

Monday Morning Motivation 10/24/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

The fear factor

“Always do what you are afraid to do.” -- Ralph Waldo Emerson

With respect to Mr. Emerson, there are some things that you should continue to be afraid of doing - leaping off a tall building without a parachute comes to mind -- but most of the fears we go through are ones that are mostly the result of growing pains.

As human beings, most of us are happy enough to stay with the status quo. When we're with the status quo, we know where we are at least. We might not be satisfied with where we are, but we're worried about what the future holds if we follow a different path.

So ingrained is this entropy that a good portion of the time, we develop fear about the future, and particularly fear about moving and changing, even in for good reasons. Much of the time, we are so worried about what “might be” that our forward motion is being held back by a anchor of worries, fears, and historical mistakes.

Our worries and fears are usually nothing but illusions, held up in front of us by a mind that is reluctant to change. Those illusions appear to be solid and substantial, but in reality, they are as if they were made of smoke -- one good puff and they all blow away.

Here are a couple of quotes about fear and worry from people who were much smarter than I:

“I am an old man and have known a great many troubles, but most of them never happened.”
-- Mark Twain

“Do not anticipate trouble or worry about what may never happen. Keep in the sunlight.”
-- Benjamin Franklin

Do not let your fears anchor you to one spot. Cast off the anchor and soar.

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