

# **The Velocity Factor**

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“Work will expand to fill the time allotted.”

What time have you allotted (specified) to achieve your goals? Or, have you even set a completion date for your goals?

Establishing a completion date for a goal will substantially increase the velocity to the achievement of a goal. Let's look at a simple example. Assuming you were gifted with the dream of a lifetime vacation; first-class, all expense paid trip to the destination of your choice. One of the conditions of receiving this gift was to be ready to leave by this Friday. Would you be ready? You bet you would!

Here's what would happen: You would take a look at your week and immediately make a list of the things that you absolutely had to get done this week. You would prioritize this list and start to work on each one, checking them off, until you achieved them all. The less important items would fall off the list. Not only would you accelerate your performance during the week, you would also look at what needed to be done during the following week (the week that you would be away enjoying this first class vacation) and you would check off some of those things-to-do as well.

Now, let's look at another scenario. Let's assume that you didn't get that call inviting you on the all-expense paid, first class vacation, and you were simply going about your week in the usual fashion. Would you have accomplished half as much as you would if you didn't push yourself to be ready?

We perform at an accelerated pace when we have deadlines and completion dates. We appear to have more energy, but in effect, we are simply utilizing more of the energy that was already there.

The quote “work expands to fill the time allotted” is very true. So, what time have you allotted to complete your goals? Have you set the timeframes for the achievement of your goals? If not, I suggest you do. Take a look at what is most important to you (your priority goal or goals) and establish the date that you would like complete or achieve these goals. You will find an increase in your performance and a definite increase in the velocity of goal achievement.

Become a goal achiever with the words “do it now” as part of your own mantra!

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