

Hey, everyone,

In this week's Productivity Tip, we're going to talk about how you define success.

One of the biggest mistakes people make in setting goals is not getting clear on how they will know when they've arrived.

Let's say you want to become a successful functional medicine practitioner. That's a worthy goal, but how do you know if you've accomplished it? How do you define "successful"? What does it actually look like?

Is it qualitative? For example, you might define success by achieving a sense of mastery or confidence, or by being recognized as an authority or leader in your community.

Is it quantitative? For example, you might define success by the number of patients you've returned to health, how many new patients are coming through the doors, your financial well-being, or some combination of these factors.

Everyone will have a slightly different definition of success, so the key is to clearly define what it means to you and write that down. As we discussed in the lesson this week, forward progress is far more likely if you are crystal clear on where you are going.

These principles can be applied not just in your own work, but in your personal life and your work with employees and teams.

For example, what does success as a mother or father or significant other look like? How do you know that you are successfully taking care of yourself?

If you have employees, they will be far more productive and satisfied if you have clearly defined the milestones that determine success in their position. It gives both of you a way to measure their performance, and it removes the anxiety that comes with being in a state of constant uncertainty.

I've included a worksheet to help you to define what success means to you in the materials for this week. I encourage you to take the time to do it—it will make a big difference.

Okay, that's it for now. See you next time!