



## Stop Drifting and Start Rowing: Set Your 2017 Goals



'It was time for me to stop drifting, and start rowing.' - Roz Savage

### The Contagious Inspiration of Roz Savage

When it comes to setting intentions, it's hard to think of a more compelling example than Roz Savage. In 2005, she became the first woman to row across the Atlantic Ocean. She covered the 2,935-mile journey completely alone, with no support. It took 103 days, 4 broken oars, and over one million oar strokes. As if that wasn't enough, she completed a three-stage solo journey across the Pacific Ocean in 2010, followed by the Indian Ocean in 2011.

What's even more striking is that these epic accomplishments started with a single decision. Just a few years before starting on her journey, Roz was living a comfortable existence as a

management consultant and project planner at an investment bank in London. She had a decent job, a nice house, and a little red sports car. She was a woman of ordinary means, with nothing to indicate that she would accomplish a historic feat just a few years later.

Change started when she embarked on an exercise to write her own obituary. She wrote two versions. The first was a “fantasy obituary” that described the person who she wanted to be. The second was an obituary about her actual life, which she described as seeming like a half-life in comparison. She later remarked, “The most important thing I ever did in my life was to imagine that I was dead.”

## **Set Your Intentions**

Roz’s entire life hinged on this simple obituary exercise. Her journey across three oceans started with a single life-changing insight. With the support of the Netcito community, you have an opportunity to make similar changes in big and small ways. Here’s how Netcito can help you get started:

1. **Motivation:** Your group is a hugely valuable ally when it comes to setting your intentions. It starts with motivation. This planning meeting only happens once per year. If you want to get feedback from your peers, you need to complete these exercises beforehand. When you take the extra step to do the work ahead of the meeting, it provides leadership and encouragement for other members of your group to follow.
2. **Feedback:** At the actual meeting, your group serves as a valuable sounding board. They provide feedback that can help you figure out if you’re pointed in the right direction. Are you stretching enough? Are your goals realistic? Are you setting intentions that are consistent with your values? Your group can help to answer these questions.
3. **Accountability and Support:** After presenting your intentions, your group holds you accountable and on track. When you inevitably run into roadblocks, your group provides the perspective on whether to persist, pivot, or quit. It also provides motivation and resources to move forward.

Ready to write your own obituary and create your 2017 intentions? You can get started now with the 2017 Netcito Goals Workbook.



## Netcito 2017 Goals Workbook



*"You have to expect things of yourself before you can do them"*  
- Michael Jordan

### Overview

1. Complete the exercises below. If you do only one thing, complete the obituary exercise. Every Netcito member is invited to share their obituary at their next meeting.
2. The entire workbook can be completed in as little as 30 minutes, or longer if you choose to spend more time on the questions. The whole thing shouldn't take longer than about 2 hours.
3. Consider using extra paper instead of squeezing your responses into the boxes below. More space is better.
4. As you focus on the year ahead, focus on any new ideas or intentions that come about as a result of this exercise. Don't worry about writing down things that are already on track to happen.
5. After completing the workbook, review your intentions and come up with an issue or question to share with your group (see below for details).
6. At your meeting this month, share your obituary with the group, along with any questions that came up in the course of preparing your goals.

## Exercises

1. Assess where you stand with your business. Briefly summarize your 2016 performance in terms of revenue, expenses, net income, and any other relevant indicators. The goal is to wrap your head around how your business went for the year, rather than come up with an exhaustive annual report. The ideal length here is 1-2 paragraphs, although you can write more if you choose to.

2. Complete 2016 by answering the following questions about last year:

a. What accomplishments and choices are you most proud of?

b. What risks did you take this year that you are proud of – regardless of the outcome?

c. What was your biggest failure this year? What did you learn from it?


d. What is incomplete that you want to let go of as you embark on the year ahead?

e. What goals or projects do you want to bring with you into the new year (hint: keep this list short)?

f. What did you learn this past year?

3. Write your own obituary.

- a. Part 1: Start with your fantasy obituary. Imagine the rest of your life the way it could be. Many years from now, you are looking back over a life well-lived. The time between now and your death is constrained only by your imagination. What does your family have to say about you? What are you remembered for? What difference did you make in the lives you touched? How did you spend your time? As you write, notice how you're feeling. Focus on expanding the aspects of the obituary that you enjoy writing and give you energy. Don't hesitate to use extra paper or pull out your laptop.



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- Roz Savage

- b. Part 2 (Optional): What would happen if you continued living your life on its current track? Write an obituary for yourself assuming that your life continues in a more or less straight line. How will you be remembered at the time of your death?

- c. What are your takeaways from this exercise?

4. As you reflect on the previous year and the possible future that you created by writing your obituary, think about the opportunities and changes that you would like to create in the year ahead. The exercise is organized based on the fundamental domains of your life: self, relationships, and career. You may find it simplest to complete the first column (self) before moving to the next, but feel free to jump around if the spirit moves you. Don't hesitate to use extra paper.
  - a. Begin by reflecting on the obituary that you wrote. How does it translate a lifetime vision for yourself, your relationships, and your career?
  - b. What's currently going well in the key domains of your life?
  - c. What's currently not going well in the key domains of your life?
  - d. What could 2017 look like for you? At this point don't worry about making commitments. Think of this exercise more as setting intentions for the year ahead.

	<b>Self</b> (e.g. exercise, diet, mindfulness, adventure, learning)	<b>Relationships</b> (e.g. romantic partner, family, parents, friends, community)	<b>Career</b> (e.g. income, creative expression, legacy, mentorship)
<b>a. What is my current lifetime vision (from the obituary exercise)?</b>			

<b>b. What's currently going well</b>			
<b>c. What's currently not going well</b>			
<b>d. What I desire or picture for 2017</b>			

5. For each domain of your life, review the outcomes that you desire for the year ahead (part d, from the previous exercise).
  - a. For each domain, identify at least one intention that you would like to commit to. As you begin translating your vision into action, focus on action steps within your control (hiring a personal trainer, speaking with 3 prospective customers before the end of January), rather than results which may or may not happen as a result of your actions (losing 10 pounds, closing a sale by the end of January).
  - b. After identifying commitments for the year ahead, identify any resources that you will need in order to meet these commitments. Resources could include training and development, hiring professional help, or support from family among other things.

	<b>Self</b> (e.g. exercise, diet, mindfulness, adventure, learning)	<b>Relationships</b> (e.g. romantic partner, family, parents, friends, community)	<b>Career</b> (e.g. income, creative expression, legacy, mentorship)
<b>a. What am I ready to commit to?</b>			
<b>b. What resources do I need to meet these commitments?</b>			

6. Identify at least one action step that you can take in the next three months to forward your intentions. Be sure to complete every column (where, when, how) for each action step. While the columns might seem redundant, walking through them will help you develop a clear vision for how you will take action. This process of visualization increases the likelihood that you will actually act on your intentions. Make sure that your action steps are SMART: specific, measurable, attainable, relevant, and time-bound.

Action Step	Where	When	How
1.			
2.			
3.			
4.			
5.			

7. Review the work you completed so far. Identify one issue or question where you would like feedback from your group. It could be an intention that you're particularly excited about or an area where you are uncertain. Incorporate this issue into your prep sheet. If you choose, share a copy of your workbook or obituary with the group.

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*Congratulations! You have completed your 2017 Goals Workbook. May all of your best intentions become real in the year ahead.*