

At the very basic **SMARTIES** is all about change. The **SMARTIES** effect is very simple and can be applied to anything by asking 8 questions. And that's where the fun begins!

We convince ourselves that having said it or written it or thought it, everything will happen without any involvement from ourselves. Commitment to making happen what we want, what we dream of, what encompasses our heart's desire ... surely not necessary. Think again! **SMARTIES** can be used at any time for any situation.

Invoke the power of The Ask and invite **SMARTIES** to be your personal 'keeper on track'. In relation to a particular choice or decision, ask yourself:

- 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 /extraordinary/ exceptional** thing about XYZ?
- If there were no limits at all what would I create to have XYZ be really **special**?

Here is a useful example 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. A no slider inbox means that all emails in Inbox / Drafts / Sent / Delete can be seen without having to use the slider*
 - *2. The 3 folders have no slider either and are simply to store emails awaiting actions from another or to retain a 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 and by 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 and uses up my valuable time. It can take up to a minute to deal with an email so 60 unwanted emails cost me an hour of my time.*
- 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 email incoming*

- 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 sort and return them to the sender x 100.*

Yes, it means **changing one's mind set**. Yes, it means saying 'no' and saying yes. Yes, it means **being in control** of what happens rather than be at the mercy of anyone who has an email account. And the delight when the challenge is achieved is fabulous.

What challenge could you apply **SMARTIES** to?

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2015