you with working out what you really want. Use this guide to find both your inner compass and the confidence to go after what you want.

From the Inside Flap

Who should read this book? If any of these statements sound familiar, this is for you:

- You know what you don't want but struggle to be clear about what you do want.
- You could do almost anything but you end up doing almost nothing because you lack the certainty to pick something.
- You don't like where you are but can't figure out where you should be.
- You know you are holding yourself back but you are not sure from what.
- You have let others make the bigger decisions about your life; you suspect you might be coasting.
- You carry a vague but pressing feeling that there is something else for you, if only you could know what it is.
- When asked what you want, your mind goes blank or your heart starts racing.
- You're facing a big decision and you don't know what to do or you have a feeling you might know but are afraid of the answer.
- You're scared of making the changes that you know you could be making.
- Somehow, you know that your life would be different if only you could work out what you wanted.

From the Back Cover

Inside you will discover...

- How a polar bear can help you know what you want
- Why 'goal setting' often fails and what to do about it
- How to use what you don't want to get what you do want
- How to distinguish fantasy from dreams that can come true
- How to untangle what you want from how you feel
- How to become a faster, better decision maker
- The second most powerful question in the world
- How to develop new and original ways of thinking
- How to avoid self-sabotage and discouragement
- How to uncover the values that drive you
- The incredible benefits of starting small
- How to be happier right now
- What to do when you are stumped
- How your senses can tell you what you want

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FIRST, KNOW WHAT YOU WANT - WHY GOALS DON'T WORK AND HOW TO MAKE THEM BY ANDREW HALFACRE PDF

95% of people do not know what they want and nearly all of them wish they did...First, Know What You Want is a hard hitting guide to knowing your own mind and finding your inner compass. If you've ever dreamed of changing your life (if only you could work out what you really wanted) then this is the guide for you. This is not just a book about getting. It's a book about being. Being able to discover a more authentic and joyful way to live a life you can look back on and say, "that was just how I wanted it."

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- How your senses can tell you what you want

Most helpful customer reviews

1 of 2 people found the following review helpful.

Excellent book helping you get where you want to get to

By Dr. Peter Davies

This is a great book. It is helpful- it will help you come to know exactly what you want. It does this by a mixture of showing and telling. It's also honest about the human condition-and our flaws, and our mixture of reasons and excuses we use to justify to pretending to act rather than doing. The book is both frank and understanding, provoking and challenging- but always with compassion and purpose behind them. It doesn't just talk about goals, it helps you really define what goals you want to follow. I can recommend this book to all of of us who need to clarify our goals and purposes in life. I suspect even those already set on one purpose would find it helpful to them to understand why they want their goal so strongly, and to help them close down distractions. This book is really about helping readers with deciding exactly what they want to direct their attention towards.

There are some specific gems in it that I'll highlight here.

1. Most people do not know exactly what they want. Many more have a vague inkling, but cannot put it into words, or a defined project.
2. Anxiety, frustration, anger signal energy going to waste, not to purpose. It's hard to stay in a bear state if you are working towards a purpose.
3. For many people goals need to be defined against something we want to avoid or get away from. Many people struggle to articulate a positive vision of anything. For these people questions such as "How could we make this worse?" and "What would you want instead?" can open the way to a positive goal.
4. We overestimate how much we can do in a day, we underestimate how much we can work up to over a year.
5. Squash your bugs- all those little bits of uncompleted stuff that hang around and annoy you- you cannot think straight in a cluttered environment-internal or external.
6. Make small 1% steps towards a goal each day- they're much easier than trying 7% once a week. And they

don't scare you or your friends and neighbours.

7. If you don't know what you want, you will follow someone who does.

8. Gather your early thoughts each morning- before they are contaminated by everyone else's agenda.

9. Multitasking is a myth- there's a huge price in terms of lost time and inattention- to being interrupted.

10. You are either a driver or a passenger in your life. Drivers take action, passengers mutter and make excuses. Many people prefer to be passengers- which is fine-if they can trust where the driver is taking them. Results and feedback are better than rationalisation.

This is a good book, and backed up by a good workbook and its website at [...]

It's a pleasure to recommend this book to any readers looking for help in getting goals and objectives that will work for them.

For UK medical colleagues it will make setting PDP goals much more fun, and so help with How to Get Through Revalidation

2 of 4 people found the following review helpful.

Nothing original. Or even correctly spelt.

By JAM

Really appalling book. Not only full of middle-management aphorisms but also enough spelling mistakes to seriously discredit the quality of the publication and the author. I'm highly suspicious of the other "reviews" of this book and I advise you not to waste your money. This is one of the first books I've deleted off my kindle and if I could get my money back, I would.

1 of 4 people found the following review helpful.

Highly Recommended Book of Useful Tools

By Scott Haraburda

This is a book full of useful tools, which most everyone could use. It's written in an informal way, similar to someone telling us in person with the information. It's easy to understand, giving the reader valuable information quickly.

The book also contains several analogies to illustrate the author's messages in a way to help the reader fully understand his ideas. These included a fly hitting the glass window, Adam and Eve failing to take responsibility for their decisions, bus drivers instead of passengers controlling the bus, and a polar bear acting poorly in captivity. The author implies that people perform better if they have sustained focused attention, instead of believing in the multi-tasking illusion.

He also believes that most people are "sheep looking for a shepherd." The shepherd is a person who knows what he wants. Identifying what he wants is hard, mainly because he could be looking in the wrong way or is scared. To help us know what we want, this book describes twelve rules, which is a good step-by-step process for doing this. The book also provides us a link to the author's website which contains additional resources and downloads (such as a journal). It also provides us a link to his Facebook page. These Internet resources complement the information provided in the book. The tools, such as questions, within the book were very valuable. I really liked the "what do you want instead" question to help transform blame into solutions.

A concern I had with this book, though, was the author's lack of sources, such as the source of the statistics involving 95% of people not knowing what they want. Much of the information appears to be from the author's own personal opinion on why people do what they do and what should work to improve them, which probably came from his working coach work. Of note, the author was diagnosed in 2011 with non-Hodgkin's

lymphoma, a form of cancer, and had several rounds of chemotherapy. He re-evaluated his life, with some of his thoughts from this scary ordeal written in this book.

The reader should be cautious with the "Squash the Bug" step because it doesn't discuss the importance of the tasks listed, or an effort to prioritize them. These then can lead to waste of our time by doing tasks that are neither urgent nor important. We can spend our day squashing bugs, lots of them, even feeling good about it. At risk, the important tasks with urgent timing don't get done.

If you want a good informal book to help you look inside yourself and discover what you really want, then this book is for you. Otherwise, reading this book won't help. Let me remind you that if you don't know what you want, everything you do will get you there. Since knowing what you want is the first task, knowing how to obtain it should be the next. As such, the author's follow-on to this book should be "Second Know How to Get What You Want - Why Just Knowing What You Want Isn't Enough."

Highly recommended for anyone desiring to know how to start getting what they want.

See all 4 customer reviews...

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