

Committing Right To The Last Minute

I want you to think of all the people you know who talk about what they want to do and then think about the ones who back out at the very last moment.

Sometimes there are things that we want to do that, for whatever reason, don't work out and can't be done. But I'm not talking about these occasions. What really interests me are the people who dream about what they want, talk about what they want, can have what they want but won't take that critical step to make it happen.

This newsletter is really about asking yourself the question

"Are there any real obstacles in my way or is it just my own doubts and fears?"

Last week I was lucky enough to be doing some business training in Marrakesh. The two highly successful leaders of the event both commented on the same thing. They were both much more interested in what could be done and what needed to be done rather than comments people were making about what couldn't be done.

The fundamental question in my mind was,

"Was their success down to their intelligence, ability and knowledge or was it down to their sheer desire to make it happen?"

To be honest I suspect it's both but there were lots of people in that room who were equally as intelligent and only some had the absolute mind set of focusing on what they wanted to achieve.

Do you concentrate on what you want or what you think can't be done?

Best wishes

Stephen

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