



The Power of Being Flexible

We live in times of constant and rapid change. Because of this, one of the most important qualities you can develop to succeed in the 21st century is the quality of flexibility. Flexibility means approaching life's circumstances with an open mind ever ready to make course changes.

The opposite of flexibility is rigidity and hard-headedness - the unwillingness to change in the face of new circumstances. You must learn to be flexible because whenever circumstances change, the person that can adapt first will win.

Some people focus on how things “should” be. Things will seldom be as they should be, so focusing on what should be is a waste of time and energy. “Should bes” are meaningless. The only thing that matters is what is.

Whenever you are trying to accomplish something, don't worry too much about how you “should” go about getting results. Focus on whether you are getting results. Is your approach working? If not, change your approach.

Be open to new ideas and information. One new idea could literally transform your life. It could make or lose you a fortune. That is why reading is so critical to success. Because in the information age, whoever has the best information and acts on it, wins. And that's why having a coach or mentor is so important. Because coaches are experts in their field - counselors that provide the best information.

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There are three statements that you need to start using more if you want to be more flexible. These statements are tough to use but they will save you time, energy, grief and pain. The first one is, "I was wrong." The second one is, "I made a mistake." And the third one is, "I changed my mind."

Start using these phrases and you'll instantly become more productive. Next time you realize you were wrong, you made a mistake, or you changed your mind about something, say so, and everybody will get on with resolving the problem or achieving the goal.

Admitting you were wrong, you made a mistake, or you changed your mind is not being weak. On the contrary - it's a mark of courage and character. People will look up to you.

It's tough to use these phrases but if you want to accomplish great things, you need to make a decision to put your ego aside. You see, you can either be right or you can be successful. It's your choice.

Put it into action:

Always focus on results. Be open to trying new approaches to reaching your goals.

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