

# Monday Morning Motivation 5/2/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

## More than just intended

Most of us are full of great intentions. We intend to become successful; we intend to be healthier; we intend to get back to all the things we've put off. We intend to be great, we intend to be wealthy, we intend to spend time with our families; we intend to start a new business; we intend to fix our life, one of these days.

But as we know, intentions are easy to make. Following through with your intentions is a great deal more difficult.

What's the difference between good intentions and great results? PPSF: Purpose, Plan, Start, and Finish.

Without a purpose, the intention seems nebulous -- and it's a whole lot easier to ignore pie-in-the-sky, nebulous items. Without a plan, it's only a wish -- it's not a goal that can be easily attained. Without a start, something is never begun -- which sounds odd until you realize that many plans fail because they are never started. Without a finish, the challenge stays in limbo -- there is no growth, because there is no completion.

When you "intend" to do something but never do it, it tends to pull down our self-esteem, make us second-guess ourselves, and damages our credibility among those who are counting on us to deliver.

PPSF -- it's an easy acronym to remember -- and by following its silly little steps, each of us can learn to move beyond just "intending" do do something.

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