



QUANTUM SAILS™
TO THE NEXT CHALLENGE.



GOAL SETTING WORKBOOK

AN 8 PART GUIDE FOR REACHING YOUR SAILING GOALS

GETTING STARTED

HOW TO USE THIS WORKBOOK

Quantum has had the privilege of working with many successful teams over the years, and we've noticed that a characteristic they share is that they have a clear, realistic plan to meet their goals. Whether you want to place at a World Championship, plan your dream trip, or simply rock your next regatta, we developed this workbook to be used in a way that best suits your needs.

This workbook starts with your ultimate goal and then helps you break it down into actionable steps for the season. If you're new to thinking about goals in this way, we recommend you start at the beginning and work your way through the process. However, each part can also be used on its own. For example, Part 7 is great if you simply want to focus on a single event. But regardless of how you use this workbook, create achievable goals and steps and work on the plan as a team. Treat your workbook as a living document—revisit it throughout the season and remember to be flexible.

We hope you find the workbook valuable, and never hesitate to reach out if you have any questions or would like some guidance. Visit QuantumSails.com to find an expert near you, or email info@quantumsails.com.

8 CORE ELEMENTS

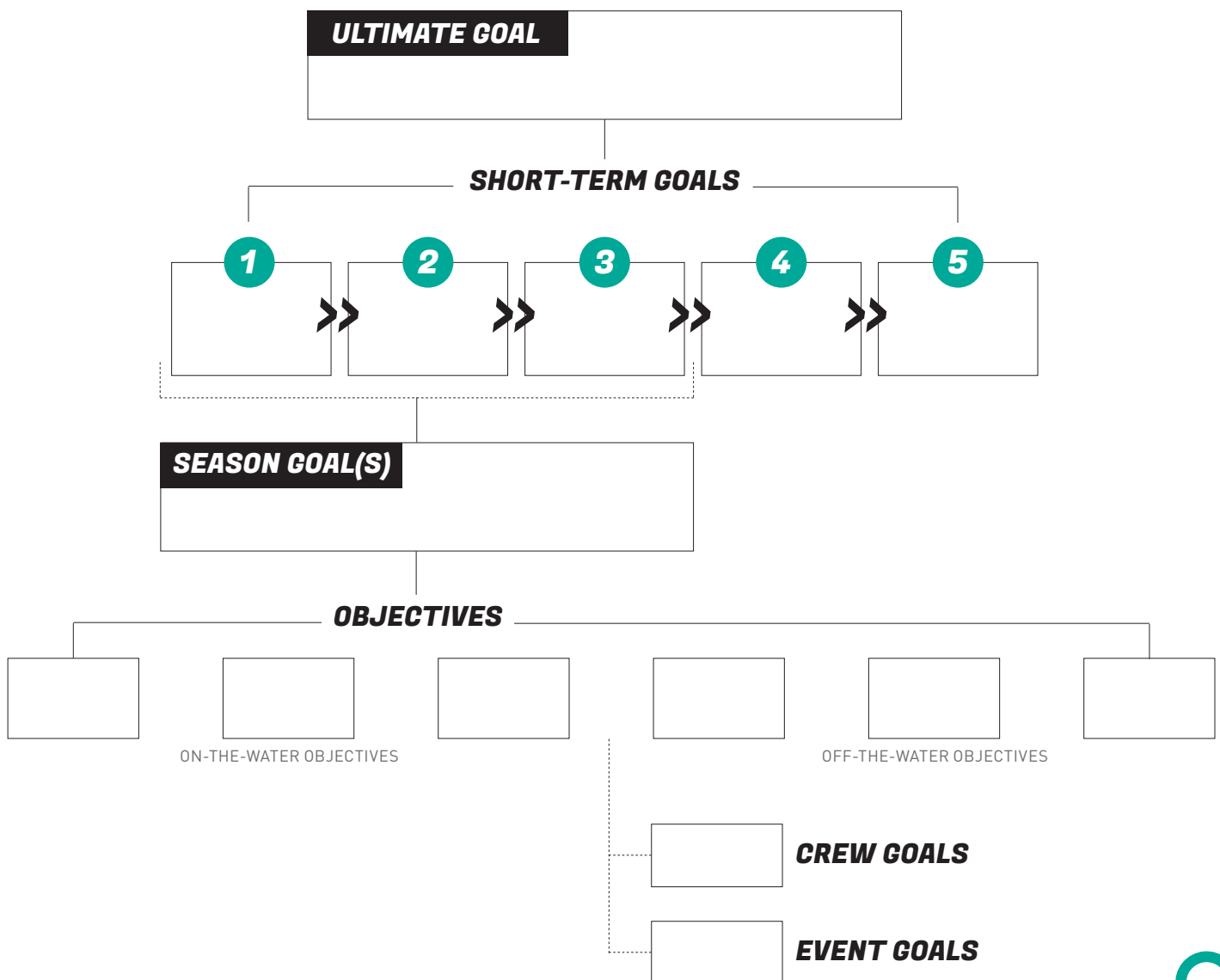
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FRAMING YOUR GOALS

HOW TO THINK ABOUT YOUR GOALS

This workbook is based off of this framework. It starts with your ultimate goal and works its way down to the actionable objectives and execution plans that help you achieve your goal. Reference this page as you work through the workbook and feel free to fill it out as you go.



SET YOUR ULTIMATE GOAL

WHAT IS YOUR ULTIMATE GOAL?

What is it that you and your team want to achieve in the long-run? This is where you dream big—realistic, but big. Ultimate goals are often a bit complex with lots of moving pieces, which is why workbooks like this are great for organizing the elements and making an action plan. Keep in mind your ultimate goal isn't the goal for your season, but we'll get to that shortly.

ULTIMATE GOAL: _____

DETAILS/NOTES

PRO TIP

CREATE YOUR ULTIMATE GOAL AS A TEAM

If you're the boat owner or team captain, you might have a very clear goal in mind. However, sitting down with your team and agreeing as a team on what your ultimate goal should be goes a long way to making it everyone's goal and not just yours.



SHORT-TERM GOALS

BREAK DOWN YOUR ULTIMATE GOAL INTO 5 SHORT-TERM GOALS

Decide on five key short-term goals that will go into achieving your ultimate goal and list them below. Since your ultimate goal isn't meant to be achieved in one season, these goals don't have to be either. List them in the order they should be accomplished. Once you've identified the short-term goals, evaluate your situation for this season (crew availability, schedule, resources, etc.) and decide with your team what you can realistically accomplish this season, and **circle it**. Don't worry if you only circle number 1! If it's helpful, you can also add target dates below each goal.

1	2	3	4	5
<hr/> <hr/> <hr/> DESCRIPTION:	<hr/> <hr/> <hr/> DESCRIPTION:	<hr/> <hr/> <hr/> DESCRIPTION:	<hr/> <hr/> <hr/> DESCRIPTION:	<hr/> <hr/> <hr/> DESCRIPTION:

DATE: _____

DATE: _____

DATE: _____

DATE: _____

DATE: _____

 COMPLETED COMPLETED COMPLETED COMPLETED COMPLETED

ON-WATER ACTIONS

IDENTIFY ON-THE-WATER OBJECTIVES FOR THE SEASON

List on-the-water objectives for the season and work with your team to detail the challenges and an agreed-upon solution. Examples of objectives might include skills or maneuvers. Make sure each objective supports the overall goal for the season. If you have more than three objectives, print out extra copies of this page and fill them out as needed.

OBJECTIVE: _____ COMPLETED

CHALLENGES

SOLUTIONS

OBJECTIVE: _____ COMPLETED

CHALLENGES

SOLUTIONS

OBJECTIVE: _____ COMPLETED

CHALLENGES

SOLUTIONS



OFF-WATER ACTIONS

IDENTIFY OFF-THE-WATER OBJECTIVES FOR THE SEASON

List the off-the-water objectives for the season and work with your team to detail the challenges and an agreed-upon solution. Examples of objectives might include boat maintenance or rig tuning. Make sure each objective supports the overall goal for the season. If you have more than three objectives, print out extra copies of this page and fill them out as needed.

OBJECTIVE: _____ COMPLETED

CHALLENGES

SOLUTIONS

OBJECTIVE: _____ COMPLETED

CHALLENGES

SOLUTIONS

OBJECTIVE: _____ COMPLETED

CHALLENGES

SOLUTIONS



EXECUTION PLAN

DETAIL AND ASSIGN YOUR OBJECTIVES

Fill out one of these for each of your on- and off-the-water objectives. Make clear who owns each objective and what actions your team will take to accomplish them.

OBJECTIVE

OWNER(S): _____

TARGET DATE/LOCATION: _____

PLAN

ACTION ITEMS:

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____



INDIVIDUAL EVENT GOALS

FOCUS YOUR ENERGY ON ACTIONABLE GOALS

Events are a great time to work on your overall goals; however, it's important to focus your energy on a few key goals so as not to overwhelm the team.

EVENT: _____ **DATE:** _____

GOAL: _____

PLAN

ACTION ITEM CHECKLIST:

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

GOAL: _____

PLAN

GOAL: _____

PLAN



INDIVIDUAL CREW GOALS

OBJECTIVES FOR EACH CREW

Each crew member should also identify their goals for the season. These include goals for personal growth and goals that help achieve the season's goal. Print out a worksheet for each crew member.

NAME: _____

ROLE/POSITION: _____

TOP 3 GOALS

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PLAN

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ACTION ITEM CHECKLIST:

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____



