



2019 MDRT Top of the Table Annual Meeting e-Handout Material

Title: **Setting Larger Than Life Goals- How I Ran an Ultra Marathon**

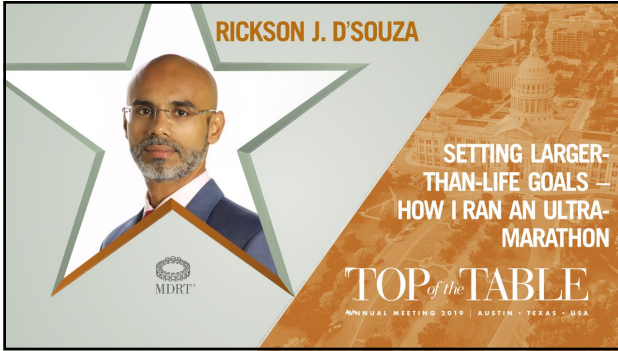
Speaker: Rickson D’Souza

Presentation Date: Friday September 27, 2019

Presentation Time: 2:30 p.m. -3:15 p.m.

Session Room: Lantana

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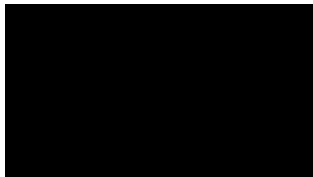
LET'S START WITH YOU:
WHAT'S YOUR ONE BIG
SCARY GOAL?



MY JOURNEY:
COUCH TO 250K



MY VISION WALL
THE POWER OF
WRITING YOUR
GOALS



WHERE IT ALL STARTED



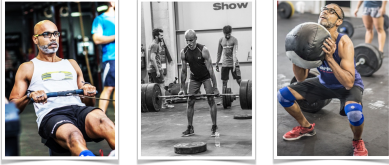
GOAL 1: SHED THE WEIGHT



GOAL 2: VANITY
GET FIT & BUILD MUSCLE



GOAL 3: PERSONAL BESTS EVERYDAY



GOAL 4: MARATHON DES SABLES



MY GOAL SETTING INFLUENCERS

You will be the same person in five years
as you are today, except for the people you meet and the
books you read
- Charlie Tremendous Jones -

Influencer #1: MY MENTORS

Influencer #2: MY BUSINESS COACHING PROGRAM

Influencer #3: MDRT



**THE GOAL
SETTING-AND-SLAYING
GUIDE**

Step 1: Define the goal

Step 2: Refine the goal

Step 3: Build an action plan

Step 4: Set non-negotiable rules

Step 5: Define success

Step 6: Find an accountability partner

Step 7: Reward yourself

SELF DISCIPLINE - HOW I KEEP ON TRACK



EARLY RISE
Up at 4am



AM DELEGATION
Emails done
before 6:30am



**MEET 3
PEOPLE A
DAY**
Clients and
Introducers



**FAMILY TIME
ON MY
CALENDAR**

CELEBRATING SUCCESS



YOUR TURN NOW

MY 2020 GOALS

- Goal 1: IronMan 70.3 Dubai - 2020
- Goal 2: IronMan 140.6 Nelson Mandela Bay - 2020
- Goal 3: Three-day Work Week

We know what we are,
but know not what we may be
- William Shakespeare -

Q&A

"We live in the world out questions create"
- David Cooperrider -