



# What Are You Measuring For?

## Measuring for Accomplishment

Is the glass “half full” or “half empty”?

Are you someone who always seems to dwell on what hasn’t been done instead of what has?

Your answer to these questions says a lot about whether you regularly acknowledge your accomplishments. We will always find what we look for most intently — what we have trained ourselves to notice. This is a fundamental quality of human nature and one we can use to empower ourselves. Because we will always get what we measure for, we invite you to measure for *accomplishment*.

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“To a man with a hammer,  
the whole world is a nail.”

— Source Unknown

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What do we mean by “accomplishment”? We mean something far different from “doing more” and “marks on a checklist.” Rather, accomplishment refers to that profound sense of personal satisfaction and fulfillment that comes when we

notice that we have altered the quality of life in some way — the world is not the same place it was before we started and the difference is a positive one. It may come from looking back at something just completed and noticing that the doing of it made a difference and that it was done excellently. Sometimes, we can see *in advance* that a particular set of results will produce a sense of true accomplishment.

Usually, the outcome rather than the action — the WHAT, not the HOW — represents real accomplishment. For example, “Launch our new project with vision, clarity and alignment” will include a number of different steps. The steps are valuable for their contribution to the overall accomplishment. Alone, they may lack inspiration and purpose.

Measuring for accomplishment begins with clarity about what is important and having ways to make that a reality. When you choose priorities for a particular day, week or month based on what matters to you — what YOU say will bring a real sense of accomplishment — you will

focus on (and measure for) fulfillment each step of the way. Your quality of life can be enriched moment by moment, not only for a brief time at the very end of completion.

Indeed, our savoring of accomplishment is often all too brief. When growing up, many of us were discouraged from celebrating accomplishment, because it seemed too much like complacency, bragging or self-absorption. Even when we are complimented, we learn to deflect acknowledgment and, in the name of humility or high standards, to point out what is wrong, or what falls short of the mark, or all the ways in which the result should be credited to factors other than our own contribution. Nothing is ever enough. WE are never enough.

We can learn to recognize and celebrate what has been accomplished without losing our ability to capture lessons for the future or our willingness to reach beyond our limits. There will always be more to do and new heights to which to aspire. We are not talking about ignoring the taking into account what HAS

moved forward and what WE have fulfilled. Recognizing what is so and measuring for accomplishment generates a strong platform for creating the future. We enhance our capacity to dream, to make intelligent and powerful choices, and to commit to long-term success.

It is *enlivening* to have a focus on what has been accomplished and to delight in progress made. Without occasional wins, our incentive to keep going can be lost. When we measure for accomplishment, in other words, we boost our intention, our morale, and our experience of fun. We keep ourselves in the game.

### **Practices for Measuring for Accomplishment**

There are simple practices that can support you in regularly measuring for accomplishment. We offer a few here.

1. Couch your "objectives" as accomplishments instead of things to do. This is the difference between "sell \$200,000 this year" and "Have this year be one of professional success and financial abundance."

2. Create and work from monthly and weekly priorities that are satisfying in their own right and that clearly contribute to your long-term accomplishments.

3. Design your day for accomplishment. Couch your day in terms of actions that fulfill what is important. Choose a fulfilling plan for each day.

4. Complete each day, week, month, quarter, year and project. Take time to acknowledge all of your accomplishments before going forward.

Ultimately, the practices you adopt will be the ones that fit you and your style.

**This is not about time.** Your accomplishment will NOT be measured in the amount of time you put in or in paying attention to time. There is no accomplishment in "schedule time to play with my son," because (a) scheduling it does not mean you did it (or will do it) and (b) playing with your son is not the same as expressing your love and support with your son. Scheduling time, or even spending time, without having the outcome you want, gives little or no satisfaction.

Focus on the difference to be made, not the "doing" that looks like the only way to make that difference. In the process, you take your attention away from "time" and, opening up to the power and possibility of the outcome you want, may discover many ways in which that outcome will be produced. You cease to limit your options. You measure for the result.

Therein lies the key to a joyful life.

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