



WORLD CENTRE FOR ENTREPRENEURIAL STUDIES

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Welcome to the program!

Hello! I'm Peter J Daniels, and I'll be taking you through this course, to help you through the process of the Destiny program.

You'll be using this workbook throughout the course to track your tasks and progress. Please have it with you each time you sit down to work on the online version of this course.

On my website (<http://www.peterjdaniels.com>), there are additional resources that you may find useful during the process.



This program contains...

1. THE POWER OF A DREAM

Comprehensive information on how to understand your dream plus a new field of behavioural science on how to direct your imagination. Also how to develop belief and openness towards opportunity and results.

2. HOW TO CREATE MOMENTUM, DOMINANCE, FORM AND FUNCTION

A major program on time management which includes how to create a simple lifestyle, concentrate on essentials, controlling your time, applying strong pressure to specific tasks, choosing words carefully and accurately to save time, time alone and time at work are of equal importance.

3. STRENGTHENING YOUR COMMITMENT

Understanding the cost/benefit ratios/Remove the mystique/Clarify your values/Open your mind to new thoughts /Make commencement easy /Begin the formula/Developing the formula/Owning the formula.

4. A COMPLETE PROGRAM ON SETTING GOALS FOR LIFE WITH DETAILED CHARTS, DIRECTION AND PRINCIPLES



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Define your goal /Set your strategy/Plan out your problems /Building in reserves /Relating to time frames /Creating a master plan to get the job done.

5. CREATING A MISSION STATEMENT

The Goal /The vehicle /The Creed /The Commitment /The Qualification /The Positioning/The Assessment/The Destination/Includes as suggested personal and corporate mission statement as an illustration.

6.HOW TO ACHIEVE GREATNESS

Special distinctiveness of a leader/Formula for identifying power holders/Twenty-five leadership principles /Questions to measure your progress on the path to greatness/Mathematical equations for measuring daily performance/How to build and motivate a team/Fifteen principles on how to handle a major crisis/A personal formula for economic protection/Defining the nature of entrepreneurs/Developing the power of an idea /A specially designed wall chart to measure your progress



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Features: 3 exclusive pocketbooks

Entrepreneurs and Leaders Handbook-with a time clock on the market shifts proven over a hundred and fifty year period. Plus 72 pages of success advice and principles for achieving your dreams. Includes principles on How to handle law and conflict/Starting a business/Understanding banking/Creating a business plan/Running a business/The principles of negotiation/Buying a business/Franchising

Secrets on How to Build a Successful Life-discussing Character/Ambition/Relationships/Economics

Jesus and Wealth compiled by Dr Peter J Daniels and Graham K Daniels-Discover the detailed research on the value of gold, frankincense and myrrh and you will be astounded at the answers.



LESSON 1 - The Dream

Examine the substance of your dreams

Your task: Questions to expand your thinking process

Consider and answer the following five questions to expand your thinking process.

What do you believe to be the three most driving and controlling influences that determine the continuation of the universe?

Name three limiting factors in your life.



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Rate in order of importance: body, mind, spirit.

Do you believe that you have a bad, good or excellent opportunity to develop a meaningful contribution to the world?

Bad

Good

Excellent

If you were to give someone else advice about being successful, what are the three most important principles you would share with them?



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LESSON 2 - The Vision

A simple lifestyle: Part 1

Your task: Measure your progress towards those areas of discipline that make for a successful and fulfilling life

Use this evaluation chart to clarify your present position.

What type of situation do you feel most comfortable in?	
An activity where all the rules are defined	Yes/no/unsure
An event where you can participate in creating the rules	Yes/no/unsure
A position where you can arbitrate and enforce the rules	Yes/no/unsure
A task where you have the responsibility for the outcome	Yes/no/unsure



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Do you enjoy mixing with new people with whom you will have some future dealings?	Yes/no/unsure
Do powerful and influential people intimidate you?	Yes/no/unsure
Do you welcome questions about your lifestyle and achievements?	Yes/no/unsure
Do you like being alone?	Yes/no/unsure
Can you stand on an issue?	
Without support	Yes/no/unsure
Against opposition	Yes/no/unsure

Use the following for clarification:

Write down three things you fear:

1. _____

Why?



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2. _____

Why?

3. _____

Why?

Use the following for evaluation:

What are personal principles that you are not prepared to break?



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1. _____

Why?

2. _____

Why?

3. _____

Why?



When you have gained some understanding of your present personality, the next step is to spell out your final objectives specifically and fully.

Developing this principle by making it a permanent habit and applying it to every situation will minimise the possibility of being side-tracked and your thinking and solutions will come into focus much more quickly.

So often we get caught up in other people's dreams and ideas, and in the enthusiasm and excitement of the moment, we forget to ask down-to-earth questions that will clarify how the ideas fit into our value system.

Before committing yourself to a project, whether it is a personal, business or a charitable venture ask this question:

What is the specific, full and final objective?

In other words, ensure that you totally agree with the objective and measure it against the desires, dreams that you have for your own life.

Never forget that your time is the most precious asset that you have. And its expenditure must be measured against criterion and quality. Whatever opportunities or challenges, you face ask these simple but dynamic questions:

What is the specific, full and final objective?

Do I totally agree with it?



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Is there a better objective?

Am I prepared to trade a portion of my life for it?

Does it offer some assurance of permanence?

Is it perpetual or will it have to be done again?

Does it fit into my plans?

Could it expand and thereby take more time?

What will happen if I don't do it?



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Do I have total control?

Could I suffer an unbearable loss?

A simple lifestyle: Part 2

Your task: Gaining perspective on projects and commitments

Apply the following questions in real-life situations to help you gain a good perspective with respect to the final outcome of any project or commitment.

How will it affect my lifestyle?

Will it enhance my vision?



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What will it cost in time, money, brains, energy and reputation?

Can I get along without doing it?

Do I have an obligation to do it?

Are there any limiting factors?

What are the direct short-and long-term benefits for me?

Can I afford its momentum?

Is the reward commensurate with the output?



Why am I even considering it?

Concentrate on essentials

Your task: Look for the enemy

Ask yourself how you would retain and improve your lifestyle and solidify your vision if war, financial collapse, fire illness, bereavement, embezzlement or if a market collapse occurred.

If you had to start again, what would your minimum requirement be?

How does this compare with your present requirements?

What action are you going to take to rectify the situation?

When?



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If you had to cut costs, personnel or procedures and still maintain effectiveness, what would you cut out?

Imagine that you were forced to double your income without any more costs to protect those who love you, how would you do it?

If all financial arrangements were terminated immediately, how would you survive?

List six ways by which you can increase your effectiveness, without additional costs, that would mean less work for you.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____



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Ask the following questions with respect to any activity that involves your personnel time.

What or who are the unique lynchpins that govern the success of this project?

List those items that can be put on automatic control with natural alarm indicators if they start to move off the track.

Write out clearly the personnel qualities of the people required to get the job done and evaluate your present personnel on that basis.

What inconsistencies are obvious and how will you move quickly and decisively to correct the situation?



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Exactly how much time have you allocated to your family, personal rejuvenation and enjoyment?

Control your time

Your task: Putting a price on your life

If you were to become, as it were a permanent slave to someone else, who would own you and control every facet of your life and what price would you put on it? Don't guess: work it out!

For example:

How much longer do you expect to have an effective working life?

What would you be valued at just to do physical labour?

\$ _____



If you were confined to planning a mental strategy, what would that be worth?

(per week) \$ _____

(per month) \$ _____

(per year) \$ _____

(for the rest of your life) \$ _____

What price would you put on your soul, if it could be packaged and disposed of?

How much do you calculate to be the value of the dreams and aspirations that you would forfeit as a slave?

Write down a price for your experience thus far and the heritage that you have inherited:

\$ _____

The total final price is: \$ _____

Control your time

Your task: Evaluate your own attitude to controlling your time

Evaluate your own attitude toward controlling your time.



Do you feel guilty when you do not accept phone calls or visitors?	Yes/no/sometimes
Should you?	Yes/no/sometimes
When you isolate yourself for concentrated work, do you get more done?	Yes/no/sometimes
Do you think you ought to do it more often?	Yes/no/sometimes
How much more effective would you be if you discouraged interruptions to your work?	None/some/unsure

List six ways in which you are prevented from getting more done and give a possible solution and the action to be taken.

Problem:

Possible solution:

Problem:



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Possible solution:

Problem:

Possible solution:

Problem:

Possible solution:

Problem:



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Possible solution:

Problem:

Possible solution:

Apply strong pressure to specific tasks

Your task: Creating your own life-character

The following questions will help you to provide a basis for creating your own life-character.

Why do I want more time?

How much time do I want unencumbered?



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How can I create free time?

What can I do now to avoid wasting time?

Three ways I have wasted major time in my life are:

LESSON 4 - The Goal

Identity goals

Your task: The ABC test for identity goals



The A.B.C. test for identity goals

A: Specify the special identity dynamics that are necessary for the achievement of your goal.

B: Put a % mark, relative to the financial value for the achievement of your goal, against each of the specific

Identity dynamics giving an overall score of 100%.

C: Put a % mark indicating where you are now with respect to your special identity dynamics, in contrast to

the necessary ultimate requirements to reach your functional goals.

Necessary	Identity Dynamics	Present Position
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
Total 100 %		Total

Define your functional goals in brief in each of the following areas:

Character



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Relationships

Ambition

Economics

Functional goals



Your task: The ABC test for functional goals

The A.B.C test for functional goals

A: Specify the functional dynamics that are necessary for the achievement of your goals.

B: Put a % mark, relative to the final value for the achievement of your goal, against each of the specific functional dynamics, giving an overall total score of 100%.

C: Put a % mark indicating where you are now with respect to your special functional dynamics, in contrast to the necessary ultimate requirements to reach your functional goals.

Necessary	Identity Dynamics	Present Position
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
Total 100%		Total

Define your functional goals in brief in each of the following areas:

Health



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Education

Mental stability



Structural goals

Your task: The ABC test for structural goals

The A.B.C test for structural goals

A: Specify the imperative structure dynamics that are necessary for the achievement of your goal.

B: Put a % mark, relative to the final value for the achievement of your goal, against each of the specific structural dynamics, to give an overall total score of 100%.

C: Put a % mark, indicating where you are now with respect to your imperative structural dynamics in contrast to the necessary ultimate requirements to reach your structural goals.

Necessary	Identity Dynamics	Present Position
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%
%		%



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Total 100%

Total

Define your structural goals in brief in each of the following areas:

Platform

Support

Reserves



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Some time ago, I met a young man who was bursting to tell me about his goal which was to teach baroque music. He was surprised when I responded. 'How is that going to change the world?' He sheepishly replied, well it's not going to is it? Make sure your goal has a substance.

Destiny goals

Your task: Discovering your destiny goal

Discovering Your Destiny Goal

On the chart which follows, write down ten ways in which you would like to leave your mark on the world. Imagine you have no limitations.

Place these items in order of importance to you or to the world. Using a rating of 1 10.

Against each item indicate the degree at which each would:

- give you satisfaction,
- benefit the world,
- have a lasting effect, and
- be possible.

Do this after unhurried reflection and careful examination, using the goals formula.



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	Discovering Goals	Destiny	SATISFACTION	BENEFIT	PERMANENCE	POSSIBILITY
			RATING 1-10			
Goal 1						
Goal 2						
Goal 3						
Goal 4						
Goal 5						
Goal 6						
Goal 7						
Goal 8						
Goal 9						
Goal 10						



Defining my goal

Describe the following:

My destiny goal is:

It will change the world because:

I personally must do it because:



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My supportive goals are:

Identity goals:

Functional goals:

Structural goals:



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My strategy for my goals

Your task: Create your strategy

Personal qualifications required:

Information needed:



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Positions to be attained:

Acquisitions to be realised:

Setting out my problems and their solutions in relation to my goals

On careful examination of my goals. I foresee the following difficulties and have made the following plans towards a solution:

Problem:



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Solution:

Problem:

Solution:



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Problem:

Solution:

Building in reserves for achieving my goals



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To ensure I have sufficient reserves to withstand a sudden crisis or a prolonged difficult period, I commit myself to the following:

I will create special friends by:

I will strengthen my body by:

I will develop my spiritual faith by:



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I will secure my assets by:

Relating short-term goals to timeframes

Recognising that a goal needs finality. I plan to achieve my short-term destiny goals within _____ years, at which time I will be _____ years of age.

My supportive goals are the following:

Short-term goals (up to 3 years):



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Completion date: _____

Completion date: _____

Completion date: _____



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Completion date: _____

Completion date: _____

Completion date: _____

Relating medium-term goals to timeframes

Recognising that a goal needs finality and timeframes. I plan to achieve my medium-term destiny goals within _____ years, at which time I will be _____ years of age.



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Medium-term goals (4-9 years):

Completion date: _____

Completion date: _____

Completion date: _____



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Completion date: _____

Completion date: _____

Completion date: _____



Relating long-term goals to timeframes

Recognising that a goal needs finality and time-frames, I plan to achieve my long-term destiny goals within _____ years, at which time I will be _____ years of age.

Long-term goals (10 years or more):

Completion date: _____

Completion date: _____



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Completion date: _____

Completion date: _____

Completion date: _____



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Completion date: _____



LESSON 6 - The Destiny

Four questions to measure your progress on the path to greatness

Your task: Ask yourself these four questions

- 1. What age have you set for yourself to reach your full potential that God might maximise your life?**
-

- 2. Can you tell me in fifty pages or more, what your full potential is in every area of your life?**

Write this out in a new document so that you have space to think.

- 3. Accepting your full potential as 100%, what percentage rating would you give yourself right now?**
-

- 4. Accepting the deficiency between your two scores, what plans are you going to make to take up the shortfall and when?**
-
-
-

