

# Monday Morning Motivation 8/22/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

## What do you want?

*"The indispensable first step to getting the things you want out of life is this: decide what you want."*

*-Ben Stein*

Focus. That's what we need. Focus.

Without focus, without a goal, without a destination, we're like the man who "ran off in all directions at once."

This lesson, so simple to learn in finding a destination, forging a path, and then following that path, is so difficult to learn in other things in life. When we were children, we could still find our way home from anywhere in the neighborhood -- we had a plan, a destination, and we put that plan into effect.

But as an adult, most of us lack the ability to achieve a goal -- mostly because we just never figured out what we wanted to do in the first place.

Most of us don't have a plan -- or any semblance of a plan. On occasion when we do have a plan, we usually don't work that plan to its conclusion.

In other words, either we don't know where we're going, or we don't keep going until we get there.

Ben Stein, of course, is an actor, but also a millionaire and a financial wizard. He decided where he wanted to go, and went there. He formed a plan, and achieved a result.

Too many times, we either give up, or never start out.

Have a talk with yourself, set up a destination, forge a plan, and then work until you achieve that plan and reach that destination. Take that "indispensable first step."

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