

**SMARTIES** is all about change. Drat!

**SMARTIES** effect is very simple. Hurrah!

**SMARTIES** can be applied to anything by asking 8 questions. That's where the fun begins!

New Year having disappeared into the mists of time with resolutions made, hastily forgotten. After all it was the making of them that was important. What? Were actions meant to be involved? Help!

The Chinese New Year provides another opportunity .... Phew! Or any time in the year.

We convince ourselves that having said it or written it or even easier thought it that everything will happen without any involvement from ourselves.

Commitment to making happen what we want, what we dream, what encompasses our heart's desire ... surely not necessary. Leave it to chance. It'll just happen.

Think again! **SMARTIES** can be used at any time for any situation. Invite **SMARTIES** to be 'keep me on track'.

Regarding what you want to achieve, challenge to deal with invoke the power of **The Ask**:

- How **specific** am I re XYZ?
- What is my **measurability** re XYZ?
- How **achievable** is XYZ?
- Is XYZ **realistic**?
- What do I need to do to make XYZ **trackable**?
- How **interesting/ intriguing / inspirational** am I prepared to have XYZ be?
- What would be the most **exciting / expansive / exceptional** thing about XYZ?
- If there were no limits at all what would I create to have XYZ be really **special**?

An example is always useful to understand the power of **SMARTIES**.

**The challenge:** To achieve a no slider Inbox with no more than 3 folders in addition to the Inbox

- How **specific** am I re a no slider Inbox? Very clear that **1.** no slider inbox means that all emails in Inbox / Drafts / Sent / Delete can be seen without having to use the slider **2.** 3 folders have no slider either. Simply store emails awaiting actions from another or to retain an e-trail.
- What is my **measurability** re a no slider Inbox? Easy as it is a clear visual check
- How **achievable** is a no slider Inbox? With commitment yes + being ruthless and unsubscribing from everything except essentials.
- Is a no slider Inbox **realistic**? Yes especially when I remind myself that anything incoming is someone else's agenda using up my valuable time. It can take up to a minute to deal with an email so 60 unwanted emails costs me **ONE** hour.
- What do I need to do to make a no slider Inbox **trackable**? Be ruthless; 'handle' an email only once; agree to reply immediately or delete or delegate any incoming email.
- How **interesting/ intriguing / inspirational** am I prepared to have a no slider Inbox be? Freedom is a delicious feeling especially when anything that comes into my Inbox is in alignment with what I want.
- What would be the most **exciting / expansive /extraordinary/ exceptional** thing about a no slider Inbox? Time to use on things that really forward my business and my development
- If there were no limits at all what would I create to have a no slider Inbox be really **special**? I would design something that would evaporate all junk emails before they arrived especially those that are of the unblockable variety and return them to the sender x 100.

**Yes.** It means changing one's mindset. **Yes.** It means saying no and saying yes. **Yes.** It means being in control of what happens. Challenge achieved is fabulously energising. What challenge will you choose to apply **SMARTIES** to?