

“Journey Of Inspiration By Josh Hinds” Volume II

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Josh Hinds

I just want to take a second to thank you for taking the time to purchase the first official book of my ongoing series of eBooks. You're most likely wondering why this is called Volume II when I just said this is the first official book. That's a good question; actually I offered the first book for free on my web site (it's most likely still there if you'd like to get it). [Click here](#) to get your copy.

For those of you who aren't familiar with me I'd like to take just a second to give you a little background on myself.

I was first introduced to business when at the age of 15 I took a summer job in my father's startup business (a mortgage brokerage, in Tuscaloosa, AL). It was actually kind of funny how it all happened. Towards the beginning of the summer I was contemplating the idea of working for my uncle, AK, but for some reason my father offered me the chance to work for him. Looking back on it I wonder if it was something he really knew whether or not

it would work out. I certainly didn't either. Up to this point my work history had been limited to taking out the trash (admittedly more so when my mother reminded me too.. lol). At any rate I wound up taking the job with my dad.

Picture this I am 15 years old. I show up at this office (clearly not the place for a young teen) just after closing hours. I am told that my job will be calling on prospective customers. I'll be the first to admit it was anything but glamorous, but at 15 it sure beat my other options. I recall sitting there for what seemed like hours. Making phone calls after phone calls each ending with a resounding no thanks. Then all of the sudden it happened! I got someone that wanted an appointment. I was ecstatic! I ran next door to where my father and a few friends were eating to tell him that I'd set an appointment. I think it must have surprised him as well.

It's safe to say that from that moment on I was absolutely enthralled with just about any aspect of business. I read and studied anything I could get my hands on.

Not to long after that a person that worked for my father suggested I consider reading motivational books. "You're in sales now Josh, the more you can learn about it the better off you'll be", he said. The first book I read was called "Over the Top" by Zig Ziglar. It's actually a sort 20 years later to his original book "See you at the Top". I can honestly tell you that I finished that book a new person. I'll admit that does sound a bit radical, but it is absolutely true. Most interestingly enough after finishing it I had this never ending urge to make my way into the Motivational industry. The years passed by and the dream of making it into the industry just kept growing and growing and always seemed to be in the back of my mind.

Everything seemed to be moving right along in my life when suddenly my father passed away unexpectedly. My life went through a series of various adventures that ultimately had me leave the family business a year later and move to Louisville, KY.

It appeared at times that I was moving aimlessly in Kentucky. I knew I had a special purpose but I just couldn't quite grasp what it was. Not long after I was in Louisville I started attending some classes that

were offered by an Internet Provider there. A fellow who happened to own an Internet Marketing firm, but was teaching a class in web site design taught the classes. Often the class would move more into advanced topics -- particularly that of e-commerce. This was some years ago so needless to say the whole idea and landscape was somewhat different than it is now. I had been on the Internet for a while prior to moving to Kentucky, but never had I been exposed to people directly involved in Internet commerce. My actual first attempt at an Internet business was selling baseball cards online. When I sold a few cards to a person in Sweden that actually sent me US funds I knew that I had stumbled onto something really powerful!

I wound up relocating back to Tuscaloosa, AL and became involved with a local computer retailer. It was a wonderful experience. Best of all we were also an ISP so I had access to a constant high bandwidth Internet connection. While there I registered my first web site address and setup a web site for myself basically focusing on Internet marketing and doing some computer consulting and training in my area. All along the idea of getting into some area of the motivational industry was still nagging at me.

About the same time I started noticing that the Internet seemed to be getting an overall bad rap. That is everyone seemed to be focusing on the negative aspects of it (i.e. the adult material, etc.). Having been on for a while at this point I knew that there were a great number of resources available offering positive material. The catch was that the web surfer had to know where to find it.

My idea was born! I set out to make my web site as the starting point for all things positive online. I look back and it's a bit funny now, but the site was little more than a links page to start out with. Keep in mind that back then it really didn't take much more than that to warrant a nice web site (how things have changed). Not long after the site managed to get a really good placement in Yahoo! the directory. Suddenly traffic was really picking up. It became apparent that if I was going to keep things growing I was going to have to offer more in the way of content than I was. Since then the site has grown to a full-blown community site including a chat room and message boards. I now publish two motivational e-zines as well. One called Let's Talk Motivation! Where actual motivational speakers have agreed to take

on their own columns and of course my original publication The Inspiration a Day!

This brings me to how this eBook idea came about. What you see here is an ongoing collection of my own thoughts and motivational commentaries. Each is a look back on what I felt inspired to write on the particular day. I hope that you'll use it as a daily reminder that you are capable of anything that you set out to accomplish. Friend I am here to tell you. If a small town boy from Alabama can realize his dream and make a place for himself in a crowded industry like self-improvement you are certainly equally as qualified to realize your dreams. I offer this book as a guide towards your personal achievement...

Your Friend in success,

Josh Hinds

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Remember that friendship is a wise investment - We spend time each day working towards making our dreams a reality. We often take time to make sure that we're investing regularly and wisely for the future. I often wonder why we don't put as much effort into investing in our friendships.

I am absolutely convinced that very few things are capable of being as rewarding as what we will have by carefully cultivating our friendships. Doing so allows for so many incredible opportunities to manifest in our lives. In fact most of life's opportunities tend to come as a result of someone you know. I hope that you'll do as I am and continue each day to strengthen your exiting friendships as well as look for ways to increase the number of them.

Many amazing rewards await you as you move towards this goal...Your friend in cyberspace, Josh Hinds :-)

Enjoy the simple things - Often it's far too easy for us to get caught up in the day-to-day hustle and bustle of things. It's as though we move faster and faster in fear that our goals and dreams will leave us behind. My friend I assure you this will not happen.

What will happen however (and likely already is at this very moment) is that many of life's little miracles are happening right before your eye's. Yet do to our inability to slow down enough to enjoy them we're missing out. We think that all happiness lies in the future. There's absolutely nothing wrong with being goal minded. However, the problem comes in, as the saying so eloquently illustrates "When we can't see the forest for the trees". I hope that the next time you catch yourself running 90 to nothing' that you'll stop for just a second to

remind yourself that true happiness is as much being grounded in the now as it is in working towards achieving your goals.

My friend, find the balance between the two and you'll find amazing personal satisfaction. It's not an easy task to undertake, but I assure you it's one of the most rewarding journeys you'll endure.

You'll notice more of the simple things. Rather than rushing through the airport to catch that flight you'll stop to simply enjoy your surroundings. You'll strike up more conversations with perfect strangers (if we take the time to ask we would be amazed at how willing others would be to share their life experiences with us). You'll see the beauty in the changing colors of the leaves. The simple things that we take for granted will become more important to us. Above all else, you'll enjoy this wonderful journey known as life much more.

I hope your day is filled with many of life's small miracles.

Your smile makes a difference - One of our most valuable assets is our smile. Friend, our smile is our first opportunity to make a difference in the lives of others.

I hope you'll choose as I do not to let this wonderful opportunity pass you by. Sure at times people might look at you a bit funny. However, you'll be amazed at the overall effect that sharing your smile will bring. Best of all you'll be impacting the life of you'll be doing your part to spread cheer in someone else's day!

Nothing wastes more energy than worrying - If you're like me you can use all the extra energy you can get :-). So I ask you "why on earth do we let problems stick with us?" If you're one of the lucky one's who never has this problem then I commend you.

Now let's focus on what we can do to lift these burdens ok? First we have to be able to realize that we can work past many of our problems. Secondly and equally as important we need to realize that most problems are never quite as bad as we make them out to be. What happens in many cases is we let the problem run through our minds without simply addressing them (that is cutting them off at the pass before they get really big in our minds). Basically what we wind

up with is a snowball effect. Commit to yourself that whenever a problem arises that at that very moment you'll do what you have to address it. Even if you can't solve the problem at that moment simply by finding out all the details you can about it will stop the snowball effect that can occur in your mind. Once we have assessed all the details from there we can in many cases fix the problem.

Sometimes there are problems that we simply can't do anything about (be sure to look very carefully at the problem before assuming that your problem fits in this category). In cases like we need to get to the point where we can say in our own mind that we've done all we can and that at this point it's time to flush it out of our minds. I'll be the first to admit this is easier said than done. Exactly how you go about this is going to be up to you, but I can assure you that when you are able to put these problems aside you'll be better for it! You'll see that your energy level will go up. You'll be better able to work on other tasks that are going on in your life. Think about it for a second. How well are you going to be able to work on what you need to when you have something else burdening you? If you're like me, not very well :-). Here's hoping that you're able to work past the problems that are bothering you and get well on the task to more personal success!

So many dreams are waiting to be realized - Maybe it's a business you've wanted to start, perhaps it's something as simple as growing a home garden, even still maybe it's a trip to another country you've always dreamed of visiting. Whatever it is you owe it to yourself to do what you have to make it a reality!

I'll readily admit that it's not always going to be an easy road to hoe. Anything worth doing in life rarely is. Pursuing your dream might require you doing without a few things (especially if the goal requires money to do it). It might require taking time away from other things. However, rest assured that when you commit to your goal and achieve it, the doing without you had to go through is well worth it.

What kind of a commentary would this be if I simply said go for your dreams and left it at that without even offering a tip to achieve the dream? Not a very good one for sure. So here's what I do when I want to see a goal manifest itself in my life. First I write down what I want. I don't just write it down and shuffle it away though. I post the goal

clearly on the night stand that sits right next to my bed. I make a copy of it and stick it on my computer monitor (since I am always at the computer..lol). I find that keeping my 'dream' in plain site allows me to be better focused.

Keeping what we want fresh in our minds allows us to move quickly towards achieving it. Possibly even more importantly I make a clear mental picture that I can carry around with me. I don't simply say, "I want to go to the beach". That approach doesn't paint the kind of picture that will move us towards our goal. Instead I would say, "I will go to the Gulf Shores, AL on the week of (insert date). I will be sure to visit my grand parents that live there. I'll enjoy some good seafood at such and such a restaurant". Do you see the difference here? It's all in the way we visualize things.

If we want to achieve our goals we simply have to be able to fully see ourselves accomplishing them.

Sometimes it's a matter of perception - How many times have you first looked at a situation with despair only later to realize that it wasn't quite as bad as you'd originally thought?

After reading today's shared story (which happened in my e-mail by coincidence) I realized that I simply had to share the following story with you. You see, I have ADD (Attention Deficit Disorder) I was first diagnosed at a very young age.

School in particular for me was difficult at best. I had a hard time leaning things that seemed to come naturally to my peers. I look back and I realize that had it not been for some very special teachers and my most amazing mother I could have easily slipped through the cracks. Time after time when I met with frustration there was my mom to say, "Josh, you're not dumb! (after I would express loudly that I must just be stupid because I couldn't get my math down) you only learn differently". Often she would remind me that many people with ADD in fact went on to be some of society's most creative people.

Granted at the time this offered little condolence to my situation. She would remind me time and time again that when someone with ADD finds something that they're truly interested in they can move towards

those things with a great passion and drive. Even with all this continuous support I still was far from doing better than trudging by.

Then a really *amazing* thing happened! The summer before I turned sixteen I went to work in my fathers business. Suddenly I had found that 'thing' that my mother had talked about all those years. The thing that I could grasp onto! Granted for most fifteen-year olds business/entrepreneurship wouldn't be a likely choice, but for me I had found my passion! I absorbed any book or magazine article I could get my hands on (up to this point the time I dedicated to reading could be counted on 10 fingers) on the subject. School started that fall and I didn't particularly do well any of my classes except one. That being (you guessed it) Economics.

You see when I was able to exert my energies on something that I was truly interested in I was almost unstoppable. It wasn't that I didn't have to study or spend time on it. Rather it was that spending the time came easier to me. As I added self-improvement books to my repertoire of reading material I began to look at my ADD in a new light! Now rather than looking at it as something that was going to hold me back. I saw that it was the very thing that was going to allow me to be able to focus so whole heartedly on that which I wanted most that I would be able to block out the other 'distractions' going on around me!

I hope this serves as an example that often times our situation is more a matter of perception. Wishing you the best of success!

Within you are so many answers - I'll be the first to admit that at times it can seem that this simply isn't so. I am reminded of a particular time when I was first deciding on writing my own book...

You see, a book of my own was something that I'd dreamed of since I first cracked the pages of Zig Ziglar's "Over The Top" at the tender age of 15. I had held strongly for years to the belief that one day I would write my own motivational book. However, time and time again I simply talked myself out of it. Questions like: What if no one likes what I write? How in the world will I think of a way to fill enough pages for a book? I'll do it when I have enough money, I told myself. But you know what? The time was *never* right!

As a matter of fact so much time had passed between the time I first had this dream that at this point I'd already had my web site established and even started my Inspiration a Day! list. I was already writing each day, but I was still allowing myself to be talked out of doing my book! (I agree it sounds silly, but remember I was looking for that 'perfect' time).

Suddenly as I was reading a book a certain passage hit me like a bazooka! It said, "Follow your dreams and life will reveal the solutions!" Friend, I tell you it was *powerful* stuff! I didn't waste another minute! I literally jumped out of bed, went to my computer and by (very) early the next morning my book was well on its way! The result of my willingness to allow life to manifest its own solutions now sits on my web site in the form of my free eBook "A Year of Inspiration" if you'd like to get it simply visit <http://getmotivation.com/booklet.htm> .

Count your blessings, not your troubles - You might be saying to yourself "What do I have to be thankful for?" To this I would say, my friend, I have been there as well.

Perhaps you're in a job you don't find happiness in, maybe you're in a relationship that you don't feel is working like you'd like it to. It could be that you've lost a loved one and are having a hard time dealing with the loss. The last example was the case for me several years back when I lost my father unexpectedly. On the outside I appeared tough, but on the inside it was a whole together different story. I became consumed in my work as I tried deeply to hide the pain that I was feeling as a result of my loss. I realize this now after looking back.

It wasn't really until I began to re-evaluate my way of thinking that I was able to find the healing that I needed. You see my friend, when I focused on the fact that I was lucky to have had such a wonderful mentor, father, and friend (even if it wasn't for as long as I'd have liked) rather than viewing from the standpoint that he had been taken away from me. In doing this I was able to gain a more positive outlook. I grew as a result of the new position that I was viewing this

in. I was able to realize that the important thing was that I had been blessed by my time with my father.

I can't begin to tell you how much it means to me to be able to look from this side rather than the "he was taken away from me too early" side. Perhaps you're struggling with an issue in your own life. One in which you're allowing yourself to focus on the 'troubles' rather than your 'blessings'. I hope that as you examine aspects in your life that you too will be able to focus on 'your blessings'. For whether we admit it or not all around us life is affording us blessing after blessing. The key is that we have to be willing to allow ourselves to enjoy them.

Are you really listening? - I used to be notorious for falling prey to the 'what am I going to say next' syndrome. That is I would be in the middle of a conversation with someone and they would be discussing their point of view, all the while my mind would be running through what I was going to say next.

I am happy to report that I am trying my best to stop this behavior! When we do this we miss so much. We're not being fair to the other person. The fact is the other person deserves not only to be heard, but also to actually be listened to.

Another big advantage to truly listening to another is that it really can be noticed. We're all guilty at times of the 'what am I going to say next' syndrome, but I assure you the sooner we begin changing this behavior the better off we'll be.

Take the days just one at a time - If you're like me there are times when you feel like you're running 100 miles an hour. We have our eyes so focused on the future that we aren't even aware of the many things that are transpiring all around us.

Please don't misunderstand me here. There's absolutely nothing wrong with having clear set goals, and doing what you have to do to achieve them. What I am suggesting though is that we have to be able to find some kind of balance if we're going to lead truly enriched lives. You say you don't believe me? Take just a second to think for a minute...

Perhaps you recall your child's first ball game. Were you there to just take in the excitement of it all? Or were you moving so fast towards your goals that you didn't make it? Perhaps it was a friend's party that you couldn't attend because you just didn't want to wait to finish the sales presentation in the morning. Perhaps it's the phone call to your mother or father that you haven't talked to in a while. Please don't misunderstand me here; I am not trying to make you feel bad. Far from it, I'll be the first to admit that I have done the same thing! (now there's something you don't hear much. Someone admitting their shortcomings... lol).

What we've done in the past is of no consequence! Even if we could we can't take it back, so don't beat yourself up over it. Instead make a conscious effort to make changes. Keep a steady focus on your goals. Just make sure that you keep things into perspective as well. One of the easiest way's to keep things in focus is for us to remind ourselves exactly what it is that we're working so hard for. Right above my computer I have a note that reads, "Enjoy the day! It's what you're working so hard for!"...May you have a fantastic day!

Find something you can love doing! Sure this sounds easier said than done, especially if you're working 8:00 to 5:00 in a job that you're not particularly happy in. Don't worry I am not going to make the suggestion that you just take a major change in your career.

I fully realize that is something that under certain circumstances could be hazardous to ones financial well being (and certainly deserves a good plan prior to deciding on it). What I am suggesting works no matter what you happen to be doing in your life. It makes no difference if you're a teacher, lawyer, CEO of your family, entrepreneur, middle management (the list could go on and on). You see what I suggest is that you find something you can love doing!

Perhaps it's something as simple as setting time a side to watch a new movie each week. Maybe it's taking your kids (not necessarily yours, as is in my case with my nephew) to a park or just spending a little time with them. The key is that it's something that you can truly enjoy doing. We all have a need to feel as though we enjoy something. My friend, if you don't believe me just commit to trying it for at least two weeks. You'll be amazed at the way it makes you feel!

You say don't have any extra time for such things? Here's the good news, when you truly enjoy what you're doing and make the effort you'll find that suddenly you're making time for it (isn't it funny how life works like that?).

One of my mentors from here in Tuscaloosa, AL makes his living in real estate. He's quite good at what he does I might add as such he doesn't have a lot of disposable time as you can well imagine. However, each and every Saturday, if you happen to be up that early that is..lol You'll catch him at the garage sales. You see he loves antiques and as such doesn't mind putting forth the effort it takes to find the hidden treasures. Simply put he makes time for what he loves to do...I hope that this message finds you well on your to personal success.

Your life can be what you want it to be. - I'll be the first to admit that this claim might be a bit *bold* to say the least. Further more if you want to see this one happen in your own life you're likely going to have to exert a whole lot of effort and possibly a lot of good old fashioned perseverance!

It's also worth noting that just because you have a crystal clear idea of what you might like your life to be like, in some cases it won't exactly be that way. More often it is some hybrid form of what you want it to be. Ok, with that said, lets think about it a bit further. You say, "But Josh I want my life to be like this or that". I'll use the following example to try to illustrate the point of why the hybrid form isn't always so bad.

Years ago I decided I wanted to get involved in motivational speaking. I thought and thought, I tried idea after idea. After a period of time it hit me that I needed to start exerting my efforts in other ways. To make a long story short my dream of speaking evolved into my doing the web site and my two daily newsletters. You see when I first set out with my initial idea (my dream) it was quite different, but I stuck to it (admittedly not always the easiest thing to do..lol). As a result of doing so you're now reading one of the results. My friend, I hope that you are well on your way towards making the things that you enjoy transpire in your life. Achievement rarely follows a time line, but at the same time it rarely never comes to those that can continue to push towards.

You're unique and one of a kind - All too often we don't really take into consideration just how special we are. Sure we pat others on the back for a job well done, but when was the last time you gave yourself some well-deserved credit?

I hope that you'll take just a second (15 or 20 minutes would even be better) to think about all the things that go into making you the 'special' person that you are. On the surface you might not realize it, but there is simply no one that is exactly like you. Now that is powerful stuff!

Perhaps you're running a business of your own, maybe you're the CEO of your family (or in joint partnership) it really doesn't matter what it is that you do, or what walk of life you're taking. The important thing is that you give yourself your due credit! As human beings we have a basic need to feel good about ourselves. When we fill this need we are better able to accomplish things in our daily routine. Friend, I hope you'll take a second to review all that makes you unique (if nothing comes to mind off the bat ask your loved ones).

Believe me, you'll be better for it, and you might even learn a few things about yourself in the process...May you have a fantastic day!

Your presence is a present to the world...

Now that I have gotten your attention with the above statement I want you to take a second to really soak in the above statement. How does it make you feel to hear it? I am certain that if I asked everyone reading this newsletter that I would likely get a number of different answers. Ironically it's the fact that I would get so many different answers that illustrates how the above statement holds true!

You see, each of us is our own person. We each have had life shape us in different ways. We've experienced different things that all go into making us who we are as human beings. However, no matter what has happened to us in our lives we need to (no matter how many times you have to remind yourself) keep telling ourselves that we do in fact make the world a better place because

of our being! You may not believe me, but I assure you this is fact! If you don't believe me think for a second about how things would be different without you taking part in them. Would the big sale have been made if you hadn't been there to do it? Who would have taken your kids to the ball park or pick them up from school. What about your loved ones? You see my friend; we all play a big part in the lives of others. I hope that you'll take a second to ponder all the wonderful differences you make in others lives, just by being you!

Be nimble - If there's one thing I have been fortunate enough to learn it is that life requires us to be nimble. In this life there are very few things that will remain the same. Life is about constant change. I firmly believe that our ability to adapt and reshape talents and ourselves plays a big part in the success we will be able to derive from our lives. I would like to site the following three examples as witnessed by me in my personal life that illustrate how a willingness to adapt to change can in fact reap us great rewards.

It was the late 1980's and my hometown of Tuscaloosa, AL was full opportunity. All seemed great! That is except what was happening in my home. You see my father a very bright entrepreneur had just fell victim to a business deal that turned sour when the savings and loan decided to pull out of financing on his project. To make a long story short he wound up paying the proceeds out of his personal assets. He could have easily neglected his responsibilities, but instead did what was right.

My father was suddenly faced with starting over. All that he had achieved at this point was gone. I myself can't imagine what it would be like to be faced with such a thing, but I find pleasure in telling you that what happened as a result is a prime example of what the positive effects of being willing to accept change can have.

Immediately he started looking for a way to make his comeback. Along the way he did what he had to do to feed and provide for his family. He decided on starting a mortgage brokerage business. He would enter the very same industry as the people that had been responsible for his demise. He would be direct competition. Slowly but surely he built his company. Was it always easy? Being there

first hand I tell you it wasn't. However, his perseverance shown through and I am happy to report that he did in fact make his comeback.

The second illustration involves my mother. It occurred about the same time that my father was starting over. My mother had graduated and taught school briefly, but left teaching some 20 years prior to raise me and my three sisters (she is a simply amazing woman I might add). It was decided between her and my father that due to the changes in our life that she would go back to teaching. She started out substitute teaching (which greatly helped as we certainly needed the extra income). Before long she got a job as a physical education teacher at a local elementary school. Along the way she decided to get her masters degree in education (do you see how being nimble to change makes a difference?). Along the way she found a teaching job (outside of Physical education) where she still works to this day.

My mother had barely finished her master's degree when it was decided that the school that she dearly loved was going to become a Montessori school. The catch was that each teacher needed to be certified to teach in a Montessori environment. My mother took the challenge and did extremely well I might add.

The third example is the most personal of them all. You see while I was involved in the above examples it was truly both my parents that were the ones that sacrificed for us. Here I illustrate an example of how being nimble with regards to change has sent me on an amazing adventure. It's the story of how this very newsletter came to be. I started with little more than a web site. The Internet was gaining great popularity and it seemed every other word you heard on TV was "the information superhighway". The thing was, often the next thing you heard was about all the negative aspects of it. I had been online long enough to have found many of the treasures and truly positive aspects that the 'Net offered to those that only knew where to look.

So I set out to make my web site a central place for folks to find all that is positive online. Often my efforts seemed in vein. I was building something that I truly believed offered value. However, I

wasn't getting any visitors. I was what is referred to as "lost in cyberspace". Luckily, I kept on keeping on. I promoted my efforts and told anyone about what I was doing that was willing to listen (in those day's there wasn't that many people listening..lol). Then a really funny thing happened. I got an e-mail from Yahoo! saying that they'd added my site. Suddenly people were coming from all corners of the earth to my humble little web site. It wasn't long after that when I decided to realign things a bit. Rather than simply a bunch of links to positive places online I wanted to make the site more of a community. Many of the features that you see now on the site started to happen as a result of this. The "Inspiration a Day!" was born as a result of an e-mail between a few of my site visitors. I find that my life is in a constant state of change (I wouldn't have it any other way). I have even added to the offering of free motivational newsletters with the Let's Talk Motivation! e-zine.

I hope that the previous three examples serve as witness that while we can have little control over the twists and turns that we may be faced with in our lives. We can in fact come out stronger than we were before if we're only willing to roll with the punches. I hope that this has found you well on your way towards achieving your dreams.

Look for the win, win! - I am absolutely convinced that if we look hard enough at any given situation we can identify a win, win situation in it. "So what's the big deal about a win, win" you ask? I'll admit that I know a lot of people (many are friends of mine) that go day to day in their business dealings (and personal lives for that matter) looking for opportunities that benefit them directly. Now there's nothing wrong with this. However, I can't help but imagine that their personal level of success would multiply if they only took an extra second to see how the opportunity could benefit others as well.

You see, there's something absolutely magical about focusing on win, win scenarios. When we're fortunate enough to develop ourselves to always be looking for these types of opportunities it's as if they come out of the woodwork :-). The fact is people like to deal with those that don't simply focus on the "what's in it for me attitude", don't you agree? Believe me, I'll be the first to admit that there are plenty of people who have done very well for themselves by not taking the win,

win approach. However, I wonder if one might really consider them successful. Keep in mind that success has so many facets to it. Just because someone has attained material wealth for instance does not make him or her successful nor non-successful. It is all in the eye of the beholder I guess you might say. For me the key to success is in how much I can give back to others.

I hope that you will take the time, as I will try to do to always look for the win, win in every situation.

Give them a leg up - The other day as I was driving to an appointment, while listening to a tape by Jim Rohn (I often listen to self-help tapes while driving). All of the sudden he said something that I found particularly interesting and I knew that it was something that I simply had to share with you. He made the statement that on average by the time a child gets to his first day of first grade they have heard the word "No" some 40,000 times. Equally as interesting they have only heard the word "yes" (or some form of it) around 5,000 times.

Now I'll admit that I don't know if this is exactly true or not. However, I can't help, but think how much of an advantage our future generations would have if we put ourselves on a mission to find the good that they do. We do this all the time with others right? Now obviously we can't do a thing in the world about the "no's" as they are needed to teach the children right from wrong . However, what if we made the amount of "yes's" far exceed the "no's"? I admit that if you take on this project (whether with your own child, a neighbor, maybe your students, maybe the kids in your Sunday school or even your nieces or nephews, or siblings) you're going to have to commit to it for the long haul, it's most likely not going to be something that we seen happen over night. I do however, feel extremely confident that in the long run that the child that is exposed and made aware of the positive things they do is going to be much more prepared to find more personal success in their lives.

I hope you choose as I have to try this (I am thoroughly looking forward to seeing the long term effects on my wonderful little nephew).

Force positive thoughts - If you had a choice between being happy or not which one would it be? I am sure you're saying to yourself "Josh, that sure is a silly thing to ask". I do however think it's a valid question, so I hope you'll take a second to ponder it. If I had to guess I would say the answer is to be happy (in the remote possibility that I am wrong I do hope that you'll humor me on this). Here's where I am going to run the chance of reaching some disagreement. You see, I do believe that we have this choice. Now I certainly don't mean that if it's going to take you being a millionaire to make you happy that it's necessarily going to happen for you (of course that is a whole other topic all together :-)) What I am talking about here is the overall approach we take to our day. You see friend, much in the same way that one negative thing might have a snowballing effect on our day and make it ultimately appear as a "bad day" so can positive things happen (daily successes) to us, and before we know it we look back on our day and say, "this sure was a great day!" Here are a few tips that I use to "force the positives" in my life. I know they work for me and I feel confident that if you implement them in your life that you'll have equal or better results. Besides even in a worst-case scenario where it doesn't work for you at least you will have tried right? :-)

First off I keep several books near my bed (sometimes I have so many books going I forget what to read next..lol) The books I choose to read are motivational or inspirational one's. I don't have a whole lot of disposable time so when I do, I like to know that I am doing something that will advance me in some way. When I am in the car I try to split my time between listening to the radio as well as listening to a motivational tape..You know like a recorded seminar, etc. Sometimes I will listen to the same tape several times. You'd be surprised by how reviewing you'll pick up things that you didn't catch the first time around. Another thing that I do that is a big help for me is to stay in contact with people that are positive (my mentors). When I feel that I need a little boost I shoot off a quick e-mail or just drop by for a quick visit. You see my friend; these are not great insights, rather just simple steps that we can take to boost our positivity level. However, I have found them to be extremely helpful in my quest to "choose happiness".

"Goals that are not written down are just wishes." -- Unknown

I still remember the first time I heard the above quote about goals. You see at the time as I recall I had a lot of big plans, things I wanted to see transform into reality in my life. Looking back I now realize that my problem was that I had the vehicle (my ideas) but I was missing my road map! (The written goals for achieving them)

You see my problem at the time wasn't my lack of ambition or my belief that I could make it happen. Rather it was that in my effort to achieve I was simply "all over the place" in my efforts. When I began to do simple things like commit my goals to paper (actually I use a software solution myself) things began to come together more easily. It was as if there was a puzzle that someone had taken the time to mark where each piece went for me in advance. I hope this message finds you well.

There's power in asking - In the last few days I believe I have learned more about the truth in that statement than I have in many years. Sure when I used to be in personal sales I understood that to some extent. However it's really not since I have started my new newsletter that I have realized just how *awesome* the effects can be if we are only willing to ask. I talked just a little bit about the new list yesterday so I won't get back into it again, but I do need to talk along the same lines to get this point across, so please bare with me :-). For those that are new I will get you all up to speed. You see, for a while now I have been looking for a chance to expand into offering another motivational newsletter, but due to the time that the web site and the "Inspiration a Day!" take up I was really having a time figuring which direction I wanted to go (it's just the way I am, I really like to grow my efforts every chance I get). So to make a long story short and to spare all the other list subscribers of having to listen to me repeat the story all over again suffice it to say that I decided on a newsletter where other motivational and self-improvement experts could have their own columns.

Ok everyone here's where you all come into it again..lol. So I started by asking the people that I knew (that is my warm market, friends and contacts) and told them about what I had planned. Then when I had a few people that were interested in the project I put out the first list. You see to start out with I had *absolutely* no idea if it would fly or

not! I knew the idea was a good one, but was I capable of pulling it off? (See we all have those moments of doubt :-)) The key for me was that rather than take that split second to stop and doubt myself I just kept plugging along and pushing forward. I kept sending messages to friends and contacts that I knew. When I felt as though I might begin to doubt myself I would quickly contact one of my friends on either ICQ or AOL IM and ask them what their opinion of my idea was (the key here is that I went to the people that I knew viewed life in a positive way). I didn't allow myself to give in to my own self-doubts. Friend, I truly believe that this is a key to our achieving anything in our lives. From our monetary goals all the way down to how strong our bond with our family is.

So I just kept plugging right along and asking anyone that would offer their ear (or in the case of e-mail their eyes..lol). Then all of the sudden a *really* amazing thing happened! Suddenly my inbox was getting not only acceptance e-mails, but e-mails from folks I didn't even know! You see the word had gotten out and others wanted to join in the effort of having their own columns. Friend, I look back on the last few days in a bit of amazement! it all happened as a result of my willingness to ask. Was I guaranteed success in this effort because of my asking? Of course not! However, if I had not I would certainly have been guaranteed failure.

Many of you know that Zig Ziglar's book "See you at The Top" was the very first motivational book that I read at the age of 15. It had the impact on me that has led me to doing the very list you're reading right now. So you can only imagine how ecstatic I was when I got word yesterday from Zig Ziglar's newsletter editor that Zig Ziglar would be represented in the new Let's Talk Motivation!

I hope today's commentary hasn't sounded as though I were bragging. I certainly don't mean for it to. Rather I hope that you see it as an example, that if a "small town boy" from Tuscaloosa, Alabama can start out with little more than a computer an internet connection and an empty web site and gain the trust of well known speakers. That you who likely have equal or perhaps more talent than I, can certainly do anything you're willing to put your heart into. Will there be ups and downs? You can just about count on it. However, find comfort in that because as the saying goes "that which does not kill

me makes me stronger". May this day bring you all the opportunity that it can.

We have to find something we feel passionately about - Now on the surface I'll be the first to admit that this seems a bit of a no-brainer, right? Yet I am still amazed by just how many people I talk with on an almost daily basis that feel as though they're just going through the motions with regards to what's happening in their lives.

Friend, you may be at a point where you personally feel as though things are a little stagnant. I can sympathize with you. I know in the past I have certainly felt this way as well. Getting up each morning going to a job that I didn't particularly enjoy. Doing things that I didn't really find to exhilarating. Then it dawned on me, if I was going to make a change I simply had to stop talking about it and at least take small active steps towards doing it. So rather than quit doing the things that I didn't enjoy I simply started dedicating a little bit of time to the things that did inspire me. As time passed suddenly I realized that more and more time was being exerted to the inspiring things in my life.

The truly amazing thing was that suddenly I was no longer counting the hours I put into the effort. I literally loved it so much that the long hours of effort it was taking was almost enjoyable. Oh yes, and along the way I did let go of the things that no longer inspired me in my life. I do the motivational web site and my two free newsletters full-time now. I have always had a passion for such things and I do truly believe that our achievement is going to be directly proportionate to our ability to focus on the things that inspire us!

Each one of us has within us a special plan. Often times it can take a while to realize what that plan might be. Far more often the plan itself is a journey composed of many twists and turns and lots of valuable life lessons along the way.

I find that simply accepting that life is a journey and displaying a willingness to accept and have faith that in the end all will be for the best allows me to live a more enriched life. I hope this message finds you well on your way to accepting what life may have thrown your way.

They want to get to know you! - Most of you know that when you write me I always like to write back and show how much I appreciate the message. I do stay busy, but taking the time to write back is something that's very important to me.

Well friends, the other day I slipped up! (See even I can admit my mistakes..lol..After all that's how we grow). You see I received a message from a person that had two parts to it. The first was saying that she enjoyed my list while the second part was asking about sponsorship of the list. I must have been in a bit of a hurry at the time so I only wrote back regarding the sponsorship (I am not making an excuse for myself here. Lack of time is simply no excuse).

When I first replied I didn't even realize that I had been so hasty about it. Then luckily (I'll explain why it was lucky in a second) the person wrote back to tell me that I had not taken the time to give thanks and that I had only mentioned the sponsorship part. She went on to tell me that she understood, but did offer the great advice that I should be a bit more personal. You see friend, this was my first correspondence with this person. She had absolutely no way of knowing that I do try to be personal.

I am so thankful that she took the time to remind me. Had she not I might have slipped up again! You see folks in our busy hectic day-to-day schedules we all get in a bit of a hurry. Maybe you're selling a product (You are at least selling yourself!) and not even realizing it you walk into the person's office or house and jump right into your sales spiel. If you do this I am certain that you're missing the boat! People want to know us prior to doing business with us (or extending a friendship to us). When we are able to fill this basic human need we are more able to give them what they need.

I hope this message finds you well on your way to your personal success!

"There is no such thing as a 'self-made' man. We are made up of thousands of others. Everyone who has ever done a kind deed for us, or spoken one word of encouragement to us, has entered into the

make-up of our character and of our thoughts, as well as our success." -- George M. Adams

It's all a big circle - Mr. Adams hit on a very important point in the above quote if you ask me. When I reflect back on things that I've been fortunate enough to accomplish I can't recall a single thing that wasn't at least indirectly as a result of someone else's influence. Sure the final idea might have been mine, but I tell you each event was a result of a conversation, reading or a tape I might have picked up somewhere.

This very issue of the Inspiration a Day! ultimately came about as a result of friend that suggested I read Zig Ziglar's "Over The Top"(I was only 15 at the time. I am 26 now, so it's been a few years..lol). What I find fascinating in this example is that the person had know idea (nor did I) that when he suggested the book it would have such a profound impact on me to the point that I would wind up making my living from a motivational web site. How could he?

You see this is the root of what the above quote is all about. Think about the times you've spent that extra minute with someone. Depending on the quality of the time you shared with that person it's highly likely that you had an equally positive impact on them. When we do simple things like offer praise to another we really are making a difference (far more than we can fully comprehend). I offer this simple analogy in the hopes that it will stick. Appreciation is like a boomerang! The more time's we can throw it out the more it's going to come back to us in return!

We could learn a lot from a child - On the subject of dealing with fear that is :-) How many of you have been around small children (before the age where the words 'no' and 'Stop! that'll hurt you' have been branded into their minds..lol). If you have for any amount of time it's highly likely that you've noticed that children have virtually no fear! Sure they'll cry and shy away from things, but not until they actually have been hurt by them, right?

I personally believe that we are not born with fear of things (please don't ask me to back this up with scientific proof..lol) rather it is

something that is acquired for the good of the child. The problem is that along the way we start to doubt our natural abilities, we allow ourselves to become complacent with things in our life. We forget that it's the going after new challenges that make us feel truly alive!

Last weekend I had the pleasure of spending the day with my one and a half year old nephew Brady (which by the way is the apple of his uncles eye). As we played together I couldn't help but notice that the lil' fellow had absolutely *NO* fear! He would run around coming just inches from smacking his head into a wall (and scaring both my sister and me half to death by the way..lol). Yet he'd just pick himself up and move right along to his next play project. Somehow as I was sitting there pondering what I was witnessing, I saw an interesting paradigm between the way he could do this and the way that many entrepreneurs and people from all walks of life have overcome many obstacles to find personal success. You see friend, it's not how often we fall that counts. We will never experience true failure until we decide not to get back up! I hope that you have an incredible day today!

Create your own roundtable - If I had to guess I would bet that I just got your attention with that headline didn't I? Here is what I am suggesting. We all agree on the importance of having mentors, right? Well I'll challenge you to take that a step further. If you're not already doing it consider having a designated time at least once a week (if you can't swing that do it at least once a month) where you and other from various walks of life get together to discuss ideas, finances, you name it. During this time you all use it to focus on the things that you deem important in your life. I do this myself with a various group of Business people here in Tuscaloosa, AL. We all come from many varied industries. Just to give you an example we have lawyers, real estate developers, rental property owners, bankers and even an occasional politician pops in. We're quite a varied group to say the least. Obviously I stick out a bit as I am the only one that happens to be in motivational industry, but that's irrelevant as we all swap stories and share things that are happening in our lives.

We learn from each other in these in formal meetings. We pat each other on the back and congratulate each other on our accomplishment. We help each other by applying our particular

knowledge to the others situation. We all are each other's mentors. I hope that you're already doing something similar to this in your own life. If not, then there's no better time than the present to pick up that phone and contact the people you'd like to have in your "round table".

There is one thing I would say that is important. When looking for people to include make sure that they have an overall positive outlook on things. I don't mean that you should not try to include all people, but you have to keep in mind that the overall objective is to make each other better as a result of the meetings.

Tell someone they're awesome! - One of the most wonderful gifts we can share with others is to simply share praise! The only prerequisite for this to be 100% effective is that you have to truly mean it. In practicing this you'll be amazed at how it affects the people around you. Best of all you'll be doing your part to ensure that the person that next comes into contact with the person you praised will receive it's benefits as well.

Perhaps one of the best results is that you'll see first hand how true the old saying is "what goes around comes around". So what are you waiting for? Tell someone they're awesome!

No need for envy - If you're like me it's easy to sometimes look at the other fellow and be a bit envious isn't it? It's really ok if you do. Heck it's human nature to feel this way at times. I'll be the first to admit it's certainly not a popular thing to admit (especially when one's lively hood is in motivational thinking...lol). But I do think it's necessary to mention it. You see friend, once we come to the realization that it is perfectly normal for us to want more in our lives I believe that at that very moment that we can separate our feelings from that of being envious of others and begin to realize that at least to a certain extent we all have within us the power to change our circumstances.

Sure if you're a farmer you can't make it rain, but perhaps you can look for other things to supplement the lost income as a result of the lack of rain. If you're unhappy as a result of depression it's likely that simply wishing yourself to be happy is not going to be enough, but what certainly is in your control is to take the active steps necessary

to get more professional help, whether it be a doctor, etc. You see to an extent it is true that we have limited control over things, I'll be the first to admit that much; However, at the same time we have to keep in mind that many before us have made positive changes with a lot less resources than we now have at our disposal.

Making the necessary adjustments in our life may not be the easiest things for us to do at the time. Often things of this nature never are. However, I truly believe that it is our crossing through the hardships that inevitably make us stronger and ready us for life's other challenges. As living breathing human beings we are forever on a journey, some good, some bad, some indifferent. However, all of it adds up to give us a wonderful life!

Share your smile! - We each have within an incredible gift that we can share with our fellow human beings. It's not some magical thing. Yet it is equally as powerful! It's our ability to share our smile! A smile when given at the right moment can literally lift the frown of another. Think about this for a second. It's one of life's mysteries that no one can resist that urge to smile back.

I recall one particular instance that I was in a meeting with several business people that were older in years than me. It was as if years of being in business for themselves had hardened them in some way. I was there (as many before me had been I am sure) to show my product. The leader of the meeting quickly said "well, Mr. Hinds, (in an almost smug sounding voice..lol) why should we choose your product" as he was shifting papers on his desk. Friend, I looked him squarely in the eye and smiled a big smile and simply waited (it seemed like hours passed..lol). Then suddenly beneath his hard shell emerged a half smile!

I said. "Mr. so and so, no doubt you have had many proposals and all are surely good products, but here's what I have to offer". How the rest of the meeting went is really not the issue, what is important is that we understand that we have to get people that we talk with to view us as a human being (and not just another person with a product). Sharing the gift of our smile is one of the surest ways I know to do that :-)

You have to see your accomplishments - All of us have goals that we work on day in and day out right? If you're like me at times you can get a bit discouraged (hey it's ok to say yes, that's just part of being human). Here's a tip that I use myself to remind myself that I am in fact making progress!

First I designated a drawer in a filing cabinet (a dresser drawer will work just fine). Since I write all my goals down on a pad as I reach the goal I never cross it out. Instead I write 'done' next to it. As soon as I have reached all the goals on the particular piece of paper I set it in my special drawer with all the other lists of things that I have done. Then when I get to feeling as though things are taking time to accomplish I simply crack open that drawer filled with my previous achievements and review them until I feel re energized! I hope that you're doing something similar to this in your own life. We all have the basic human need to feel achievement and when we do we're naturally feel better about ourselves!

A definition of success - First off I'll be the first admitting that everyone has his or her own definition of success. Success comes in so many shapes and sizes that it can often go unnoticed. Here's my short definition of success.

Success is the mother or father who sacrifices to make a better life for their family. Success is the person who takes care of their aging parents (as their parents did for them). Success is the student who spends time studying for the test (no matter what grade they might wind up with). Success is the person who lives their life as an example to others and actively shows those around them how to achieve more in their personal lives. Successful are those who do the things that make them happy! Success is the person who works two jobs so that he or she can make a better life for himself or herself. Success is the teacher who works hard and at the end of the day has made a positive impact on the lives of so many! Success is taking time out throughout your busy day to realize that you are in fact an amazing person! Success is the person who runs a business and works to create jobs for others.

You see friends, success is so many things. All too often we run through our lives not realizing that we are already successful in

many areas of our lives! I hope that you are having a truly magnificent day!

The gift of compassion - When I opened my e-mail box to find the following story there I knew that I simply had to share it. I truly believe it offers us such a wonderful example of compassion of our fellow human beings. As well as the wonderful things that can result and blossom in our lives when we can allow ourselves to let down the natural barriers (prejudices for lack of a better word) that might unknowing cloud our mind.

We are all cut from different molds and as such we all have different talents as well as gifts that we have to offer to our fellow man. When I take the time to ponder such things it makes me stop for a second and thank my mother for raising me in away that I grew up always realizing that if we judge a book by it's cover it may not get read! Here is hoping you're finding achievement in your life!

Give yourself a little peace of mind - Before I get started I want to make it super clear that I am certainly not a financial planner by any stretch of the imagination..lol. However, this is a topic that I feel so strongly about I want to share it with you now. I am sure that at some point or another you've heard the saying "pay yourself first", right? (If you haven't heard it yet, I am glad that I could be the first to share it with you). So now the question is how do we go about it? An even better question is how will it apply towards the betterment of our lives?

In its simplest form it is practicing the lost art of saving :-) I'll use a personal example and from it hopefully you'll be able to draft a personal plan for yourself that will work. Since I am self-employed (and as some of you probably know payday's can be a bit sporadic..lol). Each time that I receive a payment of any sort no matter what the size may be I automatically (without a second glance) take 10% and put it in my savings account. I literally don't care if it is \$2.50 the 10% still goes in (you should see the tellers at my bank laugh at me). Now that you see how simple this is its time to get to the truly important aspects. That is the why it is so important to 'pay ourselves first'.

If you want peace of mind one of the simplest ways to get it is to make sure that no matter what might come your way in life that you'll have enough to live on until you can get on your feet again right? I have seen it time and time again where people that are doing quite well financially are stricken by one of life's various hard time's and because for whatever reason they had not taken the steps to build their financial cushion and as a result things were made worse then they really had to be.

Please understand that you don't have to live like a hermit and horde away all your money. I am certain that once you give this a bit of a try you'll quickly realize that you can very easily still afford to do the things that you've done in the past (though it may take some getting used to I'll admit). The best result that comes from it is that as you begin to see your reserve build you'll begin to look at things in a new light. You'll realize that you aren't as trapped as you might have felt by your current situation (I know that I did :-)).

In closing it's worth mentioning that this very line of thinking is what made it possible for me to start the Motivational Mecca! and this very newsletter that you're reading. You see my friend when we don't feel as though we are bound because of lack of financial resources we are better able to focus on the things that bring us joy in our lives. I hope that I haven't bored you to death by today's commentary; it's just that I want to see you live the most wonderful life that you can! And very few things can help you accomplish that as much as building your peace of mind will!

Achievement happens step by step - Life is a series of steps, some of them take us forward while some at times make us feel as though we're moving backwards. Never the less with each new day we can rest assured that each is indeed taking us a step closer towards our eventual achievement. I wonder how many of us are actually taking proactive steps towards the things that we want to see happen in our lives?

I cite an example in my own life. Sometime ago I decided I wanted to look into getting more press for the Motivational Mecca! web site and this newsletter. All of the sudden it clicked in mind that while I was not taking the proper steps to make this transform in my life! Rather I was

expecting that if I simply put the word out that it would somehow fall into my lap! Friend rarely does life work this way (and when it does do we truly appreciate it anyway?).

So what did I do? I put together a quick plan to go out and make it happen! Once I took the time to actually plan it came together surprisingly easily. I drafted a letter that I would send out to members of the media. Finding members of the media was just a matter of looking online. Then I took what I consider the most important step of all! I actually made myself get off my tail and send out that first enquiry. I am happy to report that before I knew it I had sent out over 40 enquiries and I am still at it :-). That first step is often the most awkward, but once we get past it amazing things can begin to transform in our lives!

Nothin' beats persistence, I mean nothin' - I am certain we've all heard the old saying, "with enough persistence we can accomplish anything", right? Well, I want to explore this further just a bit. First off I for one (from my own experiences) don't totally agree with that. By now you're probably thinking, "Josh are you crazy? how can you believe so firmly in the power of positive thinking and not believe it?"

Let me explain what I mean before you think I've gone totally off the deep end ok? :-) If you're like me you can probably remember a time in your life where no matter how hard you tried, wished and prayed for something that it just didn't happen as you expected, right? I feel certain we all have. That is exactly what I mean in my above statement.

However, here's the catch (you knew I had to have one didn't you?). I put a **big** emphasis on the 'as we expected it' part. You see if we can remain truly persistent then while we may not have had things turn out exactly as we'd hoped ultimately something came along to take its place. You see some things are not meant to be (that is as we expect them to be on our first attempt), but I truly believe that if we can accept this, it is in our acceptance that we begin to notice the other things that are transforming in our life (We may have to look very carefully, but there is always something there to take it's place).

I am not going to say these things are always obvious to us at first glance. Often it takes us giving some heavy thought and taking the time to notice these things, but ultimately they are put in place just the same. Maybe as a result you found a new closeness among those that you loved. Perhaps the missed opportunity led you to figure out a better way. We simply must remember the power that persistence plays in achieving our goals. And keep firmly in mind that if we can go wholeheartedly towards things some form of achievement will always be revealed to us!

Change a little everyday! - I started thinking about how things start out in our life appearing to be so perfect. The routine works for us so we go right along with it day in and day out! It's like we just sort of all adopt the "If it isn't broke don't fix it" mentality. Don't get me wrong; in some cases this is good solid advice (like if your car is running fine and you decide to try and supe it up yourself...lol). However, I believe it's an altogether different story when we're talking about living our lives! Why is that you ask? Because this approach makes us stagnant! We need constant change in our lives for all kinds of reasons. There's an old saying that comes to mind that does a fantastic job of proving this point. "If you keep on doing what you've always done you're going to keep on getting what you've always gotten".

Now I am not suggesting that you should walk into your boss's office and quit your job! If anything that's going to add stress (at least in the short term, right?). What I am saying is that good positive change can come in all shapes and sizes and still be very effective! Here's something that I do to try and introduce change into my life (don't expect anything profound here ok?...lol). Say I am driving home in my truck I know that on the way home there are two ways that will get me there. One is about 15 minutes longer than the other. Nine times out of ten I take the shorter route, but every so often just for the simple fact that I want a little 'change' in my life I will take that longer route. While I do this I affirm in my mind that I am in fact introducing change at that very moment! Sounds simple but I assure you it works! Say you like to walk or run, try taking an alternate route every now and again. Be sure to remind yourself that you're introducing change into your life.

Friend, change opens up our minds to different opportunities and possibilities. It makes us realize that we can have an impact on our own life. As well as help us to understand that we do in fact have a certain degree of control over the things around us. When we realize that we can control change we become better able to find achievement and happiness in our lives!

The quote "Great opportunities to help others seldom comes, but small ones surround us every day." by Sally Koch is not only a very powerful one deserves a bit of pondering if you ask me. She hits the nail right on the head when she talks about tiny opportunities.

My friend these chances come in so many forms. It may be that there's a new person in the typing pool that is having trouble learning the ropes. Perhaps it's a new student in one of your classes that needs a friend. Maybe it's your parents that can't get around as well as they used to and need you to help them. You see these small (yet hugely important) opportunities are all around us. We need only open our eyes to see how we can be of service.

The great news is that after you've helped someone you're going to have an awesome feeling! I don't know how to explain it except that I for one believe we all have a human need to be of service to others. Even though we may not be aware of it. Think about that statement for a second. Don't you get a super feeling when you've done an excellent job on something and your employer, friend etc. takes the time to tell you so? These are the exact same feeling we gain when we offer service to others. Try it! I think you'll be amazed by the personal fulfillment you'll get from it.

Don't miss the chance to encourage others - Possibly one of the greatest gifts we can give to our fellow human beings is that of true encouragement. We all have a need to be heard when it comes to our ideas and goals. Even more important might be our need to have those around us to remind us that we're more than capable of achieving the things we set out to do.

Practice encouraging others and I am certain you'll be filled with great personal satisfaction. Trust me my friend, nothing is quite as

rewarding as hearing someone's success story and knowing you played at least a small part in it.

Mistakes are important teachers - All around us life is offering opportunity after opportunity. The problem is that in many cases these little jewels are hidden. In order for us to be aware of them we have to be willing to look for them in many cases. So then the question is how do we do this?

One of the easiest approaches is to ask people. I am often asking just about everyone I come into contact with "what it is that they do". I listen intently and upon doing so you'd be surprised how many of life's opportunities come my way. You see, even if I don't play a direct part in their venture I am at least taking an active role in their encouragement (remember that's what I do for a living :-).

Another approach is to remind yourself that our failures are not always failures, rather they are lessons. I would challenge you to find one occurrence in your own life where you have not learned from a past mistake? While it can be true that we don't gain direct rewards from them we still gain something of great importance. Therefore we need to explore our failures and take the time to use them as our teachers.

Find a hobby and gain a little peace of mind - If there's one thing I recommend to people it's to find something that they enjoy doing and spend a little time each day doing it. It doesn't have to be something you plan to make a living doing (though many people do just that).

When we find such happiness and enjoyment in something we in turn find a moment of peace within ourselves. Peace from the woes and worries of our day. Doing such things give our subconscious minds the time to work through the problems that might be occurring in our lives. Simply put we become more refreshed as a result.

I hope that you'll find something you can give your time to as I have suggested. I have a strong feeling that the sooner you do the better you'll feel.

Congratulate those around you - There's a really an amazing thing that happens when we take the time to congratulate someone on a job well done. Almost immediately we can see that the overall performance level of that person goes up.

It may be a student you've congratulated for a job well done on a paper or a test score. Maybe it's a member of your organization that you mentioned for a job well done in your company newsletter (you do have one of those don't you?...hint, hint).

No matter what the circumstances are when we fill this need for another we see an immediate increase in human productivity. Give it a try. I am sure you won't be disappointed.

Success is a journey - Often times I find that I have to continuously remind myself of my past achievements in order to keep myself from becoming discouraged (yes even I get discouraged at times :-)). Sometimes it feels as though life is moving at 100 miles per hour. Since many of my personal goals are attached to strict time frames occasionally I don't reach the intended goal exactly on time. It's during these occasions that I find that keeping a record of my previous accomplishments is quite valuable in my pursuit of my goals.

When I get to a point where I am beginning to doubt myself I quickly grab my journal (you do keep a journal don't you?). As I read through page after page I am able to remind myself that just as before I was faced with various difficulties that stood in the way of the intended goals. However, by plugging on I was able to get past them. Journaling in my opinion is a fabulous way to remind us that success in reaching our dreams is very much a process. One that doesn't always come easy, yet is very much worth the effort it takes to make it manifest in your life.

I hope that you'll consider keeping a personal journal. It may very well help you charge your batteries back up as you move towards your intended goals.

The simple things make a difference - Whether or not we realize it each of us has a very unique opportunity to make a positive impact on the lives of others. Best of all in many cases it can be done with a series of simple things. When you pass someone on the street give him or her a smile or a simple hello and how are you doing today. You'll be amazed at the effect something so simple can do.

You see, when we take the time to acknowledge others we in turn pass that on to the next person that they come into contact with. In some cases it can inadvertently impact the day that the people that person comes into contact with as well. I hope you'll do as I do and consider sharing your 'simple gifts' with those around you.

Build the dream -- You can call it whatever you wish, a dream, goal, life plan steps. The list goes on and on, but the important thing to remember is that whatever we decide to call it, for some reason or another we have been called to see it to manifestation. Does that mean that we're going to be able to make it happen easily?

Probably not. In many cases it's going to take a lot of hard work. Perhaps at times your goals will appear as though they're out of your grasp. Trust me on this when I assure you that you're not alone in this feeling. It's a perfectly normal phase of the achievement process.

One way of looking at this is to say that if achievement were easy we'd all be driving around in 100,000 Mercedes and living in 1 million dollar homes and there certainly wouldn't be anyone homeless or living in poverty (as this is one of the goals I work on as well.).

Alas, the old saying "Rome wasn't built in a day" holds true. You see we have to begin by 'building the dream'. Often it starts out small. That is we take that first step towards what we want to see happen in our lives (or the lives of others) then another, followed by another. Over a period of time these same small steps and actions that we take begin to become ingrained in who we are. It is at this very point that the 'dream begins to build us'. May you find a dream that you believe is worth building.

Make the rubber meet the road! - The only problem with goals (if there is one..lol) as I see it is that all too often we plan ourselves to the point that we never actually take action on them. Rather I should say the right amount of action.

I can't even begin to tell you how many people I know (me included in some cases..lol) that are guilty of planning themselves to death! I should say that planning is good. What I mean above is that we need to be willing to admit that no matter what our plans are, life does have a way of making us make minor (in some case major) adjustments that will lead to our intended goals.

My point is this: Have a solid framework for what you want to achieve. Be willing to admit that you might have to make adjustments along the way. Above all else! Get started! Even if it's simply taking small steps at least we are making progress right?. As you take those steps reinforce in your mind that with this very action you are indeed making progress.

Save your ideas - When I first heard Jim Rohn (Visit [Jim's Web site](#)) talk of the importance of keeping an idea journal I was immediately captivated. So what is it you ask?

What is it? - In its simplest form an idea journal is accomplished when we take the time to commit our ideas to paper. It makes no difference whether it's done with a notepad or a fancy journal. The effect is the same. All your ideas need to be recorded.

Why is it important - Throughout the course of any given day countless ideas come and go our way. While it's true that many of them may appear unrealistic to us at the time. What happens is we simply discard them as a passing thought. The problem with this is that what we believed to be unachievable now drastically changes as we are expanded with each new success that comes our way. What I mean is you may doubt yourself now yet a few successes later what you thought impossible now suddenly appears quite achievable!

It's like the first time we tried to ride a bike. We thought it impossible! Yet after we mastered it our belief system grew to the point that now we can't comprehend the thought that riding a bike would be hard.

So you can see the problem with dismissing your ideas. As we grow in confidence. What we thought impossible before is suddenly quite achievable. However, we have lost those ideas. UNLESS! we kept a idea journal! Simply put commit your ideas to paper. No matter how impossible they may appear to you commit them to your idea journal. Your very success might come from them in the not too distant future.

My friend, imagine what must have run through Walt Disney's head when the idea of a cartoon mouse popped up! Yet the idea (no matter how silly) was committed to paper. The rest is history!

Lift others - I truly believe that our personal success can be made easier if and when we adopt the attitude of being an encourager. It's important to note that this is the case no matter what background we come from. No matter what aspect we're trying to apply it to in our lives it still works. Life has an awesome unwritten rule, 'when we encourage others we in turn build ourselves up'.

I've met people (as I'm sure you have) that subscribe to the idea that if they keep others down they make their own place more secure. How wrong this is! I personally believe that if we really want to be more secure in our place the easiest way to achieve this is by lifting others. The same rule applies if you're dealing with your job, school or parenting! The stronger the group you develop the better off we all are (the more prepared we all are for the future).

My friends, if you've been blessed with personal success then you have the civic duty to show and encourage others to do the same. The good news is that we simply cannot imagine how many rewards will come our way as we adopt the role of "encourager" in our own lives. I am not simply talking about monetary rewards here. Don't get me wrong, the money is nice, but it comes and goes in our lives.

The thing we can't place a value on is the awesome feeling we will get every time someone tells us that they appreciate our taking the time to help them to reach their dreams! These are the things that you simply cannot put a value on. Being viewed in the light of an "encourager" is such a rewarding thing (in so many ways). Begin now so that you may see exactly what I mean.

Success is so much more than fame and money - At times we all try to attach a monetary value to the definition of success. We look at those around us (or those in the news) and say, "he or she is successful". The problem is if we're basing success simply on the amount of money or fame that a person has attained we're missing the big picture.

Surely fame and fortune can go along with a person that has reached success in their lives, but we have to remember that it is only a subset of success (not the total package and not required). Wouldn't you agree that someone who doesn't have the million-dollar bank account or star on Hollywood boulevard could be just as equally successful?

Think about the teacher, parent or mentor that because of the time they spent with you changed your life. If you ask me these are the unsung heroes that deserve the label of "success".

Please don't get me wrong here. I totally agree that Hollywood and the business world can be slap full of people we can look to as examples of what we can achieve with enough effort. I also happen to believe that it's worth realizing that you too in your own way are just as successful!

Work on the things that are important to you - We all have varying degrees as to what we believe to be important to us. You might wish to run your own business. For someone else it may be for them to be the best "household executive" that they can be. It might be to give to charity, or perhaps it's to be a friend to all.

No matter what it might be the fact remains that some really amazing things happen to us after we can clearly identify what we view as most important in our lives. Once we've identified them it's time to begin taking the steps towards them. When our goals (the steps we take each day) are aligned with our values it becomes easier to achieve things.

Moral of the story you ask? By seeing to it that our goals are in tune with our values we in turn make it easier on ourselves to reach our intended destination!

Strength in numbers - Actively looking to include others in our own success is one way that will increase our own success. This does not only apply if we're in business for ourselves. It reaches deep into many other areas as well.

Perhaps you're a student. You know that a class is going to be particularly hard. Given this scenario we have two options don't we? One we could go it alone and study as hard as we can or two we could form a study group! In the group we have the advantage of learning from each other. Suddenly our knowledge is multiplied by the number of people that are in our group! Now that my friend is strength in numbers.

Lets take the example of business. Suddenly I have this excellent idea I assure myself that it will be a success, but am afraid that if I share it with others it might be stolen from me (or no one will like the idea). So I decide to go it alone. I end up spending valuable hours making the same progress that might have come faster had I looked for help! Notice I don't suggest taking on a partner or giving the idea away.

Rather I say look for others to help you in your efforts. People will help if we simply ask. It is worth noting though that we need to be careful of those that we ask for help.

When I first set out on the adventure of starting the motivational community site and newsletter. I would ask just about anyone what they thought of my idea. Was it doable I would ask? In my heart I knew that it was. However, some of the folks that I asked doubted the idea (note: it wasn't me they doubted just the idea). Upon looking back on it now I see that what they were basing their decision on was whether or not they believed they could do it, not whether or not it could be done.

So we really need to be careful of the people we choose to lead us in the direction of our goals. In many cases we'll find that it is not that

the person doubts our abilities but rather that they doubt their own ability to make the idea work and as such say it's not a good one.

Get advice from people who have done similar things. Make it a point to get a second opinion. Second opinions lead us to new insights that we may not have originally noticed.

Striking out does not equal failure - There's one thing that holds true no matter what goals we hold for ourselves. At some point we're going to be faced with disappointing results. I could get into a whole discussion here on the importance that persistence will play in our reaching our goals.

Instead I'll give you some baseball statistics to illustrate my point. Baseball statistics you say? Trust me it'll all make sense soon enough. The name's you'll see listed are all in their own right quite amazing players. What's ironic about them is that they all are in top 10 listed under the category of "All-Time Leaders - Strikeouts".

Even more ironic is that had I not done the research I never would have known this. You see these folks are not remembered for their failures. People only remember their achievements. Life works that way. So the next time you're pondering a missed opportunity keep in mind that doubling your number of strikes might just lead to your ultimate success. Now on with the list :-)

1	REGGIE JACKSON	2,597
2	WILLIE STARGELL	1,936
3	MIKE SCHMIDT	1,883
4	TONY PEREZ	1,867
5	DAVE KINGMAN	1,816
6	BOBBY BONDS	1,757
7	DALE MURPHY	1,748
8	LOU BROCK	1,730
9	MICKEY MANTLE	1,710
10	HARMON KILLEBREW	1,699

Quite an impressive list don't you agree? The moral of the story I guess would be persistence pays. Of course after a list like above you don't need me to remind you of that :-) Have a fantastic day!

How is your adaptability? - Today offered me the previous question. I'd just woken up and poured my morning orange juice and settled in to send out today's Inspiration a Day! list. I did my normal routine of logging on the site that distributes the list for me.

I go to sign in and I get a strange message which says "Unable to create new session" (Everyone says technology makes our lives easier...lol). Thinking it was just a little Internet glitch I backed up and repeated the process.

Same thing! I tried several times, each time just a bit more frustrated than before. Finally I got up from my chair. I recall my mind running 100 mph as I was sure that not getting this task done was going to totally throw my whole day out of whack!

All the sudden a light went off. I said to myself "Josh, you have two choices. One you can keep trying and trying (and getting more and more frustrated over something you can't control) or you can simply move on to other things. So guess which one I chose? (Well after I tried again that is..lol).

As it turned out my day wasn't ruined at all. Far from it actually. I wound up working on several other business issues I'd needed to take care of.

In retrospect I see now that while it was frustrating, my day certainly wasn't ruined. New things popped up for me to take care of just as they normally do. I look back now and I can attribute one particular thing to the scenario turning out for the best.

I was able to convince myself to let go of my frustration and move to other things. Now I see that by refocusing my efforts I made the adjustment and ended with a productive day! (And in the end I still got today's list out)

My friend, one thing's for sure, we're going to have our share of curve balls thrown our way. However, the more adaptable we're willing to allow ourselves to be, the easier we're going to move along towards realizing a productive day.

The doing is as important as the getting - Keep in mind that the act of attempting your goals is as important as actually reaching them.

Giving yourself credit when you've attained your goals is the easy part. Equally important is reminding ourselves that we're gaining valuable life skills with each step we take towards those goals. Reminding ourselves of this does wonders to keep our batteries charged up while we exert the necessary effort it takes to reach our intended goals.

I am often asked the question "what constitutes success or how will I know when I am successful". Now those are some pretty heavy questions don't you agree? The thing is that success is not something that another can view for you.

It's very much a personal thing. For example I could say that Bill Gates is successful. You might agree with me. However, it might be that you place no value on someone's assets with regards to what constitutes success. In reality it really doesn't make a hill of beans what me and you think of Mr. Gates anyway does it? The only thing that truly matters is the light that Bill views himself in :-)

Mr. Jim Rohn of (Visit [Jim's web site](#)) does a fantastic job of summing up what success is when he says "Success is not a Ferrari, it's not having a million dollars money. It's the living of your own life as you have designed it to be". Now that's pretty powerful stuff don't you agree?

Simply put we're successful so long as we're doing the things that we believe to be important to us! My friend, if you're happy with your current place in life then congratulations because you're officially successful!

They might be waiting on you - I'll be the first to admit that in some cases being the first say hi is no small feat. If you happen to fall into this category let me first assure you it's perfectly normal to not easily want to leave your comfort zone. However, I do want to say that what lies beyond your comfort zone can be nothing less than amazing!

You see the interesting thing is that in many cases the person that we may neglect to reach out to is feeling the exact same way we are. As a result it turns into a missed or postponed opportunity (or life experience). The scenario really gets interesting when we take into consideration that the person we didn't reach out to might have in fact turned out to be our future husband or wife, business partner, etc.

I hope that the example above illustrates the importance of reaching out and bringing new folks into your life. While there's certainly no guaranty they will be accepting of your invitation one thing is for certain, If we don't try then we already know the answer don't we?

Who are they to say it can't be done? - Doesn't it just burn you up when you have just shared your 'great idea' with someone and not only are they not as enthusiastic as you, they even go as far as to say your idea won't work! Trust me if this has happened to you, you're not alone.

The fact is that we have two choices when faced with such situations. One, we can let go of the idea and be left with the dreaded "what if I'd only tried" (or explored the idea more). Or two, we can get a second opinion! Luckily the folks from the next few examples did just that! (Or their 'wisdom' was questioned depending on the example). A special thanks to Tom Mehalek for sending these examples my way :-)

"Computers in the future may weigh no more than 15 tons." - Popular Mechanics," forecasting the relentless march of science, 1949.

"I think there is a world market for maybe five computers." - Thomas Watson, chairman of IBM, 1943.

"I have traveled the length and breadth of this country and talked with the best people, and I can assure you that data processing is a fad that won't last out the year." - The editor in charge of business books for Prentice Hall, 1957.

"But what...is it good for?" - Engineer at the Advanced Computing Systems Division of IBM commenting on the microchip, 1968.

"There is no reason anyone would want a computer in their home." - Ken Olson, president, chairman and founder of Digital Equipment Corp., 1977

"This 'telephone' has too many shortcomings to be seriously considered as a means of communication. The device is inherently of no value to us." - Western Union internal memo, 1876.

"The wireless music box has no imaginable commercial value. Who would pay for a message sent to nobody in particular?" - David Sarnoff's associates in response to his urgings for investment in the radio in the 1920s.

"The concept is interesting and well-formed, but in order to earn better than a 'C,' the idea must be feasible." - A Yale University management professor in response to Fred Smith's paper proposing reliable overnight delivery service. (Smith went on to found Federal Express Corp.)

"Who the heck wants to hear actors talk?" - Harry M. Warner, Warner Brothers, 1927.

"I'm just glad it'll be Clark Gable who's falling on his face and not Gary Cooper." - Gary Cooper on his decision not to take the leading role in "Gone with the Wind."

"A cookie store is a bad idea. Besides, the market research reports say America likes crispy cookies, not soft and chewy cookies like you make." - Response to Debbi Fields' idea of starting her company, Mrs. Fields' Cookies.

"We don't like their sound, and guitar music is on the way out." - Decca Recording Co. rejecting the Beatles, 1962.

"Heavier-than-air flying machines are impossible." - Lord Kelvin, president, Royal Society, 1895.

"If I had thought about it, I wouldn't have done the experiment. The literature was full of examples that said you can't do this." - Spencer

Silver on the work that led to the unique adhesives or 3-M "Post-It" Notepads.

"So we went to Atari and said, 'Hey, we've got this amazing thing, even built with some of your parts, and what do you think about funding us? Or we'll give it to you. We just want to do it. Pay our salary, we'll come work for you.' And they said, 'No.' So then we went to Hewlett-Packard, and they said, 'Hey, we don't need you; you haven't got through college yet.'" - Apple Computer Inc. founder Steve Jobs on attempts to get Atari and H-P interested in his and Steve Wozniak's personal computer.

"Professor Goddard does not know the relation between action and reaction and the need to have something better than a vacuum against which to react. He seems to lack the basic knowledge ladled out daily in high schools." - New York Times editorial about Robert Goddard's revolutionary rocket work, 1921.

"You want to have consistent and uniform muscle development across all of your muscles? It can't be done. It's just a fact of life. You just have to accept inconsistent muscle development as an unalterable condition of weight training." - Response to Arthur Jones, who solved the "unsolvable" problem by inventing Nautilus.

"Drill for oil? You mean drill into the ground to try and find oil? You're crazy." - Drillers who Edwin L. Drake tried to enlist to his project to drill for oil in 1859.

"Stocks have reached what looks like a permanently high plateau." - Irving Fisher, Professor of Economics, Yale University, 1929.

"Airplanes are interesting toys but of no military value." - Mrechal Ferdinand Foch, Professor of Strategy, Ecole Superieure de Guerre.

"Everything that can be invented has been invented." - Charles H. Duell, Commissioner, U.S. Office of Patents, 1899.

"Louis Pasteur's theory of germs is ridiculous fiction". - Pierre Pachtet, Professor of Physiology at Toulouse, 1872.

"The abdomen, the chest and the brain will forever be shut from the intrusion of the wise and humane surgeon." - Sir John Eric Ericksen, British surgeon, appointed Surgeon-Extraordinary to Queen Victoria, 1873.

"640k ought to be enough for anybody." - Bill Gates, 1981

Wow! can you imagine what would have happened if the folks who heard these "expert opinions" hadn't gone for a second opinion? Here's hoping you have a fantastic day! Above all else remember not to be afraid to take your idea and run as fast as you can towards making it a reality!

Creating unity - The other day I got a call from a friend of mine about an earlier conversation we'd had. Here's what we talked about: Years before he'd started a company, which has now grown to the point where it has many offices across the USA. On the surface it doesn't sound like there would be much to be unhappy about does it?

The problem was that his "baby" (as most entrepreneurs tend refer to their businesses) had become bloated and lost its "personal" side. Long gone were the days when everyone still knew each other's name. I sensed his frustration so we talked about a few ideas that might help.

Fast forward to our second call: "Josh you won't believe what I did", he said. I could tell by his enthusiasm that whatever it was it was had certainly made a difference in him from the last time we'd talked. He went on to tell me that he started dialing up his company's other offices. Each time the receptionist answered he would say "Hi this (name not mentioned for privacy) I just wanted to take a second to personally introduce myself and to tell you how much I appreciate you being a part of our organization".

Then he would ask the receptionist to please forward his call to the local manager, which in turn would put him on for a short conference call with the members of that office.

Sounds like a pretty simple plan doesn't it? Nothing particularly extraordinary about it until we start to think about the end result! You see by doing such a simple thing he was re-building the sense of community back into the organization from a "top down" approach!

Now here's the *really* exciting part! It works just as effectively no matter what walk of life you come from. Keep your interaction with people on a personal level. Be professional, but at the same time let them know that they're valued.

The naysayers don't have to be right! - If you're like most folks you've had someone come along in your life that said, "it just can't be done". Take my word for it; these folks don't have to be right! Following are two very real examples of people that were told the same thing, but chose not to fall victim to the "dream stealers".

If I had to guess you've heard of Sam Walton or at least been affected in some aspect of your life by this man. Sam Walton founded Wal-Mart. If you've never heard of him take a quick peak at the legacy this man left behind before he passed away at <http://www.walmart.com> . What you may not know about him is that long before he started out on building Wal-Mart he worked in retail for another well-known company. His original goal was to go into management with the company.

To make a long story short while in the management-training program he was told that because of his handwriting he wasn't management material (note: check out Sam Walton's biography for a more detailed retelling of his life). Later Mr. Walton left the company, but luckily he didn't let his dream die there! This time around his goals had grown well beyond settling into a management position.

He started with one small town store and continued growing his efforts to the point that when he died he left a legacy behind that will not long be forgotten. I can't imagine what life might be like had he let someone steal his dreams.

While the next story is different I believe it offers an excellent example of what we can all accomplish if we only are willing to move

towards our goals (and not always listen to the nay Sayers that come our way). I've known my friend Jonathan since we were both 3 years old so it's safe to take my word for it when I tell you he's definitely had his share of "nay Sayers".

Jonathan was one of the first children in our area (Tuscaloosa, AL) that was officially diagnosed with ADD (Attention deficit Disorder). He's 26 now by the way. At the time many people either didn't believe that ADD/ADHD was a real disorder or had never even heard of it. Unfortunately my friend was faced with such a naysayer in the form of his fifth grade teacher.

Can you imagine the damage that could be done to someone at such a young age? At one particular point the teacher even went so far as to tell him that he could never go to college! In all fairness I should say here that it wasn't the teachers fault entirely because she was simply basing her opinion on her previous life experiences. She was an "old school" type teacher and as many know in the past people with learning disabilities did in fact fall between the cracks.

However, my friend had some really powerful things on his side! He had fantastic parents that supported him all the way! His mother constantly strived to learn as much as she could about the disorder. While his father was a college professor which helped tremendously when the teacher made the comment he could never go to college. His dad simply said that is ridiculous! Equally important was a teacher named Ms. Presley. To this day she is still the learning disabilities teacher at Vestavia Elementary School. I can't even begin to tell you how many people's lives she has impacted! She's truly an inspiration.

With Jonathan's strong support group in place he was able to take his fifth grade teachers negative comment and turn it into the single most important driving force that has lead to many accomplishments in his life! My friends now a senior in college at the university of Alabama! Along the way he's worked and I should say *excelled* in just about anything he puts his mind to!

I hope that the pervious examples have shown that while we may run into people along the way who doubt us, we certainly don't have to

take their word for it! Believe in yourself and your own abilities and you'll simply amaze yourself with what you're capable of achieving.

A new twist on a familiar quote - Chances are you've heard the term "If it's to be, it's up to me!" I happen to like this quote, the only thing about it is the more life experiences I pick up the more I tend to realize that it's actually only true to a degree.

I can hear it now being repeated from behind thousands of computer keyboards across the Internet, "Who the heck do you think you are to challenge this quote?" Ok I'll give you that much :-)

But bear with me for a second and ponder the quote for just a bit ok? On the surface it tells us that we must stand strong and push towards what we want if we wish to see it manifest in our lives! However, upon deeper thinking it kind of leaves a feeling of we're all alone in our efforts!

Here's the challenge though ok? Think back to any time in your life where you were *truly* alone in your efforts. Also you have to remember that when I say truly alone I mean to the point that it was just you and you alone. This means you can't count intervention from your friends, preacher, priest, nun, mentor, friends, words of encouragement that might have come from a book or tape (because in reality these are a form of another person sharing with us).

You get the idea now I hope. We're never alone! No matter how dark and destitute our situation might appear to us I promise you if you'll take the time to reach someone will be there to help you over the bumps! I should warn you though; help is likely to come from the most unexpected places. However, that's one of the most amazing things about life isn't it?

Forming habits - You had your new year's resolution all set. You knew exactly what you needed to do; maybe you even got off to a fantastic start! Then suddenly out of nowhere you realized that your goal is now out of site. Does this sound familiar?

If you answered yes let me assure you that you're not alone! If this has happened to you here's an approach that might help. Reaffirm to

yourself that most things are accomplished when we are able to form habits around them. Much in the same way that negative habits transpire in our lives so can we introduce positive ones. The thing to remember is that habits are formed while practice (either subconsciously or not) repetition of them.

Laying out our goals clearly is only one step in attaining them. Just as important is forming habits that go along with the dreams we have for ourselves. How do I form habits you ask? I should say here that the exact number of times an event must be repeated for it to stick is going to vary a bit from person to person. However, I have heard it said that after 21 day's of repetition it becomes a habit. Again this is will most likely differ from person to person.

So the next time you can't quite figure out why you couldn't stick with your intended goal ask yourself if you were able to stay with it long enough to make it a habit.

People need to hear that you care - One of the most important gifts we can share with others is that of acknowledgement. People feed off of other people and knowing that someone out there cares. Think about this for a second. How does it make you feel when you get an unexpected call from a friend just to say they were thinking about you? Or just to say "hi".

It has a pretty powerful effect wouldn't you agree? I think we all have a basic human need to be appreciated by others. You see when we take the time to write a quick note, make the call or simply send a quick e-mail we in turn fill a basic human need. We make others feel good by letting them know we took the time to acknowledge them.

True enough this sounds simple, but please don't underestimate the difference it can make in another day, month or even life! Make the call.

Building future leaders - As a whole we spend a lot of time filling our minds with various forms of self-improvement. Believe me this is good for us! However, I think what's equally important is the amount of positive's that we send to our younger generation.

I am certain I don't have to convince you of the positive results you we receive when we "flood" our minds with a self-improvement book or tape. It really can change our outlook on things. The results that we get are the same that our youth will receive as well. Why don't they take advantage of such resources you ask? It's fairly simple really. Their peer groups as a whole don't know about them. Thus our teens aren't taking advantage of them.

A lot of folks out there are cutting our teens short! As such they're turning towards things that in the long run don't lead to fulfillment. This is something I feel pretty strongly about (most likely because it wasn't to long ago that I was still a teen). With this said now the question is what can we do about it?

First we have to realize that every one of us was at one time or another in the same boat! We were all teens. Now ask yourself who was there for you when you needed someone to encourage you? Look for a young adult that you can reach out to and encourage. Make yourself a part of that person's testimonial! In addition to helping this person to realize their gifts you'll find extreme personal rewards as you see this person live an enriched life!

Life in its simplest form is really about helping others. As Mr. Zig Ziglar says, "You can have everything in life you want if you'll only help enough others get what they want".

Now's the time to start my friend. Use your personal testimonial to make a positive impact in another's life. When you do only ask for one thing in return. Make sure that when someone comes along in their life that they do the same. As one we are powerless, but as many we can change the world! One person at a time.

Chart your course - What would happen if a ship set out to sea on a long voyage yet didn't have the proper navigation system in place? Several things might happen actually.

The ship might float aimlessly until the captain decided to give up and come back home. Another thing that might occur is that over time it may actually stumble upon its destination. In each of the examples

the end result could have been drastically different had the crew simply charted their course.

The same rule applies when it comes to our own lives. Charting our course is basically the same thing as keeping a clear list of goals. My friend, the clearer an idea of where we want to go the better our chances that we'll have of reaching our destination!

People often ask me, "Josh if you had one bit of advice with regards to starting a business or looking for a new opportunity or direction in life what would it be?".

Admittedly my answer is a bit open ended; however, I do believe it does a good job of addressing question. We must be certain that what we choose to pursue is something that we place high value in. Don't go out into the marketplace attempting to sell something that you yourself don't value and believe in. If you don't believe in it it's going to be hard to get its value across to your prospect.

Another reason to do something your passionate about is that any under taking worth doing is going to take effort! Often a lot of it! Keep in mind that Rome wasn't built in a day. Since we know it's going to take time to get the benefits out of our efforts doing something we truly enjoy helps to take the 'edge' off of all the extra effort it's going to take as we move towards the things we wish to see manifest in our lives.

How long will it take though? - We live in a time where we want things yesterday. If not yesterday then today! Trust me I am as guilty as anyone when it comes to this line of thinking. Many are responsible for our adopting this attitude in particular e-mail, where we can send something in a second and if the person's on the other end we can have our confirmation in no time flat!

The problem with being conditioned into this frame of mind is that achievement with regards to our goals rarely works on the same time line. I have a feeling you can relate to this right? I know I can :-)
Instead what is far more common in life is that we go through a series of "no's" before we ever get to our desired "yes".

Therefore my friend it is absolutely essential to our own success that we adopt an attitude of persistence. If someone say's no, be willing to move forward and try again. Above all else remember that all good things often take time. After all if they didn't we wouldn't have much to look forward to would we? Keep on keeping on!

We all need to re energize ourselves at times - At times I find myself at times in a rather unique situation. You see, I truly love what I do. It is for this very reason that I find myself moving so fast that I don't fully realize that all around me there are wonderful experiences happening. That is I almost allow myself to be consumed with the tasks at hand.

Therefore every now and again I will plan a little get away for myself. I load up my vehicle (with several motivational tapes of course) and head on out to my destination. I can't even begin to tell you how refreshed it can make you feel. I truly believe that we all have limits as to just how much we can take before we need to re energize ourselves. Here's hoping you're giving yourself ample time to "refresh".

Because we're right in our own minds doesn't mean others are wrong - One of the things I find myself having occasionally deal with in my own life is my membership in the "My way's right club!" It's not as though this is something I necessarily wished upon myself, it's just something that over time developed as a part of my life. The reason I bring it up is because I think it's important, more importantly is that day after day I get a bit closer to turning in my membership card :-)

Believe it or not it's a bit more common than most people think. Even more ironic is that many of us don't realize we're members until someone takes the time to tell us so.

It's important to note that what I described above is very different from holding true to your convictions. What I describe is when we wind up taking things to far. When for whatever reason we just keep pushing and pushing "the way we think it should be" on those around us. Doing so can create a hostile environment around those we're closest with.

It also takes its toll on many of life's other areas. After all would you want to be around someone whom you felt didn't appreciate your opinion and you felt was always trying to change your opinion? If I had to guess I'd say no.

The good news is that once we acknowledge that such traits exist (even if they rarely ever surface :-)) we can begin to get past these little "demons" that try to sabotage our otherwise positive experiences and relationships. Being aware is half the battle. Combined with action we'll be able to turn in our membership cards for good!

Don't be afraid to build the dream - Attempting to live our life by our own design is certainly no small feat. Often it means doing without in the short term. It can mean going against the grain. Even meeting with some pretty serious opposition from folks that say that it just can't be done...

With all that said, it is still one of the most rewarding things that a person can ever achieve. You see once we start to make little gains in our own lives we begin to believe in ourselves more. Suddenly what we may have viewed as undoable now doesn't appear so far out of our realm of possibility. There's a famous quote that says "A man's mind once stretched can never return to its original form". The quote does a brilliant job of illustrating the importance of going for our dreams.

While it's true that we're never guaranteed success in our efforts, we can certainly take comfort in knowing that even if we fall flat on our face we'll still gain *incredible* life experiences and increase our knowledge (thus getting us closer to our eventual goals)! When I look at it in that light it almost makes me want to fail as many times as I can knowing that each time I'll get a bit closer in my efforts :-)

The next time you're faced with the question "what if I fail"? Turn that question around and ask yourself, "but what if I succeed?" The simple truth is that we have very little to lose with regards to our potential rewards.

Are you patting yourself on the back enough? - Chances are if you're moving hastily towards your intended goals you're not taking

ample time to enjoy your accomplishments. Doing so has so many rewards that it's something we should definitely do more of...

First off taking our due credit for a job well done helps to crystallize in our minds that we're making progress. This in and of itself is reason enough to "stop and smell the roses", as the saying says. Not to mention that acknowledging how far we've come so far helps to recharge our internal batteries, which gives us the get up and go we'll need to make things happen in our lives!

Simply put, take pleasure in your efforts! Doing so helps to remind us that what we're doing is worth the effort! Here's hoping you're well on your way to your own definition of personal success.

We're all a piece of a larger puzzle - If there's one thing life has taught me through my experiences it is that we are but one piece of a much larger puzzle. While one person's piece might be CEO of a fortune 500 company and another's that of homemaker we have to remember that neither is more prestigious or important than the other. Each serves its own unique and important purpose. You say you don't buy into that philosophy...

Ponder this for a moment then. With out the homemaker in the CEO's life would he or she have been as likely to pursue their goal of achieving CEO status? It raises a rather unique question doesn't it? Another thing that life has taught me is that where we are now has nothing to do with where we can end up. My friend, our lives are ever evolving, by taking simple steps towards the things we want to achieve in our lives we can make them happen! Now that's powerful stuff.

Make yourself a plan detailing what you'd like to see transform in your life. After you've got them written down take the time to write down the steps you think it will take to achieve them. Each day take at least one active step towards making these things happen. I have a feeling you'll be amazed by the results. Above all else take time to enjoy the journey.

I don't feel like I am making fast enough progress - I think this is far more common than most realize. It tends to stem from our being

so 'forward thinking' with regards to our own goals. Please don't get me wrong. There's nothing wrong at all with having long-term goals. That is as long as we take the time to acknowledge our personal success along the way...

I used to be absolutely notorious for "not feeling like I was making progress on my own goals". I would always find myself asking, "Why I am not where I want to be yet?" Then a friend of mine made me realize that I was in fact making a plenty of progress. It was just that I was biased by my future goals to the point that I wasn't taking the time to give myself proper credit for what I'd already achieved.

My friend, I encourage you to track your achievements. Don't simply cross out your goals as you achieve them. Instead write them out. Save them for future reference so that the next time you feel you're not making progress in your life you can break out the proof that you are!

The power of following up - Did you know that on average it takes eight follow-ups before a sale is made? You say, "That's great, but I am not in sales". Don't fool yourself here my friend. In some way, fashion or form we're all in sales. This applies whether you're a teacher trying to get a lesson plan across to your students, a business executive trying to lead an organization or a parent trying to raise a positive child. We're all selling...

While we might be selling totally different things we're still selling :-)
As such applying the simple rule of careful follow-up will certainly play an important role transforming things into reality in our daily lives. The bottom line is persistence can pay off in big ways for us.

If there's one thing that's absolutely necessary to our happiness it's being able to keep a good/healthy balance between our personal time and the time we dedicate to our work related efforts. Boy, this is one area I find myself constantly working on :-). If I had to guess I'd say you could relate as well, right?

What happens is we get all wrapped up in moving towards our goals and all the while we wind up neglecting other **very** important things. In particular the people in our lives (our real world relationships). Mr.

Jim Rohn (Visit [Jim's web site](#)) say's it so well when he states "When you work, work! But when you play, play!". Here the term "play" refers to the time we dedicate to our family, friends, the many things that are necessary for us to keep a "balanced" life.

In a nutshell continue to move towards your goals and do what it takes to make them a reality. However, along the way be careful not to weaken your personal relationships (in the end these are what it's all about). You may find that it's a constant battle to keep balance in this area. Trust me this is perfectly normal (remember anything worthwhile rarely come easy).

Keep in mind that "success" is not easily defined. Each of us places a unique label as to what constitutes "success". However, one area that we all agree on is taking the time to develop our personal relationships. As well as taking the time to enjoy our efforts.

I'm a big believer that positives and negativity can be contagious (for lack of a better word). Here's an example of what I mean...

Say for instance I'm feeling a bit stressed out or down in the dumps. Suddenly my entire day begins to take on this feeling. Certainly good things are happening as well, but I can only focus on the negative aspects (I bet you can identify with this as well, right?). Luckily the same example holds true when we introduce positives into our day (or have someone do that for us).

Here's a quick list for turning negatives into positives. Keep in mind that positive thinking is very related to trial and error. What might motivate you, might not me and vice versa. The key is to keep looking for what works :-)

1. Tell someone you appreciate him or her. This can be done with a simple phone call, letter, or e-mail. For added emphasis use details about what you most appreciate about the person.
2. Read and review lots of inspirational/motivational material. This does wonders for "fighting off" the negative feelings. I keep a series of tapes in my vehicle and my personal library of books within reaching distance.

Pot-it notes - I am sure you use post-it notes to leave tasks that need to be done. I have them posted all over my computer monitor. Consider using the post-it notes to leave quotes (to yourself or those around you). The advantage is that they stay right in view and don't get in the way.

Well, there's a short, but effective list of things to do. I'd love to hear what you do to inspire yourself or those around you. Please e-mail me at jhinds@technologist.com with your ideas.

The road less traveled - I am certain you know the road I am referring to. It may very well be that you're on such a path now? It's rarely an easy one and often filled with those that make claims that things can't be done....

Have you ever noticed that when you're attempting to pursue something new in your life you run across people that (often unknowingly) fill you with doubts? When this happens it's imperative that we keep in mind that it's not necessarily that they doubt us, but rather that they doubt that they would be capable of pulling off such an effort.

I think we all have a tendency to try and base a task on our own experiences. For example, you might say to me "Josh, what do you think of me climbing the highest mountain the world?". Now since I am not big on heights if I were to base your question on my own life experiences I would say that sounds like a crazy idea! The sad part is that if you were to take my answer as the absolute you might have missed another great adventure in your life.

Stress happens - It's pretty much a fact that at some point we're going to find ourselves stressed! Some perhaps more than others (I can tell you in the past I was known to be one of the "more" ..lol). However, to an extent we can take an active role in better managing our stress levels. Below I've included a few tips that might prove helpful (note: If you're feeling extreme stress it may be likely that you need help beyond simple techniques, if this is the case please consult your Dr.)

Now that we've addressed that stress happens (and it can be bad over extended period of time) lets go over a few techniques that can be used to help us manage our stress, ok?

- * Dedicate at least some part of each day to include a little exercise (notice I didn't say we had to run a marathon. A simple walk should suffice).
- * Eat more balanced meals
- * Try to get at least 7 hours of sleep a night.
- * Take a warm bath or shower.
- * When feeling extra stressed stop what you're doing and breath deeply. Try and use visualization to actually picture yourself relieving the stress (it may sound funny, but quiet time can do wonders).

The previous techniques should help in lowering your level of stress. However, don't rely on them as an end all either! If you're feeling a large amount of stress consult your Dr., it's just not worth taking the risk (disclaimer: I don't claim to give health advice, only tips on reducing stress that have worked for me).

Take charge and learn a new skill - If there's one thing I'd recommend it would be to embark on a never-ending journey of learning new skills and expanding your knowledge base! While many things change, there always seems to be a solid place for the person with multiple skills...

Another important thing to remember is that where you are now doesn't have to be where you are in a month, a year or 5 years. Amazing as it seems we can set out on a whole different journey by simply adopting the attitude of constant learning!

My friend, very few things in life can make us bullet proof! Yet acquiring various skills at least makes us Teflon coated (besides even if you never test your new skills in a job atmosphere at least it'll make the journey a lot more enjoyable).

The second half doesn't have to be determined by the first half! - Yesterday while having a conversation with a friend of mine named Miriam I was reminded of the value of keeping in mind that the day

could be separated in two parts! I asked her how her day was going and as it turned out the first part had been pretty hectic....

She went on to say that she had almost felt like packing it all up and calling it a day, when she decided to make a conscious decision to "enjoy the second half of the day!" I agree it sounds pretty simple, but that's exactly what she did. Just to test how it turned out I talked to my friend later and she did in fact have a good second half of the day.

You see my friend; sometimes life really is about slowing down and affirming to ourselves that we want to make the best of the day! Here's hoping you're having a great day. If not take the necessary steps to enjoy the second half!

Happiness is one big circle - "A circle? Are you crazy?" you say. Before you write it off think about this for one second...

I start out the day by offering a kindness to one person, who in turn shares a kind gesture with the next person they come into contact with who then says something nice to the next person. The next person in line does something as simple as sharing a smile with another. Suddenly what started out, as a silly statement isn't all that ridiculous is it?

The amazing thing is that brightening someone's day really can be this simple! Since we have no way of knowing just how far a "random act of kindness" will carry why not give it a try? It might even make its way back to you.

Be careful how you say it - It's important to remember that each of us has our own level of sensitivity with regards to how we take criticism. Knowing this we must keep in mind that if we're not careful with the way we express our thoughts we may turn out doing more damage than good!

For example, recently I read where Sigourney Weaver (actress) was told by a professor that she had no talent. She went on to say that had the experience not happened she felt she might have gone after a much broader array of roles early on in her career! Furthermore she

stated that it took nearly her whole career to get over the fact that someone told her she had no talent.

The bottom line is with it being so easy for us to be "encouragers" we need to keep in mind that the people we may be talking with are capable of so much more than we may realize! Therefore we don't want to be the difference between them feeling confident in reaching for their dreams and not attempting them.

If there were one bit of advice I'd offer with regards to finding personal success it would be to try and align your goals with the things that you find personal enjoyment in. We've all heard tale of the person that finds a way to make a living from their hobby....

What we don't hear near enough is that it happens more than we may realize! What's interesting is that it's actually easier than you may think. Achievement of just about anything is going to take its fair share of time and effort. This much we do know. Therefore focussing in on the things you enjoy only makes sense. By doing so we get a big plus in our corner in that suddenly we don't "dread" doing the mundane tasks that are necessary to find the often illusive prize of achievement.

Please don't misunderstand me here. More than likely it's still going to take effort and a lot of it! However, being one that truly enjoys what he does (and having done things in the past I can't say I did) I say without reserve that it does in fact make the journey a bit more bearable.

Here's hoping you're finding enjoyment in what you do. Above all else keep in mind that the enjoyment of life is a *huge* piece of the prize of personal success.

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It's just a different experience is all - in my spare time I do a bit of computer tutoring. If there's one thing I always hear when we first start out it's "you'll have to put up with me as I am computer illiterate". The first thing I do is point out that they're not. Rather they simply have a different experience is all. Then I'll go into further detail explaining how if I tried to jump right in and do what they do now I'd be completely lost as well. You see my friend. It's not that we aren't capable it's just that we've had different experiences!

The next time you're working with someone who you know doesn't feel comfortable in the new task, try the approach above. I think you'll be amazed by how it will put the person in the "perfect" learning mode. It's worth pointing out that I follow-up by saying "I wouldn't be the least bit surprised if by the time you learn this I am not asking you questions :-)...Putting people at ease when it comes to learning new things is one of the most powerful and useful skills we can adopt no matter what it is we're teaching.

Include your loved ones in your success – On the surface this sounds like a real no-brainer doesn't it? Then why is it that so many of us don't do it? We move 100 mph towards our intended goals not realizing that we're inadvertently alienating the very people that we're

working so hard for. I think that what happens is we take for granted that they know it's all for them anyway...

Let me be the first to tell you right now not to assume they see things your way! Take the first chance you get to bring your loved ones and friends into the process. Life is a lonely thing when someone feels left out of the process.

By affirming and bringing your family and friends into the process your old feelings of "doing it alone" begin to subside. We can better understand that people do care about what's happening in our life and best of all we'll gain some really great allies as we continue to move fiercely towards our goals.

It really isn't all that difficult to accomplish. Simply make it a point to tell those around you about what you do, who you met, how the meeting went. Our loved ones want to know what's happening in our lives and they want to know that they're a part of it. The only catch is we have to allow them in.

Visualization as a tool for achieving intended goals - Visualization is a tool that can be applied to just about anyone's intended goals. Why does it work so well? Now that my friend is the \$64,000.00 question! I think more than anything it allows us to more clearly see that which we want to achieve. For example, you tell me you'd like a new car. By itself this doesn't sound to exciting does it? Well guess what, It's likely not exciting enough to make your subconscious do the things it needs to do to move you towards the goal either...

Instead lets try adding a little visualization to the statement instead. See yourself shopping for that new car...It's red, or perhaps black. It's the perfect size to take your children to little league or maybe spend a night out with friends. We're driving around town in our new vehicle and having a great time. You see my friend; the key is that with the right amount of visualization applied we allow our minds to see objects as real things that are indeed reachable.

The best part is visualization can be applied to many areas and be just as effective. You say you have a meeting with the boss? Try running through the meeting in your mind. Imagine it going extremely

well. Above all else make it as real as possible in your mind. Applying visualization techniques can help to subconsciously program us for achievement.

Commit it to paper – You have the idea so therefore you have within you the ability to make it a reality. Admittedly it may not always be obvious, but rest assured deep down you're capable. The catch is that often we don't lay the correct foundation so that we have a plan as to what it will take to make the idea a reality. First off we must understand that things often don't just happen. Rather they are the result of following out carefully planned steps.

Say you wanted to take a trip. Most likely you'd take the time to chart your course wouldn't you? You'd at least take the time to know where you were headed! This is the same idea behind achieving our goals, yet you'd be amazed by how many folks simply go day in and day out without having a basic plan of where they're headed.

The main thing to know is that your goals should be committed to paper. This is the same as having a map. Each time you begin to feel as though you're drifting away from what you want you may simply refer back to your goals. Sounds pretty simple doesn't it? Well that my friend is because it is!

Even so there still are so many people that go along without a charted course. I won't lie to you here it's going to take commitment. It takes the understanding that all things are changing. Life is about change! The better we become at adapting to life's changes the better prepared we will be.

You're Not Alone! - I'll be the first to admit that some pretty awful things can happen in one's life. Let's think about this for a second... We lose people that we've come to know and love. We experience breakups that at the time we just can't make sense of (and just know will never get over)... We might wind up in a career that we're just not happy with. Wow! with the list above it's no wonder we don't always feel at our best...

Here's something I bet you don't hear much... If you've ever felt this way it's ABSOLUTELY ok! You're normal my friend. There's no rule

written (I know of) that says we can't get down at times. The catch is we have to continuously remind ourselves that our lives are NOT going to be that way forever!

I assure you my friend, for every love I have lost, another has found their way into my heart to help fill the void. Unfortunately life doesn't give us a time frame for when that person will appear. This is where faith in the unknown will play a big part. Having faith is no small matter, but there's absolutely no substitute for it.

Many of you know I am from Alabama, as such it's a given I love my country music :-). So if I might borrow a line from my favorite Leanne Womack song "If you're given the choice to sit it out or dance... I hope you Dance!

Make Persistence Your Ally - There's an old quote I love that says "Those who say it can't be done are usually passed by the one doing it." I've tried to adapt this philosophy in my own life to the point that rarely do I have to look back and say "what if I'd only tried?". I won't begin to tell you that every idea I go for is a raving success. That wouldn't be shooting you straight...

I can say that at least giving it a shot does wonders for me not having to wonder if the idea would have worked or not. Just knowing that is worth gold to me.

The record books are filled with ordinary folks that for whatever reason simply would not give up trying! Upon studying the lives of great achievers it becomes clear that persistence, more than anything else was these people's greatest ally. Make persistence your friend as you set out on your path of reaching your goals.

There's a wonderful saying that goes "Believe in the power of your dreams". The reason I am partial to this quote is that life's taught me that in the beginning of all ideas very few people are going to be there to get behind us! Therefore we have to be sure to seek positive Council. It's important to note that those around us aren't trying to be cruel. More often it's a case where they simply can't fathom anyone achieving such a task. Much less someone they know. In other words to admit that those close to them are willing to

move towards a goal that they can't get their imagination around would be internal defeat. So in order to combat their feelings they move into a kind of natural state of denial, and doubt begins to cloud the advice they are giving you.

Therefore we have to keep in mind that in cases like these it's not personal! By the same token it is imperative that we're careful about who we go to for advice. Look for those that in the past were willing to move out of their comfort zone and go for their goals.

Please don't misunderstand me, I'm not saying we should only seek the advice of those with "rose colored" glasses. Just be careful to make sure their not counting you out on your idea simply because they can't fathom it themselves... Your friend in cyberspace, Josh Hinds

I hope you've enjoyed this :-) Even more important I hope you've

found some ideas that you can impleament in your own life. My friend keep in mind that the journey of self-improvement is very much an ongoing search. I invite you to visit our web site (<http://www.getmotivation.com> often I feel confident that it will offer an ongoing source of motivation for you :-) ...

Your friend in success, Josh Hinds :-)

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