



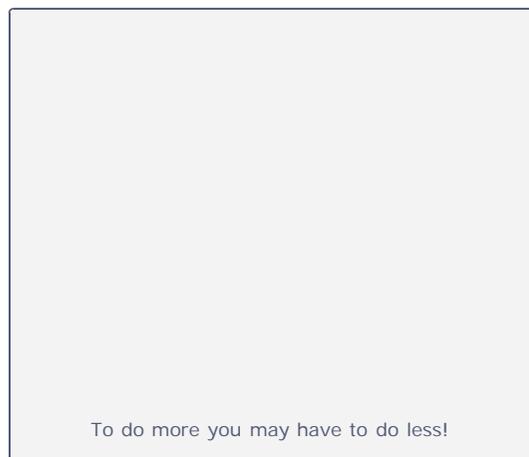
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Goals: Make this the year of less is more

January 16th, 2012 by Guest Contributor

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To do more you may have to do less!

Do less?

How's this year going so far? Being the successful, well-balanced professional you are, you no doubt want more out of 2012. My clients are ambitious multi-cultural multi-taskers straddling several countries, and they have the technology and energy to keep up. They know all about focus, efficiency and drive. Except invariably, at some point in the coaching process, they come to the staggering realization that—gulp!—to get *more* done they might need to do/think/push/strive *less*.

To ring in the New Year, I'm throwing out some common-sensical tips on paring down. Think of these as warm honey to a sore throat, as a cucumber slice to the eye, or as thick lotion to dry hands: simple, timeless remedies and

goals that require zero cerebral intervention and just feel...right.

Do the important things first

Stephen Covey says: "You have to decide what your highest priorities are and have the courage— pleasantly, smilingly, non-apologetically—to say 'no' to specific things. And the way to do that is by having a bigger 'yes' burning inside."

Know your yesses. Set meaningful priorities and act accordingly. You cannot make progress if you don't have a handle on what's truly important and what's secondary (or tertiary). Reflect, talk it out with your coach and decide what's most important. And once you decide, act! Remember: a decision isn't really a decision until it is substantiated with concrete ITRW action (that's: *in the real world* as opposed to *in your mind*).

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Don't try to please everyone: you can't

No matter what you do or how, there will be people who disagree with you, your approach, your ideas or your goals. Yes, really. So give up trying to please everyone and just do, with confidence and fearlessness, what you know is right. You'll even realize that it will not matter how many people get it, or don't.

Choose your friends wisely

Surround yourself with people who are worthy of your time and attention and *bring you something*—energy, fun, wisdom, laughs, insights, moral support, or any combination thereof. Be wary of people in whose company you grow irate and from whom you systematically walk away feeling depleted and used vs. energized and nourished (on an intellectual, emotional, spiritual or soul level). This year—and forever—cultivate friends who reflect who you want to be, whom you are proud to know, who love and respect you, and who will champion and support you, while remaining honest enough to point out your BS when they spot it. Friends who ignite our energy, creativity, curiosity or zest for life (or all those at once) are keepers.

And be there for them too

I'm a subscriber of the "what goes around comes around" adage and believe that, in work and life, we really do get what we put in. When you have a positive impact on someone's life, chances are you reap an immediate positive impact on your own.

And remember: you are not perfect

Think of how many things you didn't get done last year because you were waiting for the perfect moment, place or circumstances. News flash: the real world doesn't reward perfectionists; it typically rewards people who get stuff done. One way to get stuff done is to be ok with being *imperfect* (99% of the time). Yes, less really can be more.

Gilly Weinstein *coaches ambitious professionals who want to play bigger, inspire others, shake things up, and have a greater impact in the world. She challenges her clients and makes them more aware of their impact in service of more emotionally intelligent leadership. Gilly coaches across a range of industries, institutions and countries. She is a certified professional coactive coach (CPCC) accredited (PCC) by the ICF.*



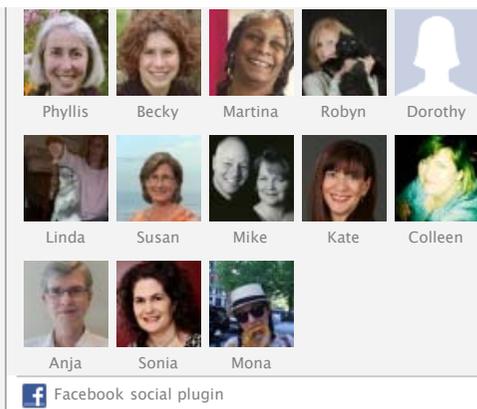
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4 Responses to "Goals: Make this the year of less is more"

Sivan says:

January 20, 2012 at 6:30 am



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Im proud to know you.

As always so inspired by what you have to say.

Waiting for more.

S

Reply



Gilly says:

January 21, 2012 at 7:16 am

I love it when common sense becomes inspiration...There's a real craving out there for simplicity and, like everyone else, I tend to forget that sometimes too!

Reply



Anne-Marie Goncalves Desai says:

January 22, 2012 at 4:40 pm

Thank you Gilly for this reminder of some great common sense, especially that less is more. Very powerful.

Reply



Gilly says:

January 23, 2012 at 4:48 pm

As coaches we have a responsibility to help our clients "de-clutter," starting with basic common sense (or sometimes not so-basic, depending on how complicated our clients have managed to make their lives...!) is surprisingly grounding. I still surprise myself in this way, sometimes!

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