



# Goal Setting for the Young Professional

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# Why Set Goals?

- ◆ Without direction, any road will do
- ◆ What do you do when there is nothing to do
- ◆ You are just floating along in your career, or is it just a job?



# The Problem of Previous Defeats

- ◆ Pursue little successes
- ◆ Set attainable goals



# The Problem of Paralyzing Mediocrity

- ◆ Don't set goals too high or low
- ◆ Without goals you are settling for mediocrity



# Without Goals

20 years of sleeping

5 years of dressing and shaving

3 years of waiting on others

1 year on the telephone

4 months tying shoes

6 years watching television

Without goals the routines of life become the ruts of life

# EAT Philosophy



**EAT**

Thankful

Argue

Eager  
Learner



# Questions all successful people answer the same

- ◆ How many book have you read this past year?
- ◆ How many classes/seminars/tapes have you taken this past year?
- ◆ How much money have you saved and invested this year?



# EAT Philosophy

**A. Knowledge**

**B. Skills**

**C. Commitment**



# What are some example goals

## Professional

- Certifications
- Licenses
- Certificates
- Advanced Degrees
- Association Involvement

## Personal

- Pilot's License
- SCUBA diver
- New Car
- Travel


## Financial

- 401K
- Pension Plans
- IRAs
- Stock Market Investments
- Pay Off Loans





Test Your Goals



Do all my goals fit into the context of my written, stated purpose for my life-long goals?

Begin with the end in mind

Write them  
down

Develop a  
Five-Year  
Plan

Evaluate it  
Annually

Where do I want to be in 5 years, 10 years ...



# Have I developed short range, long range and immediate goals?

## 6 months

### Professional

- Chapter Meetings
- Learn Root Cause Analysis

### Personal

- Research cars
- Identify places to visit

### Financial

- Save \$1,000
- Invest in the Company program

## 5 year

### Professional

- Achieve next Level promotion
- Run for local Chapter Office

### Personal

- Buy a new car
- Visit 10 new places

### Financial

- Get the Max matching
- Have \$10K in savings



# Stretching Your Dreams

Make no small plans, they have no power to move men's hearts. Unless our proposals are bold, they will be ineffective. –Elton Truebolld

When the going gets tough, the tough get going.  
Anonymous



# I Dare You to Stretch

## ◆ SUCCESS

**S Spirited**

**U Usable**

**C Courageous**

**C Confident**

**E Enthusiastic**

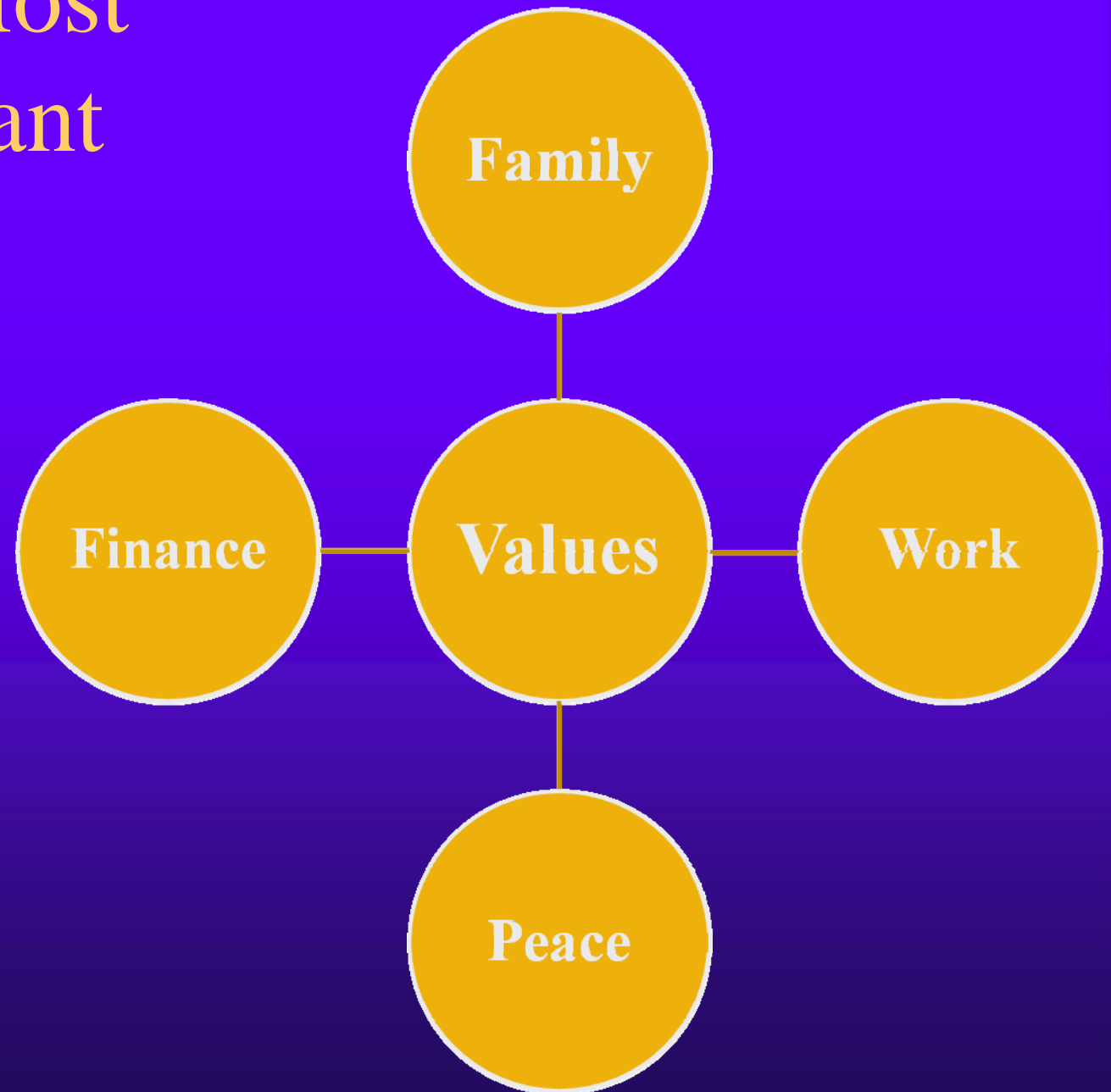
**S Submitted**

**S Success-Oriented**

# Goal Setting Rules



# Four Most Important Values in Life





# Ten Steps to Reach Your Goals

1. Develop a burning **desire**. Without it you cannot achieve it. You must have a **dream**.
2. Develop a **belief**.
3. Write it **down**.
4. Success is one step at a time.
5. Set up **deadlines**. No deadlines, no outcome.
6. Make a list of your **obstacles**. Which ones are obvious so you can plan. The ones that aren't you will just have to deal with as they come at you.
7. Information that you will need to **complete** the trip.



# Ten Steps to Reach Your Goals

8. Make a list of people that you will ask for **help**.
9. Develop a **plan**. People plan their vacation more than they plan their life. If you don't, someone else will.
10. Make a decision to succeed. **No turning back.**

“If you do not learn to **laugh** at trouble, you will not have anything to laugh at when you get **old**.”

# Ten Steps to Reach Your Goals



1

Burning  
Desire

2

Develop a  
Belief

3

Write it  
Down

4

Take a  
Few Steps

5

Deadlines

# Ten Steps to Reach Your Goals



6

List  
Obstacles

7

Needs

8

List of  
People

9

Develop  
a Plan

10

Succeed



Put a fork in me ...  
I'm done ...