

Monday Morning

Motivation 1/24/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

Planning for success

It's funny how many old sayings there are. Most of them seem to be attributed to our old pal "Anonymous," his sister, "Unknown Author," and Mark Twain, Lincoln, or Confucius.

I have no idea who originally thought these two following proverbs up, perhaps it was Mark Twain or Lincoln. Anyway, this week is based on two old adages, posted in corporate surroundings and locker rooms alike:

- 1: "If you don't plan, you plan to fail."
- 2: "Plan your work, then work your plan."

Yes, we're talking about planning for success this week -- and although some people just luck out and find success accidentally, for most of us it takes a great deal of planning and work. Like any other journey, the journey to success requires a destination and a route to get there.

So why is it that so few people actually take these steps, planning and then working their plan? Why is it so many people plan to fail?

It probably boils down to a couple of things. First off, many people don't seem to think ahead. You can see this on any busy street. People drive down the road, then suddenly dart across three lanes to make an immediate turn. Others seem surprised by a bus that mysteriously turns up in their lane. Still others seem to miss that red traffic light, until it's so late they have to stomp on their brakes and hope the guy in front of them has a good bumper.

Just by watching human interaction, it's easy to see that most people don't plan. We run out of money rapidly, we don't adjust to the changing world around us, we don't continue to learn, and we usually find retirement's requirements a surprise that turns up after we turn 50.

So if we want to succeed, we have to get in the habit of planning.

An easy way to begin this is by planning out your day, your week, your month, and your year. Sure things are going to turn up that are going to throw a monkey wrench into your plans, but you work around them, adjust your plan if necessary, and continue working it. Start by planning your day and your week. I have an old friend who plans his week every Sunday night. He's remarkably organized -- much more than I ever have been. He then segments down the week into days and then from there to a task list for each day. It works well for him.

Once you've gotten good with the small things, then extend your plan. Develop a learning schedule, a reading schedule, a vacation schedule. Work out what you need to accomplish, and then try your best to accomplish them.

Remember, you are built to succeed, and by planning and working that plan, you can succeed -- and it'll surprise you how much easier it is.

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