

# Staying excited -- and exciting.

Are you dragging?

Are you burned out?

Are you tired, too?

The likelihood is that you've just lost your key -- your excitement.

Part of it, of course, is the economic mess we find ourselves in -- it seems difficult to stay excited when times are tough; and more than a little of it is the time of year -- as I write this, Winter's been dragging on in much of the country, and the days are still dark -- but a whole extra lot of it is a mental thing -- for excitement is something that is self-generated.

It's just as if you had a little power plant in your pocket -- when you're excited and enthused, that little power plant keeps you going, hour after hour, day after day. When that little power plant we call excitement is "on," then no day is too long, no challenge too difficult. When it's turned off, your excitement level ebbs, and days seem longer and darker and tedious and -- well, you get the idea.

Here's the thing, though -- no matter what's happening around us, that excitement is still self-generated. That means we can turn it off and on at will. We can put ourselves in a better mood, in a greater state of excitement -- if we follow a few basic tips.

**First, remember your goals.** There's an old adage that successful dieters remember: "Will power is simply remembering your long-term goals." Most people keep their eye on the current situation. They act in their "immediate self-interest." In other words, they usually don't act in their long-term self-interest, nor in a community interest. They keep their eyes out for number one, and having done so, they lose sight of anything else.

When you've got such a narrow point of view, it's easy to fall into the "can't see the forest for the trees" mindset -- in fact, it's easy to get into the "can't see the tree for the knothole" mindset -- where you're concentrating so closely on one little element before you, that you lose the big picture.

Remembering your goals allows you to keep the excitement up, by using your goals to stoke your own little "power plant" inside of you.

**Second, always concentrate on the opportunities -- not the difficulties.** Too many of us concentrate on the "sad, the bad, and the mad" -- not on the "opportunity, the synchronicity, and the possibility." Let's put it this way: You tend to get the results you expect. If you expect problems, you're going to get them.

**Third, read positive literature, concentrate on positive outcomes, look for positive results.** If you look at the negative, you're going to find it -- and you're not going to stop looking until you find it, anyway. We tend to "see what we seek." Seek opportunities, and those are what you'll find.

**Fourth, don't give up, and don't give in.** I read a quote from Ross Perot the other day. *"Most people give up just when they're about to achieve success. They quit on the one yard line. They give up at the last minute of the game one foot from a winning touchdown."* Frankly, I don't know how he can prove that -- but I think it's largely true. Altogether too many people give up too easily.

Remember that your level of excitement depends on you -- you are the person who runs your "little power plant." You are the person who determines how far you can go, and how much you'll achieve on the way.

You are responsible to keep your own spirits up -- and that's a good thing -- you wouldn't trust such an important job to anyone else.

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