



MASTERMIND

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Keeping the Faith

When we look at the entire picture of an organization and life, there are many concerns and problems and it is sometimes hard to keep the faith that things are getting better or improving. Recently, for example, it has been hard for many small companies to hire and retain good people. Thus keeping the company going on a daily basis seems to the owners and leaders a daily chore. In a small business, the problems of cash flow and accounts receivable can always present a problem. We, as people who are striving for success, set high goals and are often disappointed if they are not reached as fast as we would like. As sales people, things may just not go as we would like them to be. At the same time, our family members are calling for us to spend more time with them and sometimes this is just not possible.

We live in a society where wealthy, famous and successful people are almost worshiped. Microsoft's Bill Gates appears on the covers of magazines with his semi-nerdy face and it is announced he is now worth 35 billion dollars! Tom Cruise, whom my wife has told me she would definitely leave me for, gets 17 million dollars a movie. The O.J. lawyers sign another book deal and get their own talk shows. All of this happens, and some of us struggle daily to figure out where the money will come from to pay our personal and or business bills due for the week.

I've noticed that many of my clients and certainly myself also often wonder *if it is all worth it?* It becomes a struggle to put it all in perspective and you feel some shame and guilt that you are not an instant success. In the past year, upon getting into overwhelming debt, a TV game show host committed suicide. You may sometimes even ask yourself how you are doing and barely be able to say, "I am able to sit up and take nourishment."

Driving Business to Peak Performance!

It is during these times that I propose we step back for a moment to take a look at the little things that we tend to ignore. That we take an inventory of all the pluses in our life and business that we **do** have and that *makes us happy*. What are the things that you really feel good about? What are the little joys that exist around you? What are the small victories that have occurred in your life and business? This can be as simple as:

1. My trees on my lot are growing larger.
2. My wife and I have a loving and understanding relationship.
3. I am very proud of my new house.
4. My team member, Jim, just had a great recent victory.
5. I have lived by my values.

Most celebrities featured weekly in People and other magazines seem to be successful but constantly divorcing and acting childlike in their quest for fame. Within your current relationships, your friendships, are you more grounded? We have experienced the “service” provided by giants like TCI Cablevision and GTE. Is your own company providing *better service* and building a *trusting relationship with your clients that is long lasting*? The goal is not to compare yourself to others but to define for yourself your own basis of satisfaction, joy and happiness in your daily life. Your joy is based on your own values, your own community, and your own family.

What little things can you celebrate in your life that bring you true joy?

1. *Why does this bring you happiness?*
2. *Why does this bring you happiness?*
3. *Why does this bring you happiness?*
4. *Why does this bring you happiness?*
5. *Why does this bring you happiness?*

6. *Why does this bring you happiness?*

7. *Why does this bring you happiness?*

The above items can be anything. Within life, we have many areas that can bring us joy and happiness:

- a. Family
- b. Career
- c. Hobbies
- d. Friendships
- e. Spiritual areas
- f. Physical Health areas
- g. Educational
- h. Financial
- i. Music, Art and Literature
- j. Nature
- k. Interests
- l. The Weather.
- m. Etc. Etc. Etc.

Look around you and inside you for the things you really like or love that bring you happiness. What events have occurred that you wish to celebrate? What new insights have happened? What new procedures have we added to the company we work for? What new clients have we gained? Take an inventory of the things that are *fantastic* in your life. What small victories have we had as a company?

It could be as simple as “I just really love what I do.” Or “My wife and I are working through our present crisis together”. Or “I have gotten closer to my nephew or mother-in-law.” It could be “I’m really happy that it rained the past two days

since my grass really needed it. Or “I really enjoy working with this person.” Or “My daughter learned something new last week”. We need, as the Beatles song once said, to “Come on and feel the joy.”

Let us take the time to do this now..... Fill out the above list.

The whole point of this being that it is really the little things in life that make it worth living and within the whole spectrum worth going on. To live we must decide that we choose to live. At the moment of greatest crisis, a little voice yells out from inside us, “yes, but I do love life and will go on!!!” This allows us to live in joy rather than in desperation. ***I say this because I see this desperation in many of my companies.*** However, when we take it all into account we are still here, we are still alive and we have things happening that are special to us, important to us, meaningful and worthwhile to us.

This list, which is constantly being added to and updating, helps keep us out of the funk we tend to get ourselves into. In the face of the most *profound challenges in our life (and this may be happening to you right now)*, this inventory of your life and its joys, delights and reasons for existence helps you to keep the faith. It radiates through your heart going out to the *community, to your family and team members*. Thus it can help others to keep the faith, too.

Our task is to daily keep this growing list of life’s joy in front of us with a realization that *life is to be lived*.