



## **Throw Out What You Know About 'SMART' Goals: How to Set Effective Goals & Accomplish Them Using Grit**

One of the most common misconceptions about goal setting is that there are only a few things we need to know in order to achieve our goals. Often, the acronym SMART is used to help people to remember to set goals that are specific, measurable, attainable, realistic and time-sensitive. While this is a nice start, the acronym doesn't do justice to some of the tremendous complexities that motivational specialists and researchers have discovered are important to an individual's success. In this presentation, Caroline walks sales managers, business leaders, and employees through the science of goal setting and grit, and provides practical ways they can apply this research to exceed established goals. Caroline's unique, comprehensive, and evidence-based approach helps attendees to create and accomplish any goal, driving happiness and success in their professional and personal lives.

### **After attending, participants are able to:**

- Set challenging and specific goals (learning and performance) and avoid the most common mistakes that derail progress;
- Cultivate grit, to help them stay resilient and persevere in the face of difficulty; and
- Establish accountability and a positive "web of influence."

**FORMAT OPTIONS: 45-60 minute keynote; half-day and full-day workshops**

**IDEAL AUDIENCE:** Sales managers, business leaders, anyone who is required to create and accomplish goals in their job. Specific audiences have included: sales teams; multi-level marketing distributors; professionals such as lawyers, financial advisors, and accountants; athletic groups; and entrepreneurs.



# CAROLINE

CAROLINE ADAMS MILLER, MAPP

## ABOUT YOUR PRESENTER:

Caroline Adams Miller, MAPP is one of the world's leading positive psychology experts on Goals & Grit™. Caroline is passionate about helping people get more grit, achieve their goals and find happiness. She's spent more than 30 years helping individuals, leaders and companies to achieve their goals. Caroline has a Masters of Applied Positive Psychology from the University of Pennsylvania and graduated *magna cum laude* from Harvard. She is the author of six books, including *Getting Grit* (Sounds True 2017) and *Creating Your Best Life* (Sterling 2009). Caroline's work has been featured in *BBC World News*, *The New York Times*, *The Washington Post*, *NBC*, *NPR* and *CNN*.



## Here is a sample of what others have said about Caroline's presentations:

*Caroline's cutting-edge insights on Grit and Goal Setting are awesome, and so needed in the business world now!*

— The Wharton School, University of Pennsylvania

*Caroline was a powerhouse at our 2016 leadership conference. She challenged us to put the 'awe' back into awesome and how to use grit to accomplish our hard goals. Her message of 'you can't keep what you don't give away' inspired bold sharing and deep conversation from the audience and has continued to resonate throughout the organization beyond conference.*

— Ali Fillmore, lululemon athletica

*Caroline has inspired us and brought-in a powerful conversation about the way and the type of goals we set within the organization. Furthermore, the open reflection of our strengths and the practices to cultivate GRIT have sparked a new way of approaching the way we can lead our teams, have a real impact in every person through connecting with their purpose, and develop a mindset to have bigger and bolder goals for our organization.*

— Carlos Puyo, Corporate Director Leadership and Learning, Belcorp