

Monday Morning Motivation 12/12/2011



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

Determination.

For some reason, I've been watching cooking shows this last couple of weeks, on my old friend, the Food Network. Must have been the influence of Thanksgiving here in the states (incidentally, Alton Brown's turkey cooking method is the best I've ever found). Anyway, at some point in many of these shows, the cook will take a liquid and put it on the heat, boiling it down until most of the water has evaporated, and they are left with a concentrated liquid, preserving and intensifying the flavor.

If we were to boil down determination to its core, the concentrated liquid we would be left with would be this: "Determination means knowing where you want to go, and not giving up until you get there."

Many people exhibit some degree of determination, but give up when the going gets tough. Some give up while the going is still easy.

But ultimately, determination is best visualized by the image of a bulldog hanging on to the seat of a man's pants for all he is worth.

No matter what may come, the determined person hangs on. No matter how long the road, the determined person stays on the track. No matter how difficult the task, the determined person sticks with it.

No matter what happens, the determined person completes the task.

Determination is often characterized as "stubbornness" or "pig-headed" or "mule-like." But they all describe the same attribute: determined. These pejoratives are used mostly by people who have never known determination for what it is -- one of the great virtues that keeps the world on track.

A determined person gets what he wants -- because he (or she) never gives up while the cause is just and the goal is unreachd.

Let's be determined.

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