

Monday Morning Motivation 8/1/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

Viewpoint

I got some new glasses the other day. I'm old enough that I use no-line bifocals, and have done for several years.

But with this pair as I'm getting used to the prescription change, I've noticed a rather odd thing -- the prescription change makes me taller -- from my point of view, of course.

My ophthalmologist told me when he got his first pair of no-lines, he walked out of the building and proceeded to fall down a set of steps -- for that moment in time, the steps looked flat with the new prescription.

I'm sure I'm going to get used to it, and at that time, it'll take a few inches off of my perceived height, but for the present, I find myself walking straighter, taking longer strides, smiling a bit more -- the side effect of the glasses is that I seem to be putting the change into effect, mentally.

Now, what does this mean to us? So many times, we allow our perceived self-image - - whether it's right or wrong -- adjust the way we respond to life. When we choose to perceive the world around us in one manner, our reactions to that world change as a result. If we choose to perceive ourselves as a victim of circumstances, or as a master of our domain, or as if we were a mere dry leaf being blown about by the winds around us -- so be it. We choose our reality, and in the result, we choose our response to that reality, whether it be ultimately correct or incorrect.

For all I know, these glasses may be showing me life more accurately; but it really doesn't matter. I'm responding to them as if I've grown a few inches in height, and that's made a difference in how I respond to the world around me. I'm hoping the effect stays, but in any event, the observation of the effect has stuck with me.

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