

Monday Morning Motivation 1/16/2012



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

A mental habit -- believe and repeat.

There's an old joke about the programmer who was stuck in the shower all day. He had read the back of the shampoo bottle, and recognizing "lather, rinse repeat" as a continual loop, had kept shampooing, and shampooing, and shampooing until he ran out of shampoo and the condition hit an error.

That's geek humor for you -- never quite that funny.

Anyway, that brings up this week's topic, "Believe and repeat." That's because most of us keep believing in ourselves only until that point where we hit a problem -- an error condition -- and then we have a hard time restarting the belief.

Life is going to have its little ups and downs. It's likely to also have very big ups and downs from time to time. No matter what may come your way, it's important to keep believing -- in yourself, in a positive outlook, in the future, and in your abilities.

Some people accomplish this by lying to themselves -- and if that's what you need to do, then do it, at least to start -- but for most of us, it involves realizing that no matter how gloomy it gets, there is still a lot of things to believe in -- and a lot of people who believe in us.

Heaven knows, I've been one of the worst offenders at falling off the PMA truck at times. The first little problem, and I'm cursing everyone around me. But in the past 20 years or so, I've tried to let those "falling off the truck" episodes become fewer and farther between. I've tried to keep a positive outlook, even when the world seemed to be turning bleak.

It's a mental habit to make -- look for the opportunity in each difficulty -- but it's a habit that each of us can cultivate. It takes a bit of conscious effort at first -- each time you go to mindlessly criticize something, take a moment and re-think your point of view. But it can be cultivated, and it can be developed, and we all can learn to believe, no matter what may come.

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