



“Something to think about”

article 2

So, what are you doing about it?

With more than 250 days to go of the 365 days you have this year; it is still early days in 2011. However, it stretches before you like 250 blank pages of a personal journal.

How will the pages of your journal read by the end of this year; that's the question!

Will it tell a tale of struggles and misery or will it be a story of wealth, happiness, health, romance and wonders of prosperity?

There is one thing I know for sure, what is written on the pages of your journal will be authored by you, written by you and actioned by you.

We get to write our own script and we get to star in the movie; we also get to play the main character. What ending will you write? What ending do you want? And how would you go about getting it?

These days more than anything else, life revolves around learning what you can do, if you choose to. The really useful stuff people want to know about; such as living a full life or running a good business is not always found on book shelves, or in text books nor in their school education.



I actually have some expertise in these areas.

Running a good business and living life to the fullest is all about experience.

“Let your past be the school teacher for your future”.

You know what, every time I get off stage and after looking at a sea of faces, I ponder a while as I am asked by so many, “how do I take my life or my business to the next level?” The knowledge and the opportunities are out there, many people are willing to share and help people do better, but ultimately it's always up to the individual, some go forth and make it happen.

What's happening at your end?

Others however will do very little or nothing at all to help themselves improve their life, the pages of their journal will be full of blame and justification of the things they couldn't do, for one reason or another.

“I should have done this, I should have done that, I shouldn't have done this and I shouldn't have done that... and by the time they are done, they have should all over themselves”.

Negative thinking can deter people from reaching their full potential, as I said it is ultimately the choice of the individual to... “Continue to do the same old things and you will get the same old results”.

People want to succeed, but sadly most people are held back by their own negative thinking and just sit on their butt and hope for the best, great results or poor results; you are the one to make it happen! Whatever that it is for you.

To increase productivity and performance, working with as many people as possible is better than working with a few or none at all. Options come in the form of Family, Friends, Teams, Clients and Customers who all make up the rich mosaic of People.

Let me explain.

Lots, not all but many people waste lots of energy, lots of time and lots of money on things that have little

impact on their personal and/or financial position. Your business and your life both improve by implementing changes and always looking for a better way, that's what makes the difference....

That's the bottom line! By improving your performance personally, working on the stuff that matters, working with the people that count, will improve everything around you. Everyone's a winner!

“crossroads & roundabouts”

The book I have written, is not so much about business but more about improving what we do in our life, the stuff that life seems to throw at us, the opportunities and difficulties we all get and how to work with the cards we are dealt.

Let me be perfectly clear here. I have no magic wand, no secrets; however I do offer you the following proposition. It is all in the Art of Attraction. You attract into your life the things you think hard and often about. Think hard and often that bad things always happen to me; then, bad things will always happen to you. On the other hand think hard and often that 'good things' will come my way; guess what, 'good things' start to...

Of course, many will not even make the effort to change the little things they need too to improve their life. People who do will win in the long run. I even know in advance some of the excuses some people are going to give... and not do as I suggest. How do I know? They are the same excuses nearly everybody (including me) always gave for not doing something which would make life better. One of those reasons is, “I haven't got enough time...”. Well that reason doesn't cut it anymore, stop and think about it, and let's face the stark reality, most of the time the greatest barrier we face in most things we do is ourselves. Things *can* change and some things *can* make a big difference to your perspective and opportunities.

ray's "Something to think about"

Let's go back to where I started... I'm standing on the stage, looking out at the sea of faces and I have an incredibly difficult task ahead of me. The hardest thing for a caring teacher to do; is not explain something properly to the audience, no that's relatively simple. No, my real challenge is to make my message REAL, to make it hit the spot, bearing in mind the REAL and spot is different to each person in the audience.

You see, anyone who understands REAL; what it's like to have lung cancer, would never smoke, and anyone who understands REAL; the truth of how even the smallest of change will change their lives, will make the changes they need too.

I have failed and I have succeeded many times, I am becoming an expert at not making the same mistake twice, and learning both financially and personally from every stupid thing I have ever done.

The fundamentals of life and business have not changed. What you needed to do to be successful hundreds of years ago is no different to what you need to do today, if you apply them, the chances of become extremely prosperous and happy will be magnified.

Good advice ...

Highly effective people make it happen easier than others..

1. They do what they said they would do, when they said they would do it, exactly the way they said they would.
2. They are there when they said they would be.
3. They call when they said they would call.
4. They deliver when they said they would.
5. They are people who can be counted on by keeping their word every time.

If you do everything right and all of the above will you be successful! Not sure?

You can do everything right and still sometimes it all goes wrong.

I can't guarantee your success only you can, however, do nothing and you may be guaranteeing your failure. Go and do what you need too... it's really that simple to make it happen for you.

You see, you really do get to write your pages of your *journal*, and it can have any ending you want. It's a neat thought isn't it?

Managing Change

Throughout your life, Managing Change is certainly going to be a constant. Whether it is big change or a small change, make use of the tips in this article to help you change the process smoothly. Take account of these four key steps:

1. Build a Sense of Urgency
2. Create a Clear Tomorrow
3. Have Clear Actions and Expectations
4. Change Begins With You.

Build a Sense of Urgency

For most people, any change is uncomfortable. Therefore, when managing change, see that whatever you have been doing in the past can no longer take place if you are



unhappy with the same result.

Create a belief that, 'You can do better!' You do this through finding compelling and real evidence that you can feel, see, touch, taste, smell and above all sense you're REAL and that change must happen and happen now!

Create A Clear Tomorrow

People want a clear, simple to understand 'promised land' to which they can travel.

It is essential that you feel connected and share the vision of a new tomorrow that you can buy into.

Remember the glory of the golden past - but promise a brighter future to yourself. And most importantly, remember to celebrate once you're on the path to the new way.

Have Clear Expectations

What Gets Measured and Rewarded Gets Done and Done Well!

Three levels of change:

1. Aware of
2. Accepting of
3. Committed to

Change Begins by looking in the Mirror

Get clear on the actions that reflect your vision of how it will be once the change is underway (use the technique of visualisation) and then demonstrate via your actions your belief that the vision will come to be and is worthy of your efforts.

Live your vision consistently by action i.e. walk the talk. Speak with conviction about the changes you are about to make. But remember it is better well done than well said.

Daily interaction with people is your opportunity to drive this home and communicate your vision.

See you in the July issue of "something to think about"