

Monday Morning Motivation 2/6/2012



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

Coping with troubles.

We are all going to have troubles in our life, it's a given. Everyone has them, nobody wants them, and we all have to learn to cope with them.

So what do you do with them?

1. **You accept them.** It does no good to deny the reality of the situation. Accept what's there, and then move on. Say to yourself: **"Whatever comes my way, I will accept it and profit by it."**

2. **You change whatever caused them, if you can.** You don't want to keep repeating the same old problem. Change whatever caused the problem, if you can. If you can't change, then work around it.

3. **You learn from your troubles. Whatever caused them, there's a lesson to be learned.** Change your practices, learn new techniques, develop deeper relationships, treat your loved ones better -- the lesson to be learned will depend on the trouble itself, but there is a lesson to be learned, and growth to be made, no matter what challenge comes your way.

4. **Try to deal with it in a positive way.** Troubles and challenges show what we're truly made of, and how deep our character is. We all know people who fall apart at the least little problem, and others who take life's greatest stumbling blocks and use them as stepping stones to greater heights. What happens to you in life doesn't matter as much as what you do about it.

5. **Keep your cool.** Sure, it feels good to yell and scream a little bit when times turn difficult, but no matter what happens or what changes you may need to make, try and keep your cool. It makes decisions easier and better, gives you greater understanding of all sides of an issue, and allows you to move forward without scaring yourself, co-workers, or the children.

6. **Use this challenge, and your response to it, as a springboard to attain greater heights.** Many of the most-recognizable names in business got that way only after downturns and problems. Much of the time, they never would have attained their great success if they hadn't had adversity that drove them in a different direction. Some troubles don't fall into this category, of course -- death and sickness come to mind -- but business reversals, forced moves, layoffs -- all these things can mean a greater opportunity in the long run, **when you look at it as an opportunity, not an opponent.**

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