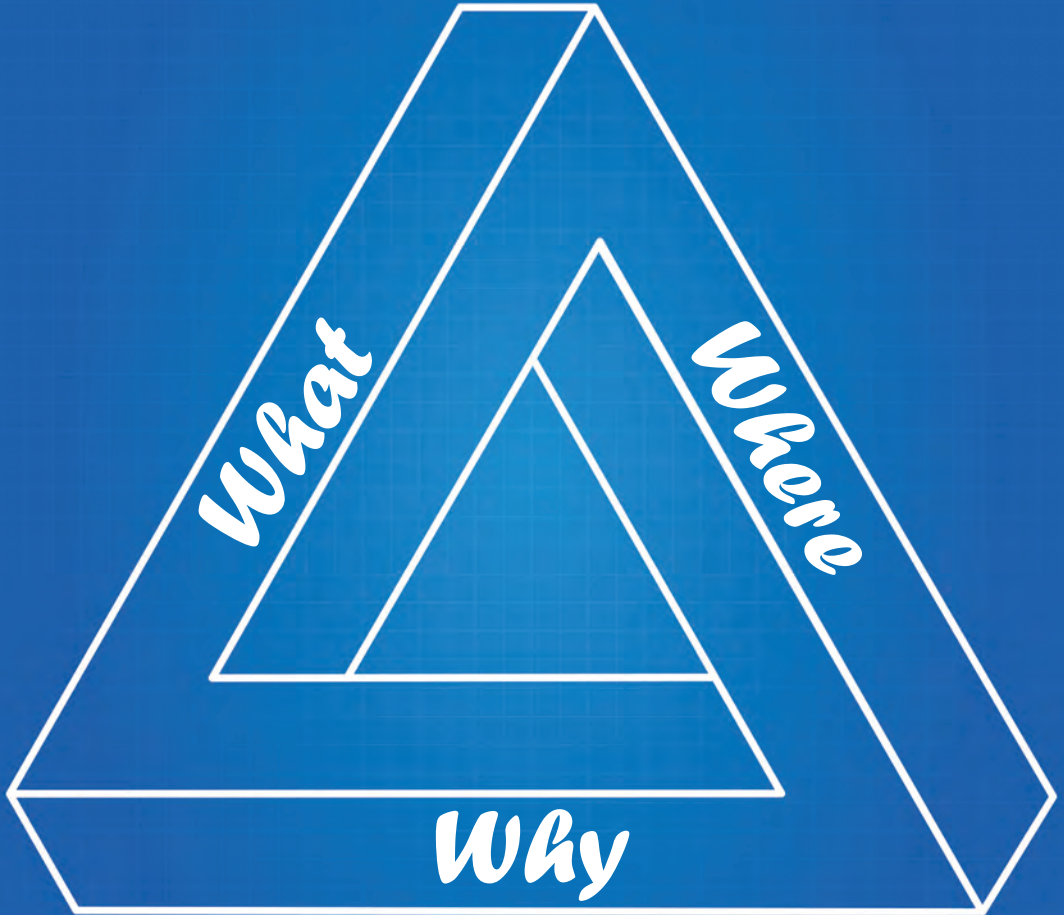


# ***Your Target-Triangle***

*Clarity › Focus » Results*



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***Achim Mette, Author, Coach & Speaker***

***Target-Triangle-Workbook*** to successfully  
implement vital changes during any kind of  
goal-planning !

***Author: Achim Mette***

***Illustration and Text: Achim Mette***  
***Pics by photodune, blau direkt, self***

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# ***Achim Mette, Author, Coach & Speaker***

## ***Foreword***

All new? Not really, but you will read this workbook a couple of times.

***Target-Triangle-Workbook*** is a somehow “heavy” name for this beauty, but it fits the purpose!

This read is all about the pure experience and what works. Theoretically there are always some other ways. But goal-setting should work in YOUR life. So proven, basic needs should be considered first.

Your wish counts, just adapt it to your circumstances.

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## ***How to read the Target-Triangle Workbook***

You can start with WHAT or WHERE or WHY; it just doesn't matter. Reflect the input and crosscheck with your habits; that's it. Changing doesn't mean losing; mostly just trying!

## ***What you should not expect from the Target-Triangle Workbook***

There are no short cuts, but speed lanes for the prepared, focused and willing mind.

***But it is worth it!***

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**WHAT** do you want to achieve?



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**That´s the easiest of the difficult questions!**

**In life, you are frequently asked to do something (aka WHAT). You even know the urge to ask back like “What exactly do you want me to do?”.**

**And that´s the point, you have to have clarity about. Be very specific!**

## ***Example 1***

**Your boss wants you to set up a meeting with your department this coming week.**

**On what exact date, time and what is the content?  
If left with a choice on the above, decide to clarify (like Tuesday 10.00 – 11.30) and communicate it as soon as possible!**

**Clear the content with your boss and everybody will know what to expect; they can even prepare it much better.**

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## ***Example 2***

**You want to try a long-distance run?**

**OK, which distance? 12, 20 or more miles. In a competition or just for fun?**

**Workout, nutrition and timetables have to be adjusted, more specified on the distance.**

**At what time of year? Your gear has to be chosen carefully. You get the point?**

## ***In general about the WHAT***

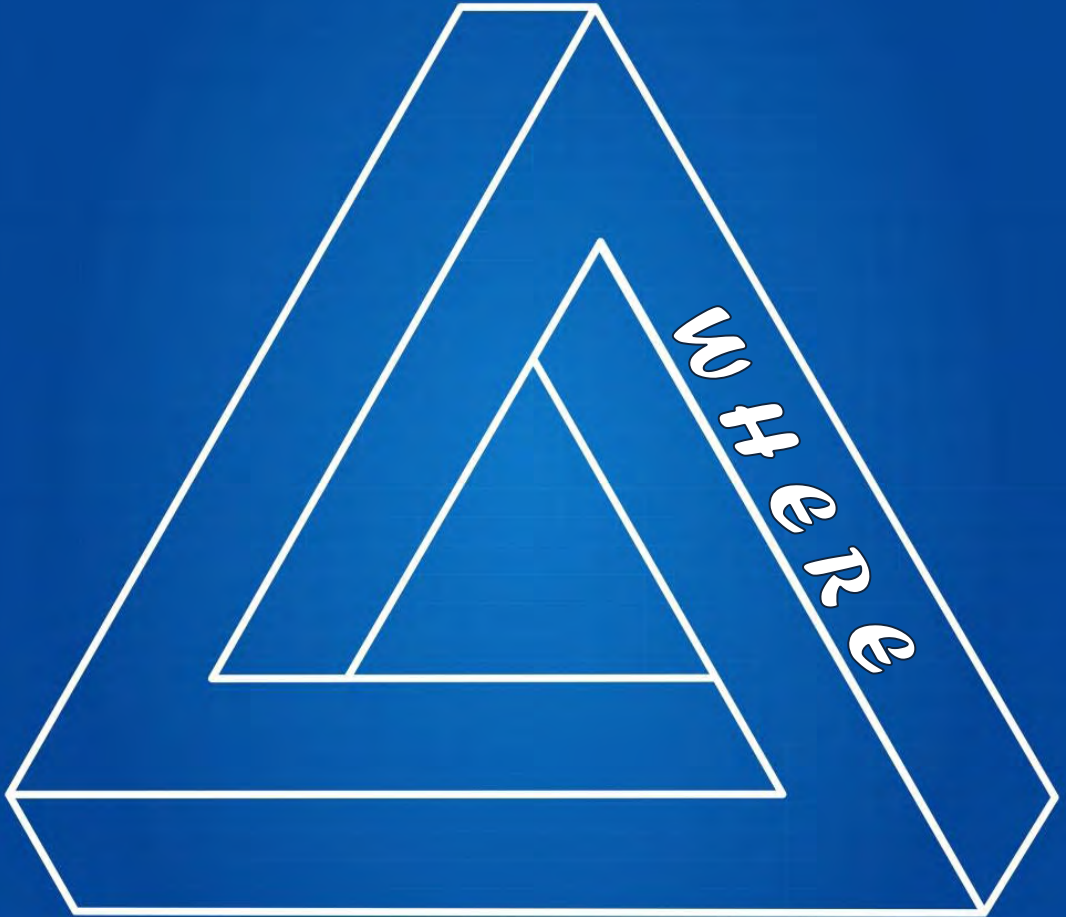
**You have to boil it down until reaching and knowing each necessary step. Because of all of the details, Time-Management & necessary preparations may be questionable, up to the point you focus your effort!**

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***WHERE do you want to achieve it ?***



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**That´s the most forgotten question!**

**You always need to know WHERE you want to achieve something.**

**That´s the second point you have to have clarity about. Being very specific becomes your new trait!**

## ***Example 1***

**You remember, your boss wanted you to set up a meeting with your department this coming week?**

**Who has to attend; the whole department?**

**Depending on the numbers, you probably need another location; the conference room only serves twelve people?!**

**Another point to ask your boss; he won´t usually consider it.**

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## ***Example 2***

**And this long-distance run, you want to do?**

**Distance is decided?**

**Location, time-zone and travelplans have to be checked. It makes a difference to run in San Diego, CA or Berlin, Germany.**

**Your gear has to be chosen for the climate. You get this point too?**

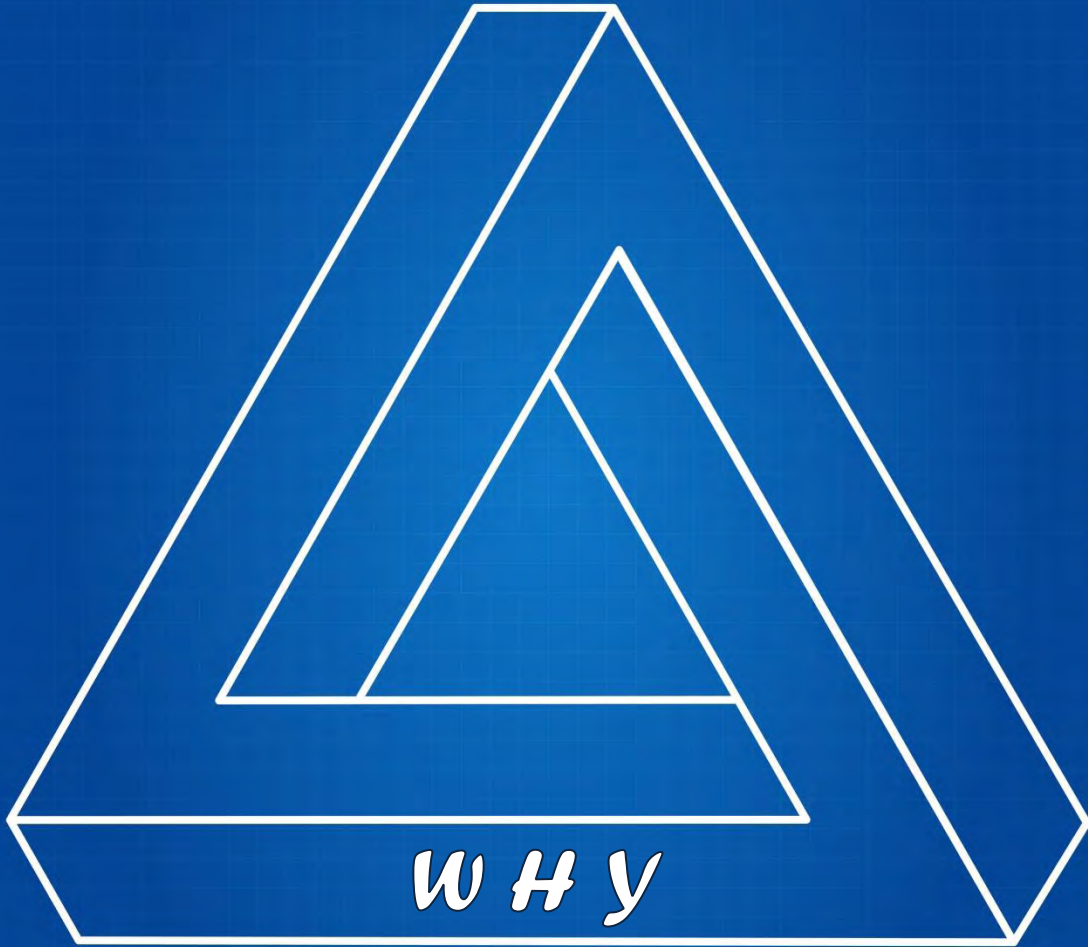
## ***In general about the WHERE***

**Because of the details, success or failure, both wait to happen. Ask a runner what he expects and how the prep is changing. Focus on the details; sometimes, if neglected, they can or will kill you succeeding!**

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***WHY do you want to achieve it ?***



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**In short: this is your fuel!**

**What-ever and Where-ever you want to go, you should know your WHY. It is even a MUST-HAVE.**

**In business, good leadership provides you with the WHY of a task; not only with the “need to know information” to get started. One reason can be, to apply a different set of tools because you know the desired outcome all along.**

**Depending on the goal, there are a great number of reasons and it becomes even more intense while talking about personal aims.**

## ***Example 1***

**Your company sells a product, a long time, with success. The numbers of sales are in the green and the revenue rocks.**

**Now your CEO wants you to run an ads-campaign to support the brand.**

<b>WHY?</b>	<b>a) to increase</b>	<b>Sales</b>
	<b>b) to increase</b>	<b>Awareness</b>
	<b>c) to support</b>	<b>Hiring</b>

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**I think it is clear to you, that you have to know the WHY otherwise it, most likely, won't become a successful campaign.**

## ***Example 2***

**You want to loose weight?**

- WHY**
- a) just to feel better and more agile**
  - b) to prepare for a hiking trip**
  - c) doctors told you to, due to implications with your spinal column**

**All valid reasons, but in need of totally different approaches!**

## ***In general about the WHY***

**Let's take it a step further. It all influences your WHAT & WHERE and vice versa too!**

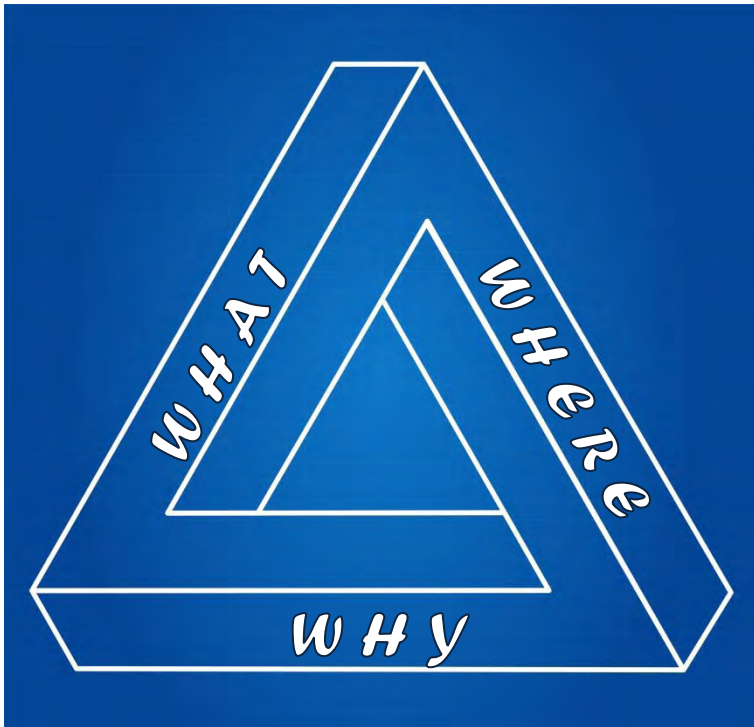
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Be careful with considering your personal WHY; you have to live with it and it will define your willingness to pay the price.

## *What price ?*

You always have to pay, probably not in a currency you have in your account. Mostly you pay in turns of time, relations, necessities and sacrifice.

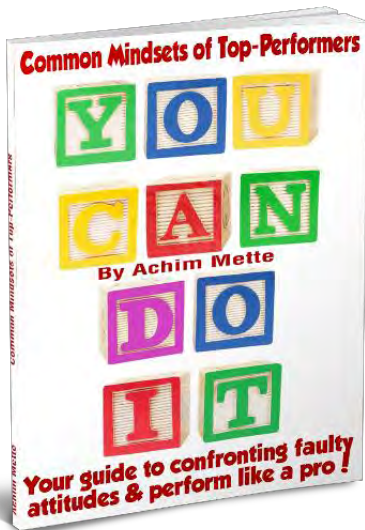


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**Hopefully this workbook helps you adjusting your approach, when it is time to define your goals!**

**On that matter I want you to consider my ebook**



In this guide, you find twenty outstanding, efficient mindsets that will excel your way in life. After each, the author states a question for you to deal with.

Answer it honestly and you will change your perception

about a lot of your personal views.

Get on your way with this easy to implement mindsets of top performers. Yes, it might be tough in the beginning but a fulfilled life is the reward. Surely you owe it to yourself, family and community!

Are you looking for the easy way to become a top performer in life?

OK, this is not the book you are looking for!

Reading about mindsets isn't just enough.

The approach matters!

**[Your choice](#)**

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# *Achim Mette, Author, Coach & Speaker*

## *About the author:*

Achim Mette, born 1963, two children, divorced

Targeting-Expert and Communication Coach

Yes, that´s me, both times!



the water had 2,8 ° C



Both times I had different kinds of fun!

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# ***Achim Mette, Author, Coach & Speaker***

**Profession/vocation – 1983 until today**

**As a goals and communications coach, Achim works with people or groups that are willing to change.**

**Achim is one of a few practical, experienced coaches in the field development of mental skills for hardcore situations, whether for exercise or conflicts in life.**

**Through individual empathy and expertise based on, among other things, participation in such events, he can transfer these skills to professional and private fields.**

**Through Achim's experiences with crossing the Alps on foot, running multiple marathons and ultra-races, or the successful completion of the Kokoro Camp by NavySeals.com, he helps individuals, teams as well as groups to implement the**

***„Where the mind leads, the body follows.“***

**lifestyle.**

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He prefers to coach with compassion, which has a lot to do with dreams and the important things in life. This means dealing with real goals instead of only function. To occupy oneself with one's passion is one of the few motivators for the beneficial burning of one's own drive.

For booking or coaching, please ask!

[achim@getting-stuff-done.com](mailto:achim@getting-stuff-done.com)



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