

**Mack Newton on... GOALS**

The ability to form and realize goals is the Number One achievement skill. Goals are essential to your happiness and success in life.

Without clear goals, you just drift and live your life without purpose. Without goals, change becomes unpredictable and a source of anxiety. Goals become a way to control the direction of change in our lives. If you don't set goals, you will be condemned to always work for someone who does.

James Allen said you will become as small as your controlling desire or as great as your dominant aspiration. You will become what you think about most of the time.

If goals are so necessary to success, why do so few people do so? Some people don't know how essential goals are, others fear failure or criticism from others, while some people just don't know how to set goals.

I have fine-tuned an immediate goal-setting method that is a sure-fire achievement system that infuses focused energy into whatever you decide to do. You will begin to achieve and gain confidence almost immediately. You have the power to achieve whatever you want in life.

The first step is to eliminate negative emotions and remove yourself from the company of negative people or situations. You lose the power to see the future when you are dragged down by thoughts filled with anger, fear, envy, self-pity, or worry and anxiety. Negative thoughts are caused by feelings of inferiority. The cure for all negative emotions is to say: *I am responsible. I like myself. If it's to be, it's up to me.*

The next step is to decide what you really want out of your life. What are your basic values? What do you really want to be? Within you, there is at least one area of excellence in which you shine, in which your talent is extraordinary. This is your passion in life, the thing you *love* to do. It is also the way you will earn your greatest financial success.

If your passions are buried so deep that you no longer even recognize them, use this simple Goal Setting Exercise to discover them again. Write down the answers to these questions quickly, allowing yourself no more than 60 seconds for each:

- What are your five basic values in life? What do you value most in life? Organize these values in order of importance.
- How would you spend your time if you found out today that you only had six months to live?

- How would you change your life if you won five million dollars in the lottery?
- What have you always wanted to do, but been afraid to try?
- What activities in life give you the greatest feeling of importance, joy, peace, or pleasure?
- What one great thing would you dare to dream if you knew that you could not fail?

The goals you need to set should be more apparent to you after this exercise. Goals should be balanced. Write down three to five goals in each area of your life:

- Personal/Family
- Career/Professional
- Self-improvement

The process of writing goals down on paper is essential. Re-copy the goals at least once a week, and make note of your progress. These are *goals*, not wishes.

Realize also that failure is a necessary part of the process. Fail forward, as if you are jumping stones across a river. You won't reach success until you have failed enough to learn what you need to know. Persist beyond failure. Then when you do succeed, you will succeed big-time because you will have learned all your lessons.

Here are some more things to think about and write down as you form and move towards your goals.

- ⇒ Realize that there is a solution to every problem. Be confident that you can achieve every goal.
- ⇒ Practice back to the future thinking. Project forward 5 years and then work back to the present. Where do you want to be? What is your aiming point? What will have to happen to bring about that outcome?
- ⇒ Imagine your financial life was perfect in every way. What would you be earning? How much would you be worth?
- ⇒ Imagine your family life was perfect. What would be different?
- ⇒ Design your year from January to February as if you have no limitations. What would you change starting today?
- ⇒ Imagine your health was perfect. What can you do today to make that a reality?

Form your goals honestly and carefully because you WILL achieve them if you persist. You can reach any goal you choose—just be sure it's what YOU really want.

**FORMER TKD STUDENT VISITS NEWTON FITNESS**

Taekwon-do students form a unique and long-term bond with Master Newton, says Barry Weisberg, a second-degree black belt who visited Phoenix recently. Barry began training in Taekwon-do at age 20 in Mack Newton's Chicago studio in 1978. "Mr. Newton was more to all of us than just our Taekwon-do instructor, says Barry." All his former black belts formed a very close bond with him. Mr. Newton is very unique in the martial arts."

"I've known Mr. Newton for 25 years," says Barry, "and I've traveled to Phoenix several times to train with him since he left Chicago, but this time was a little different."

Feeling overwhelmed with professional and personal issues, Barry says "I needed to get my spark and my attitude back. I needed motivation and inspiration to deal with the problems I was facing."

He stayed nine days at Newton Fitness. "Mr. Newton interspersed the physical training with the mental training and I could feel myself getting stronger both physically and mentally" says Barry. "It was very difficult to leave. He helped me out tremendously and I was able to deal effectively with my life issues when I returned to Chicago."

"Barry has always amazed me in his ability to hang in there when training gets difficult," says Mack. "I reminded him that he already possessed the skills and determination to deal with his life's difficulties as well. Most of us over-estimate our challenges and underestimate our ability to handle them."



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# HEALTH HEROES OF THE MONTH

Sherri Martin has lost 62 pounds since beginning with Newton Fitness in May 2003. “This is the best thing I have ever done for myself,” says Sherri.

In addition to the weight loss, Sherri experienced a tremendous increase in energy. “Afternoons used to be just dismal. Now I never have the ups and downs of sugar highs. I don’t get sick anymore — not a sniffle since I started. It’s an emotional and physical lift. I’m not on a diet, I’m in a wellness program.”

“I’m like the only person that had never heard of Mack Newton,” says Sherri. A friend and co-worker urged her to join Newton Fitness. “I ran into a friend of mine from Puerto Vallarta who told me about him. Then I ran into my former secretary at the beauty shop and she had a friend who worked out with him. Everyone in town knew him but me.”

***This is the best thing I have ever done for myself!***

Sherri had previously tried hiring personal trainers to get in shape, but constantly made excuses to them to avoid working out. “They just accepted it when I talked my way out of a workout because of work or family commitments. Mack does not accept excuses. You have to be there.”

As a stockbroker, Sherri normally worked from 6 am to 3 pm. With her increase in energy and endurance, she finds that she is now able to complete the same amount of work by 12:30 pm and then leave for her workout. “I have had to be more organized to commit time to this program, but it has helped my whole life.”



***Weight loss, strength, and a big boost in energy are the keywords for these two successful Health Heroes. They both joined Newton Fitness in May 2003 and have since been profiled on the Mack Newton Power Hour.***



Jamie Moore has lost 84 pounds and gained many health benefits since beginning with Newton Fitness last May. “My boss Mike Davis worked out with Mack and he encouraged me and pushed me to join. I’d been wanting to do something myself and just couldn’t quite motivate myself to do it on my own. I needed to be driven and it sounded like the right way to go.”

The 45-year-old architect and his wife had their first child two years ago. “It made me want to change. I wanted to be around to see her grow up.

“I’ve always been pretty energetic and strong and enjoyed

backpacking and rock climbing, but I was afraid to go along with friends because I didn’t think I could keep up. Now it’s like I’m challenging my friends to keep up with me. Even the fittest friends I have are having trouble keeping up with me.”

After over 6 months of workouts, Jamie saw his doctor for the first time in over a year. His blood pressure had dropped from 140/110 to a healthy 114/80. “My heart rate went from 94 to 50, and my cholesterol was cut in half.

“I know Mack will tell me that’s it’s my hard work that got me where I am, but Mack’s inspiration and the inspiration of the class is really what did it,” says Jamie. “I don’t think I could have done this on my own.”



# NEWTON FITNESS RETAIL CENTER TO OPEN FEBRUARY

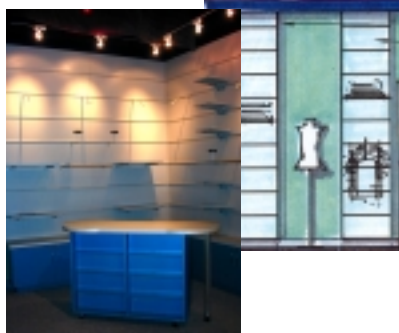
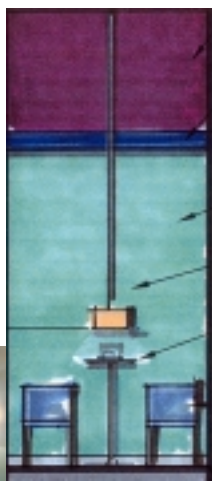
The new retail center is nearing completion and will open in February. Located in the Newton Fitness Center outside the main workout studio, the retail shop will be staffed and open to both clients and the public.

"I want to supply high quality products that people can use in their life," says Mack Newton. "Everything there will be an extension of what I teach and is hand-selected by me for its usefulness and quality. I want a place where people can come to find inspiration, motivation, and information to help them become their physical, mental, and spiritual best."

The completely remodeled area will showcase fitness products on marlite and glass visual display systems on the walls. Walls painted in muted shades of blue and green will be accented by a brushed stainless steel soffitt, track lighting, and a drop lamp in the seating area.

The store will carry three basic lines of athletic apparel and fitness wear, all with the Newton Fitness label and logo. They have been selected for their high quality, softness, comfort and durability.

Also for sale will be the extensive selection of workout wear presently available, including short sleeved and sleeveless shirts and tanks, hats, sweatshirts, and shorts.



## NEW WORKOUT OPPORTUNITY FOR FORMER CLIENTS OF NEWTON FITNESS

An exciting new Associate Program has been introduced at Newton Fitness in response to client requests. Qualified former clients have been offered a chance to work out at Newton Fitness without a monthly membership. They will be able to purchase daily class passes to use as they see fit. These former clients would then be considered associates rather than members of Newton Fitness.

"The flexibility in the associate program may meet the needs of many people who want to work out at Newton Fitness but can't commit to the regular requirements of membership," says Mack. Regular members are required to work out at least three times weekly and be weighed-in at every workout.

Associates would train with the members' class, but they will not be required to workout three times a week, nor will they be weighed-in. The primary advantage is that they will be able to work out once or twice a week, once a month, whenever they want. "For some people this option will be very attractive," says Mack. "It might be work demands that prevent them from working out more frequently, or a temporary family issue. Also, I realize there is a lot of pressure for some people being weighed-in every session, especially if they are just getting back in the program and want to do it at a slower pace."

He emphasizes that this program is not open to the general public, and is only for select former clients whom he has notified. Associates who get back in shape with daily passes and want to re-join as a regular member can do so at any time. Class passes will be available in packages of 10 or more for \$75.00 per class, between 6 and 9 classes for \$85.00 per class and from 1 to 5 for \$95.00 per class.

VISIT THE NEWTON FITNESS CENTER

TO FIND:

STYLISH WORKOUT CLOTHES

ACTIVE STREET WEAR

INSPIRATIONAL & MOTIVATIONAL BOOKS,

VIDEOS, CDs & TAPES

SPICE BLENDS FOR 3-2 EATING

HATS, T-SHIRTS, SWEATSHIRTS

AND MORE!



# Newton Fitness Christmas Party

## 2003

Hosted by A.J. Dickey



Mack Newton with Mike & Lisa Davis



A.J. Dickey and Dorothy Jacobs



Argee Murphy talks to Dan Anderson



From left to right: Tina Rucker, Jan Voorhees, Kelli York, Lori Larcher, Beverly Rubenstein



Tina Rucker and Mack Newton



Sherri Kamenetsky & friend



John Maus with Mack Newton



Rachell Hall  
"The Protein Gourmet"



Mack Newton & Beverly "Bevzilla" Rubenstein



Check out Newton Fitness on the Web!  
<http://www.macknewton.com>

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