



Walking Your Talk

Leaders in every field agree that there is a shortage of people who get things done. People who get results. That is great news. It's an opportunity for all of us. What that means is that if you want to move up in your field, all you have to do is to start getting results. So how do you do that? By becoming a person of action. Massive action!

Having good ideas is not enough. Even having great ideas is not enough. Ideas are a dime a dozen. However, people that implement ideas are priceless. Everything that exists in this world is the product of an idea that was acted upon. Even the chair you're sitting in.

Successful people are active. They get things done. They don't waste any time. They have an air of urgency about them. Passive people are not successful. Passive people procrastinate. Put things off. They wait for everything to be perfect before taking action.

Well, I've got news for you. Conditions have never been or never will be perfect. What if Eisenhower had waited until conditions were perfect to invade Normandy? What if Kennedy had waited until conditions were perfect before deciding to put a man on the moon? What if Columbus had waited for conditions were perfect before setting out on his voyage?

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When you are about to take a family vacation you probably don't wait until all the lights are green. You get started, and you handle the red lights as you come across them. Use that approach with everything else.

Do something. Get started. Move! Get some momentum going. If you don't, you'll regret it and you will be filled with stress. Stress comes from not doing what you know you should be doing.

Once you get started, once you are in motion, your mind starts focusing on how to get the job done. As soon as you get in motion you move ahead of the competition – all those poor souls that are still “thinking about it.”

Action produces confidence. Inaction strengthens fear. Just think about when you were a kid on the high dive in your neighborhood pool. The longer you waited to dive, the worse the fear got. But once you decided to dive, the fear was gone and you spent the rest of the afternoon diving. Taking action made it fun. Exhilarating.

You know what you need to do. Do it now. Get going. Get started. Become an action fanatic! You'll be glad you did. If you're not willing to take action, do us all a favor and **STOP TALKING ABOUT IT!**

Put it into action:

What's the one thing you can do in the next 15 minutes that will propel your dream forward? Why aren't you doing it? Your new mantra needs to be “Do It Now!” “Do It Now!” “Do It Now!”

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