

# Monday Morning Motivation 6/27/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

## Commit anew

If my math is correct, later this week, we'll bypass the halfway mark for the year of 2011 (at least for the date of this piece -- you may be reading it days, weeks, or years later). Each new year starts out with great commitments, determined resolutions, faith in the future, and determination aplenty. As the year drags on, however, many of the great ideas we had on December 31 have gone by the wayside. Some of us have achieved our goals, while others are still working on them.

So this piece is here to tell you (and me) that now is the time for us to all renew our commitments to ourselves, our goals, and our future.

It may be that you've achieved all you set out to do this calendar year -- and if that's true, congratulations -- and why did you stop?

It may be that you've stalled a bit, or hit some unexpected delays on the way to your goal - that's understandable, but that doesn't give you a license to stop by the side of the road and sit there with your motor turned off.

It could be that you never got started, or got started late, or never made any resolutions at all. Even if that's the case, this time is for you.

This is the date of our Mid-year commitment time -- the time where we determine how far we've got to go to make it where we want to wind the year up -- and then set forth to accomplish those things we wish to do.

Many times I've ran across an old "to-do" list and realized that there is still an item that I'm working on -- just because something came up, I got distracted, and I never got back to the list.

It's sad to think that our years are like that. You know, it seems true what they say: "Life is like a roll of toilet paper -- the closer you get to the end of the roll, the faster it seems to go."

I believe in what I refer to as the "punctuation theory" of time. Have you ever had a month

that flew by, and when you look back on it, you find that you can't remember anything much you did? Perhaps you have years like that.

And yet there are months or weeks or days where they are burned deeply into your memory. Perhaps it was the result of something wonderful that happened -- or perhaps it was the opposite. For whatever reason, that period of time has taken on a weight that is unnatural when compared to the remainder of your years. Most people find that their "little kid" years are like that -- those first years of your life taken on a significant amount of weight, when compared to the many years that follow.

Why do some periods of time stand out more than others? It's because we did something during that time that served as a "punctuation stop." Let me explain my terms. When we write, at least in English and many other languages, we include commas, periods, semicolons, colons, and other punctuation marks, in order to set aside ideas, create pauses in our writing (similar to the pauses we naturally create in our speech), and add emphasis.

Now in our lives, I believe, we do a similar thing. Some events in our life are significant - - it may have been a wonderful vacation, or a meaningful Christmas, or a marriage (or divorce), the growth of a child, the loss of a family member, or a new job. It might have been any of a thousand -- or even a hundred thousand -- things, but what made those events stand out was that the events were significant in our lives.

Still with me? Good! As we go through our lives, unless we add in those punctuation points -- through planning those wonderful vacations, creating personal growth in our jobs or lives, taking a risk, doing something different, or learning some significant item (for example), then our lives slip on by, as "slick as snot on a doorknob", (yes, I know it's disgusting, but you won't forget it).

Now for most of us (perhaps you're different), we will look back at the January-June interval of this year (or the last six months of any other year for example), and we'll find that it's flown by. We know we've spent a lot of time doing something, but we can't remember what it was.

So, today is a point of commitment -- today is a punctuation point that will help us redefine the remainder of the year, and, by committing and following our plan, will help the remainder of this year stand out as something special.

When you look back at this year, you will have a choice -- will it be a significant, growing year, or will it be a snot-on-the-doorknob type of slide-on-by year? The choice is up to you - - and me.