

# Monday Morning Motivation 8/15/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

## Give in, for once

For the first time since I started writing these things 11 years ago, I'm asking you to give in.

Give in to your best self.

I don't know what it is about humans -- we often know the right way to do things, or the right steps to take. We inherently know the steps that will make us better, kinder, greater human beings.

But for some reason, altogether too often, we refuse to take those steps. We refuse to give in to our best selves.

Within most of us, myself included, there is a better self, a wiser self, a better self, who is trying to get out. For some reason, we often keep that better self bottled up -- we keep making the same mistakes and doing the same stupid things, time and time again, where within ourselves, there's the solution to all of it.

Why don't we give in to that best self? Sometimes, we're scared of what we might become. Think of it -- give in to your best self, and you might be more successful, more dynamic, more interesting. You might also have to take more chances with your future, work a little bit harder at personal development, maybe even change some parts about your personality. You might need to do a little more polishing here or there, learn a bit more information, treat people a little better.

Most of us won't ever take that step -- we worry about failing at it, or we worry about never being able to go back to the person we've been -- but the truth is that if you weren't able to succeed, your mind would never choose that as an option -- you're smarter and more rational than that.

Only you (and perhaps your spouse) know what you might become. You probably have it right on the tip of your tongue. You probably know who you are meant to become.

It only remains to be seen if you and I have the guts and commitment to put it into play, and give in to our best self, whomever that may be.

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