

STEP

2

Know What You Want and Dream Big



*“Alamin ang iyong mga hangarin
at mangarap ka ng mataas.”*

What is the first thing you do when you want to watch a movie? If you're a normal person the first thing you do is decide what movie to watch and choose where to watch it and at what time. It's the same thing with wealth building; you have to know first what you really want before you move on to the next steps. Most financial planners will tell you to examine your present financial situation first before you think about what you want to accomplish. I would agree with this if building wealth is as simple as watching a movie.

After all, how can you watch a movie if you do not have money? However, wealth building is more complex and takes much more time to accomplish. You simply can't allow what you have now limit what you can be in the future. *Hindi mo naman pwedeng sabihin na hindi ka muna mangangarap na maging maginhawa at maayos ang iyong retirement dahil wala ka pang pera sa ngayon.*

The biggest advantage of setting your goals first before getting to know your present condition is that you are free to dream as you please and you can dream big. You can let your imagination fly and dream of the things that you really want in life without thinking about how much it will cost. If you know how much (or more accurately, how little) money you have now, your tendency will be to limit your goals. *Liliitan mo ang iyong pangarap dahil takot ka na di mo makaya; di bale na kung hindi talaga ito ang itinitibok ng iyong puso, basta hindi ka lang mahirapan na abutin ang mga ito. Mangangarap ka na rin lang, lakihan mo na. Libre naman ito.*

Many of the great accomplishments in the history of mankind began with a dream; big and sometimes wild dreams. A moon landing was once thought to be impossible. But the scientists and engineers who believed that it could be done, accomplished the "impossible" and landed a man on the moon in 1969. *Sina Wilbur at Orville Wright ay pinaratangan na nagsisinungaling at nababaliw nang maibento nila ang eroplano; imposible daw kasi ang "flying machine." Kung nagpadala sila sa batikos at di nagpursige, barko ang sasakyan mo ngayon papuntang Amerika; ang tagal nun.*

Huwag mong hayaan na pigilan ka ng iyong kalagayan, kahirapan o kakulangan ngayon para mangarap ng mataas. People who don't have dreams, don't have much. If you want to accomplish great things in your life, dare to dream big. Yes, it will take a lot of

effort and sacrifices to realize big dreams. But these are the things that make life more exciting; and accomplishing big goals is much more satisfying. *Kailangan lang talaga ang sipag at tiyaga. Kung sino yung mas masipag at matiyaga at handang magsakripisyo ay siyang mas maraming tagumpay at biyaya na makakamit.*



Walang ligaya sa lupa na hindi dinilig ng luha.

Goal setting should be done before doing any kind of activity; it's not just for achieving financial security. Without clear goals you will not know where to go or what to do. *Kapag wala kang target, para kang bibe na pinutulan ng ulo; takbo ng takbo pero hindi alam kung saan pupunta. Nasubukan mo na bang maglaro ng basketball na walang ring, o magbilliards na walang butas ang mesa, o magdarts na walang dart board?* It is hard to hit a target, if you don't have a clear target to hit in the first place.

Anyone can talk about their dreams and aspirations in life. But setting goals require more than just making general statements, like "I want to have my own house" or "I want to be rich." Building wealth will be nothing more than just a daydream if you don't know exactly what you are trying to achieve. You need to have clearly defined goals so you can focus your efforts in making your dreams come true. When you set a goal keep in mind that it should be SMART to be effective.

Specific Measurable Achievable Realistic Time-bound
GOALS

Specific Goals

When you dream about something, you imagine how exactly it's going to look or how it's going to happen. *Halimbawa, kung pangarap mong magka-kotse, iniisip mo kung gaano kapogi ang iyong dating habang minamaneho ang bago mong kotse at kung gaano kasarap ang feeling na malaya kang makakapamasyal sa iba't-ibang lugar.* You are more likely to pursue goals that you can easily imagine or picture in your mind compared to those that are vague or fuzzy. So create goals that are specific, clear and detailed because it will allow you to imagine it easily. If you have a clear idea of what you really want, you will be more inspired to do everything necessary to accomplish it.

Instead of simply saying "I want to have a big house" describe in detail what kind of house you want. You could say for instance, "I will build on a 500 square meter lot a 2-storey house with 5 bedrooms, 3 bathrooms, a spacious living room with high ceiling and a dining area with a nice view of the garden." *Pwede mo pang idagdag kung ano ang kulay ng bahay, bubong at bakod, ano'ng klaseng tiles ang gagamitin sa sahig at ano'ng puno at mga halaman ang ilalagay sa garden.*

Don't just say "I want to have a vacation abroad." Declare instead that "I will travel to the United States with my family and spend two weeks enjoying the rides and attractions in Disneyland, Universal Studios and Sea World, walk the streets of San Francisco and meet the stars in Hollywood." The more specific and detailed your goal, the easier it will be for you to imagine and you will be more excited and passionate to turn it to reality.

Measurable Goals

Goals should be measurable so that it will be easier for you to determine if you have hit your target. “I want to get rich” is not a smart goal because it is hard to measure. How will you know if you have already made it? What amount do you need to have to consider yourself rich? Instead, set how much exactly you want to accumulate. *Sabihin mo na “makapag-ipon ako ng P10 milyon bago umabot sa edad na 65.”* It’s a very clear target and you will know for sure if you have already accomplished it.

Measurable goals also allow you to break it down into smaller tasks and help you monitor your progress so you can take the necessary steps to get back on track, if needed. (We will discuss this in detail later.) All goals that require money to accomplish should specify an estimated amount. If it’s a house or car you want, include how much it will cost.

Achievable / Action-oriented Goals

Don’t set-up yourself to fail by creating goals that are extremely hard, *na kahit ano pa ang gawin mo ay mahihirapan kang abutin ito*. You don’t want to spend all your life chasing something that you will probably never reach. But don’t make very simple goals either; goals that can get done with little effort. Aim for something hard to do but possible to accomplish as long as you put some effort into it; a goal that keeps you excited, interested and motivated. *Ang magkaroon ng pinakamalaking bahay sa Pilipinas ay isang napakabigat na hangarin. Pero ang makapagpatayo ng pinakamalaking bahay sa inyong kalye ay pangarap na kayang abutin.*

“A” also stands for action-oriented, which means that goals should involve some action on your part. Don’t say “I’m going to be rich” because you will end up going nowhere. It doesn’t mention what you are supposed to do to accomplish the goal. Use action words like build, save, accumulate, travel, drive, establish, acquire and create, when you set your goals.

Realistic Goals

A realistic goal means that it is “doable” although not necessarily easy. Find out if you have the skills, commitment, discipline and time to accomplish your goal. Aiming to accumulate P10 million by the time you retire at the age of 65 looks like a realistic goal. However, if you are already 60 years old and you have only P200,000 then this goal becomes unrealistic and practically out of reach.

Being realistic doesn’t mean you stop dreaming of greater things. The most difficult tasks can be accomplished if you put your mind and heart into it. When Michael Jordan first applied for a spot in a high school basketball team he was not accepted; the coach thought he wasn’t good enough. This early setback challenged the young Jordan to improve his skills. He became so good at what he does that many consider him as the best basketball player of all time. *Kahit sabihin ng iba na mahirap o imposible ang iyong pinapangarap pero buo ang paniwala mo na magagawa mo ito, ituloy mo!* Just do it!



Walang mahirap na gawa pag dinaan sa tiyaga.

Time-bound Goals

A goal is time-bound when you set a time limit or deadline as to when it has to be accomplished. Without a deadline you are not likely to achieve your objectives. *Naalala ba ninyo noong estudyante pa kayo na gagawin mo lang ang school project kung kailan malapit na ang deadline kahit na matagal na itong binigay ni ma'am?* We love to do things at the last minute. Can you imagine what will happen if there's no deadline? Nothing gets done. *Palagi mo na lang sasabihin na "tsaka na!"*

"I will have my own multi-million peso business someday" is not a smart goal because *someday* may never come. All your goals should have a target date of completion. You can say instead, "I will establish a business worth at least P10 million within five years." Without a specific deadline you will have no sense of urgency, no reason to act today and take steps to get you nearer to your goals. The deadline also helps you plan out your activities and monitor your progress.

You are probably very excited now to set your goals. Before you start dreaming about the future and writing down those smart goals read the "25 Goals to Accomplish in Life" on the next page. It will help you get in the proper mind set.

Sigurado ako na hindi mo pinapangarap na titigil ka sa paghinga bago ka pa makapagretiro. So do not forget to include in your goals, accumulating funds for your retirement (discussed in Step 9) *para may magamit ka sa pagtanda mo.* Consider also insurance and pre-need plans which we will talk about in Step 8.

25 Goals to Accomplish in Life

Want to live a meaningful life? I'm sure you do. Here's an activity that you will really value and should help you focus on what you want to achieve in life. If you are married, do this individually first then compare your list with your spouse and see which items you can combine and pursue as a couple or family.

Go to a nice, quiet place where you can daydream and talk to yourself. Bring a pen and paper. Once you're settled and relaxed dream about the future. What do you want to be and what do you want to accomplish in your lifetime? List the things that your heart desires; things that mean a lot to you. It can be anything and it doesn't have to be financial in nature. But it should be something that is not easy to accomplish and may take years or a lifetime to complete. Below are typical and not so ordinary examples:

- ✓ build my dream house
- ✓ exercise regularly
- ✓ play the piano
- ✓ visit all of RP's 70+ provinces
- ✓ earn a master's degree
- ✓ try snow skiing
- ✓ put-up a charitable foundation
- ✓ retire with P10M
- ✓ become a Pinoy Idol finalist
- ✓ marry a beauty queen
- ✓ travel abroad
- ✓ buy my own car
- ✓ run the marathon
- ✓ visit Earth's 7 continents
- ✓ master a martial art
- ✓ climb Mt. Apo
- ✓ sky dive & scuba dive
- ✓ write & publish a book
- ✓ act in a movie
- ✓ live to 100 years old

You get the idea. You don't have to complete the list in one session. In fact, it's been 10 years and I haven't completed my list yet; I'm still at number 18. Make sure you include time limits in your list and make it as detailed as possible (remember your SMART goals?). Once or twice a year review and update your list to see how you are doing. You can delete and replace an item when there's little chance that you can still accomplish it. Most, if not all, of your activities during your lifetime will revolve around the items in your list. This list is essentially your life and by the time you retire you will be able to look back and say that, "yeah, it has been a good life!"

KEYS TO ACCOMPLISHING YOUR GOALS

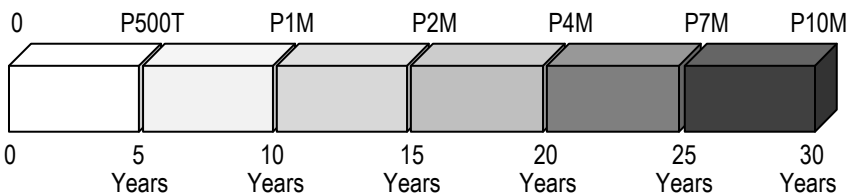
Goal setting is a lot easier compared to taking action to accomplish them. Below are strategies that will improve your chances of success in achieving your goals.

1. Write it down

Do not memorize your goals, especially if there are many. Write it down so you will not forget. *Sa dami ng mga pinapangarap mo, hindi mo ito matatandaan lahat kung nasa isip mo lang.* And how are you going to remember all those deadlines? A notebook will do just fine to record your goals. If you prefer to be a little high tech, type it into a computer and print it out. Goals that are written can be reviewed and updated easily.

2. Slice into smaller pieces

Split big goals into a series of smaller, more achievable *sub-goals* so you can monitor your progress. You will feel a sense of accomplishment every time you reach a milestone, which means completing a sub-goal. For example, if your objective is to accumulate P10 million in 30 years, you can split this into six sub-goals, as shown below. So that you will not be terrified by the size of your goal, focus all your attention in reaching the first milestone (P500T). After completing it, you can then focus on the next milestone and so on.



3. Classify and prioritize

Classify your goals according to how long it will take to accomplish them. Your goals can be classified into:

short-term	– goals completed in one year or less
medium-term	– goals completed in 1 to 5 years
long-term	– goals that take more than 5 years to accomplish

Remember to split your long-term goals into a series of short-term or medium-term goals as discussed earlier. This means that at all times you will only focus on completing short-term and medium-term goals.

Since your resources (skills, money and time) are limited, you cannot work on all your goals at the same time. So you have to prioritize your goals. List them according to their importance, with the most important goals at the top of list. Concentrate your efforts on the most important items and move down the list as each goal is accomplished. *Kung dumating man ang panahon na kailangan mong mamili kung alin sa iyong mga pangarap ang patuloy mong pupursigihin at alin ang bibitawan, alam mo na kung alin ang pipiliin kung naka-prioritize ang mga ito.*

4. Visualize your dreams

Use “visualization” to keep you inspired and always doing what’s necessary for you to achieve your goals. It is a powerful technique that will help you succeed. Many outstanding athletes use visualization to improve their performance and make them big winners.

They practice their moves in their mind and imagine themselves winning. If it works for them, it should also work for you.

When you visualize, you create a “mental” picture of what you want to happen. In other words, you imagine your dreams coming true. *Halimbawa, kung bahay ang iyong pangarap, isipin mo na nasa labas ka ng bago mong bahay, nagrerelax at minamasdan ang ganda nito habang umiinom ng malamig na beer.* Find time everyday to visualize your goals; *pagkagising sa umaga, bago matulog, habang naliligo, habang nakapila sa terminal ng bus o habang kumakain.* (Pero kung may kasama ka, kausapin mo naman para di nya masabi na masungit ka o nawawala ka sa sarili lalo na kung panay ang tingala mo.)

If you have a poor imagination, look for a picture that closely represents your goal and cut it out; it could be a picture of a house, a car, the beach, Disneyland or bundles of cash. Put the picture in a place where you can see it everyday; *sa pintuan ng ref, sa salamin ng dresser, sa cubicle or desk mo sa office, sa gilid ng computer screen o sa pintuan ng CR para makita mo* during your “very private moments.”

Include feelings, sounds and smell in your visualization to make it more effective. Imagine how happy you’ll feel when your dream becomes a reality. *Isipin mo ang preskong bango ng loob ng bago mong kotse o ang masasayang halakhak ng mga anak mo habang naghahabulan sa bakuran ng bago mong tahanan.* The mind is a powerful tool. Half the battle is won in the mind; use it to succeed.



Kung kayang isipin, kayang gawin.

5. Seek support & motivation

You need the support of other people to achieve your goals. Discuss your dreams with the people you love most; your spouse, your children, your parents and friends. They are your main “cheering squad” who will inspire and encourage you to keep going. *Mahirap magpursige kung wala kang nakakausap tungkol sa iyong mga pangarap sa buhay. At lalong mas mahirap kung walang tutulong sa ‘yo na makatayo kung sakaling ika’y madapa.* Success also becomes much sweeter if you have someone to share it with.

Team up with people who share your passion so you can pursue your goals together. Activities that are done as a team become easier and more enjoyable. *Parang exercise yan, kung may kapartner ka sa pag-eexercise mas gaganahan ka at mas malaki ang posibilidad na tuloy-tuloy mo itong gagawin, lalo na kung crush mo yung kapartner mo.*

You can also use the experience of other people to help you accomplish your goals. Avoid the mistakes they made and copy the right things they’ve done. Seek out people who can guide and advise you on what to do and how to do it properly. For example, to learn about smart investing you can ask the advice of a financial planner.

6. Monitor your progress & make revisions if necessary

Review your goals at least once a year and see how much progress you have made. If you do not monitor your progress regularly you will never know if you are way off the mark. *Isipin mo na lang ang iyong pagkadismaya kung nalaman mo na wala pa sa kalahati ang naipon mo para sa retirement isang taon bago ka aalis sa tra-*

baho. Checking your progress every year will allow you to make the necessary adjustments so that you can get back on track in hitting your target if you are behind schedule.

Huwag mong itaga sa bato ang iyong mga pangarap. It is okay to change your goals especially if major changes happen in your life like losing a job, death in the family or birth of quadruplets! It is foolish to stick to a goal if there is almost zero chance that it will be accomplished. You will just get frustrated. On the other hand, if there are positive developments in your life like a huge salary increase *o bigla kang pinamanahan ng napakalaking halaga ng namayapang kamag-anak*, update and raise your goals. Always make your goals challenging and exciting.

7. Believe you can

Now that you know the different strategies which can help you achieve your goals you have to convince yourself that you can do it. Believe in your dreams. Believe that it can really happen. *Wag mong isipin na mahirap; wag mong isipin na baka hindi mo kayanin; wag mong isipin na hindi ka magtatagumpay. Kung sa isip pa lang talo ka na, paano ka pa mananalo?* Get rid of thoughts about failure. Focus on the things you want to accomplish and not on what you think you can't do. Always think positive; think success!

Tell yourself often that you can turn your dreams to reality and you can live the life you want. Everyday when you face the mirror, tell yourself “I can do it!” *Kung pangarap mo ay yumaman, isulat o sabihin mo nang paulit-ulit sa sarili na “mayaman ako, mayaman ako!”* Your mind, your heart and your body will adjust to this belief and you will be more inspired to do everything necessary to accomplish your goals.

8. Action & determination

Without action all the strategies that I have shared will not work. *Hindi mo na lang sana pinagod ang sarili mo sa pagbuo ng mga pangarap kung di ka rin lang gagalaw. Kailangan mong umakasyon; galaw-galaw baka atakihin ka... ng katamaran. Hindi matutupad ang mga hinahangad mo hangga't nasa isipan lang ang mga ito.*

Try to do something everyday to bring you a step closer to your dreams. For instance, spending your money wisely each day will get you several pesos nearer to your goal of building up millions in retirement funds. *Ang maliliit na gawain kapag pinagsama-sama ay magiging malaki rin.*

There will be times when it seems that the whole world is against you and nothing seems to be going right. Don't give up, press on! Don't allow little failures to hold you back. If you fall, pick yourself up and continue; keep going. *Dapat matindi ang fighting spirit mo. Gayahin mo ang bagyo at ang baha; hindi nagpapapigil, hindi nagpapaawat.* Don't let anything or anyone (including yourself) stop you from reaching for your dreams.



Ang umaayaw ay di nagwawagi.
Ang nagwawagi ay di umaayaw.