

Mack Newton on. . . .

How are your New Year's resolutions coming? If you are like most people, you've already forgotten them or filed them away. The remedy is simple: don't make resolutions....create goals. Goal setters develop direction, focus and channeled energy. You will accomplish dramatically more in a short time than you have accomplished in years.

Why, then, do so few people set goals? Four reasons:

- √ *Most people don't understand the importance of goals*
- √ *They may not know how to form goals*
- √ *Fear of rejection — they've been told in the past that they can't achieve their goals*
- √ *Fear of failure*

This last one is a major stumbling block. Yet we have to be willing to risk failure in order to achieve success. You will only realize your full potential when you have failed so many times that you learn the necessary lessons for your greatest achievements.

GOALS

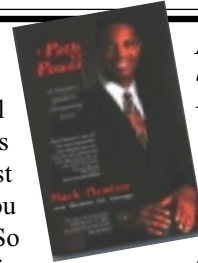
The only inevitability in life is change. Goals empower you to control the direction of change in your life.

A balanced life requires balanced goal setting. Goals can be broken down into the following major categories:

- ⇒ **Family and personal goals**—these include the things we want to accomplish for our loved ones and our own pleasure;
- ⇒ **Business and career goals**—we must have these goals if we're going to be successful financially;
- ⇒ **Self-improvement goals**—winners are always working toward self-development goals.

All great success starts with selecting one major purpose. If you try to accomplish many things simultaneously, you will only diffuse your energy and efforts and end up accomplishing almost nothing. Achieve one critical goal. Then it becomes relatively simple for you to set and achieve a. second goal, a third, a fourth and so on.

1 DESIRE is the great motivator, the force that will impel you forward. This is why you should choose a goal you want to accomplish, not what others think you should do. **2** You must **BELIEVE** without a doubt that you have the ability to achieve the goal. So make your goals challenging but realistic. **3 WRITE** the goal in complete detail, exactly as you wish to end up. Until a goal is committed to paper, it is not a goal; it is simply a wish. **4** Determine how you will **BENEFIT** from accomplishing your goal. Write a list of the advantages you are going to enjoy. **5 ANALYZE** your current status — where you are right now. If you wish to earn a certain amount of money, figure exactly how much you are earning today. **6** Set a **DEADLINE** — decide exactly when you are going to accomplish that goal. You'll work more efficiently with a deadline. **7 IDENTIFY** the obstacles you will have to overcome to achieve your goal. Obstacles that loom large in your mind when you're thinking about them become small when you write them down on paper. **8** Clearly identify the **KNOWLEDGE** you will require in order to accomplish your goal. Determine what you need to learn. **9** Identify the people, groups and organizations whose cooperation and **ASSISTANCE** you will need to attain your goal. Concentrate on what you can give, how you can serve, how you can contribute, and how you can compensate and reward others in return for what you want. **10** Take all the details you've identified in the last three steps and create a **PLAN**; write it out completely in every detail, with all the activities you are going to have to engage in to accomplish your goal. **11** Get a clear mental **IMAGE** of your goal as already attained. Every time you get the chance, picture your goal on the screen of your mind. **12** Finally back your plan with determination, persistence and the resolve to never give up. **PERSISTENCE** is a direct measure of how much you believe in yourself and your ability to succeed.



Discover how to take a quantum leap towards achieving your goals in *The Path to Power: A Master's Guide to Conquering Crisis* by Mack Newton with Michele St. George

The **Mack Newton Power Hour** debuted in January on Cox Cable 9 and was an immediate hit. Along with co-host John Cannon, Mack has covered such diverse topics as managing stress and anger, the "mini-Mack" workout, the best places to walk for exercise and how to shop for the 3-2 eating



plan in a grocery store. "I want to inspire people, to get them to challenge their lives and their assumptions," says Mack. "Challenge the things you perceive to be true about yourself." The Cox show is another challenge and goal fulfilled for Mack, who was told by Pat McMahon in 1986 that he had a natural talent for radio and TV. Mack worked in radio with Bill Strauss and John Cannon, among others, where he learned about media and created the format for the Power Hour. "I don't do the show just to get paid, but to stimulate my own creativity and attitude, and to share what I've learned and what has helped my life grow. This show is a fresh challenge so it makes me feel young again. Who knows what I'll do next?"

Mack will be a celebrity waiter at the February 19th dinner for Aid to Adoption of Special Kids (AASK).

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A record number of people enjoyed the Mack Daddy's speeches in January, including the employees of Cox Cable, IBM, the High Performers and High Achievers. At a February High Achiever's speech at the Civic Plaza, an oil portrait of Mack by Doug Brewer fetched an impressive \$1,750 at auction. The money will go to Cystic Fibrosis.

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If you have suggestions for the newsletter, call me at Newton Fitness (602) 957-6492 or e-mail me at sgmichele@uswest.net

—Michele St. George, Editor

EFFORT + EXCELLENCE = ENERGY



Losing weight has been just the beginning of the benefits Gail and David Burns have experienced after working with Mack for four months. Gail, who had two herniated disks accompanied by chronic pain in her lower back, was urged to see Mack by chiropractor Randy Widmaier. Her husband David, who has had surgery on both knees, back pain and other health problems, decided to join her for the workouts in September, where

Mack determined their needs by watching them move during the first class.

Mack told Gail that she must have suffered serious body trauma when she was about 20 years old, and was misaligned as a result. "I was amazed," says Gail. "I had in fact been struck and thrown by a car when I was 19 and that was when I first started seeing a chiropractor." Dave's problems were primarily due to his weight, said Mack.

Dave has lost over 50 pounds and continues to lose at the rate of one or two pounds a week. Gail lost 20 pounds and much of her back pain. "I'm really pleased about the weight loss but I think that just goes along with strengthening the abdominals and the other muscles that we work on. I feel so much better and have so much more energy. You start seeing what it does for your body and you don't want to miss a class."

Dave echoes her sentiments. "I have improved outlook, improved energy, and an increased enthusiasm for exercise, which is something I hadn't done for most of my life."

Both say encouragement from the rest of the class has been pivotal in their success. "The moral support is so uplifting," says Gail.



CHECK YOURSELF OUT!

Trial conditioning classes take place by appointment at Newton Fitness. Mack Newton will help you assess your physical condition and you can decide if all the hype is true!
Cost \$35 Call 957-6492



"They did a great job," says Mack of the three new Baltimore Orioles who were sent by the team manager for a month's pre-season training with Mack in Phoenix. They are (from left to right) Eugene Kingsdale, a centerfielder from Aruba; Jesse Garcia, a shortstop; and Calvin Pickering, a first baseman from St. Thomas.

POWER HOURS

Tuesday evenings
KMJK 106.9 FM &
92.7FM 8 to 9pm
with Art Jackson

Wednesday mornings
KMVP 860 AM
10 to 11 am
with Kevin Ray

COX TV Channel 9
8 PM Wednesday
Repeats Sat 12 Noon



A few memories

My strength lies solely in my tenacity.

—Louis Pasteur



from 1999



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