



The New Year is the ideal time to create New Year resolutions and goals to succeed in the year ahead. If you want to succeed, you need to set goals. Without goals you lack focus and direction. Goal setting not only allows you to take control of your life's direction; it also provides you a benchmark for determining whether you are actually succeeding. Here are 5 Golden Goal Setting Rules:

1. Set Goals That Motivate You: When you set goals for yourself, it is important that they motivate you: **make sure they are important to you, and that there is value in achieving them.** If you have little interest in the outcome then the chances of you putting in the work to make them happen are slim. Motivation is key to achieving goals.

Set goals that relate to the high priorities in your life. Without this type of focus, you can end up with far too many goals, leaving you too little time to devote to each one. Goal achievement requires commitment, so to maximize the likelihood of success, you need to feel a sense of urgency and have an "I must do this" attitude.

2. Set SMART Goals: For goals to be powerful, they should be designed to be SMART.

- **Specific:** Your goal must be clear and well defined. Vague or generalized goals are unhelpful because they don't provide sufficient direction. Remember, you need goals to show you the way.
- **Measurable:** Include precise amounts, dates, and so on in your goals so you can measure your degree of success. If your goal is simply defined as "To reduce expenses" how will you know when you have been successful? In one month's time if you have a 1% reduction or in two years' time when you have a 10% reduction? Without a way to measure your success you miss out on the celebration that comes with knowing you have achieved something.
- **Attainable:** Make sure that it's possible to achieve the goals you set. If you set a goal that you have no hope of achieving, you will only demoralize yourself and erode your confidence.
- **Relevant:** Goals should be relevant to the direction you want your life and career to take. By keeping goals aligned with this, you'll develop the focus you need to get ahead and do what you want.
- **Time Bound:** Your goals must have a deadline so you can celebrate success. When you are working on a deadline, your sense of urgency increases and achievement will come that much quicker.

3. Set Goals in Writing: The physical act of writing down a goal makes it real and tangible. You have no excuse for forgetting about it. As you write, use the word "will" instead of "would like to" or "might." For example, "I will reduce my operating expenses by 10 percent this year," not "I would like to reduce my operating expenses by 10 percent this year." The first goal statement has power and you can "see" yourself reducing expenses; the second lacks passion and gives you an excuse if you get sidetracked.

Post your goals in visible places to remind yourself every day of what it is you intend to do. Put them on your walls, desk, computer monitor, bathroom mirror or refrigerator as a constant reminder.

4. Make an Action Plan: This step is often missed in the process of goal setting. You get so focused on the outcome that you forget to plan all of the steps that are needed along the way. **By writing out the individual steps, and then crossing each one off as you complete it, you'll realize that you are making progress towards your ultimate goal.** This is especially important if your goal is big and demanding, or long-term.

5. Stick With It: Remember, **goal setting is an ongoing activity** not just a means to an end. Build in reminders to keep yourself on track, and make regular time-slots available to review your goals. Your end destination may remain quite similar over the long term, but the action plan you set for yourself along the way can change significantly. Make sure the relevance, value, and necessity remain high.



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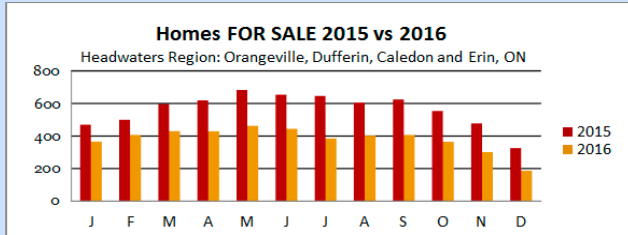
75 FIRST STREET, SUITE 14, ORANGEVILLE, ON L9W 2E7



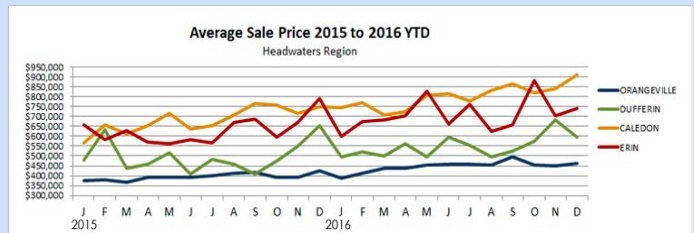
Headwaters Real Estate Recap: 2016 Market Statistics Summary

Happy New Year from the Grime Team! Now that 2017 is underway, it's time to recap what has happened in the Headwaters market of Dufferin, Erin, Caledon and Orangeville over the last year.

HEADWATERS HOMES FOR SALE: It was another great year for sales despite the lack of inventory in the Headwaters region.

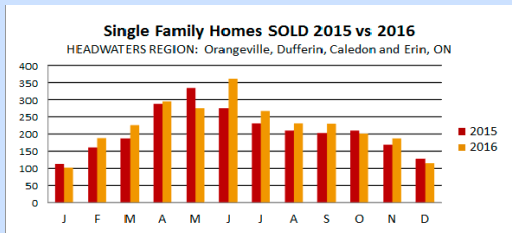


AVERAGE SALE PRICES: The biggest change is the market has been the lack of inventory, and the demand for homes in our area, which has led to a **substantial increase of average sale price** in the Headwaters region, which amounts to almost 16%!



HEADWATERS HOME SALES: Sales overall were up even though inventory was down. 2016 saw a total of 2678 sales in Headwaters, compared with 2509 in 2015, an increase of almost 7%!

Headwaters Sales were up by almost 7% in 2016!



Our beautiful area is no longer a secret to families wanting to “escape” the GTA, cash out, and move to an area with a more rural feel with less traffic chaos, good schools, and a fantastic rural landscape. We will see what 2017 entails in the Headwaters real estate market!

All the best to everyone in 2017!!

For more graphs please be sure to visit our blog on our website at www.thegrimeteam.com.

A top New Year's Resolution is often Eating More Healthy. To help you if this is your goal (or just to provide you with some interesting tidbits...) here are some



FUN NUTRITIONAL FACTS!

- One-third pound stalk of broccoli contains more vitamin C than 204 apples.
- It takes about 3 hours for food to be broken down in the human stomach.
- Fast food restaurants use yellow, red and orange because those are the colours that stimulate hunger.
- The average person can live about a month without eating food but only about a week without water.
- Carrots were first grown as medicine.
- Blueberries have more antioxidants than any other fruit or vegetable.
- The first fruit eaten on the moon was a peach.
- People over the age of 50 start to lose their dislike for foods that taste bitter.
- The 8 most popular foods to cause food allergies are: milk, eggs, wheat, peanuts, soy, tree nuts, fish and shellfish.
- 97% of caffeine must be removed from coffee for it to be labelled as “decaffeinated.”
- Food can only be tasted if it is mixed with saliva.



The Grime Team had a **BUSY** November/December helping these clients **MOVE!**

330 Perry Road
Orangeville

52 Norton Crescent
Georgetown

73 Dovercliffe Road
Guelph

39 Sandringham Circle
Orangeville

85 Third Street
Orangeville

48 Headwaters Lane
Mono

348557 15th Sideroad
Mono

3 Cedar Place
East Garafraxa

347532 15th Sideroad
Mono



LET US HELP YOU GET PACKING!

If you or someone you know is thinking of making a move please be sure to give us a call at 519-941-5151!