

Decisions Will Dictate Your Success

The greatest revolution of our generation is the discovery that human beings, by changing the inner attitudes of their minds, can change the outer aspects of their lives

- William James, Harvard Psychologist

Decide to make today the day. To achieve your full potential, you must learn to make decisions and to harness the power of your most valuable asset...your mind! Let me begin by reminding you that you have both a conscious mind and an unconscious mind. You should be aware that whatever your conscious mind wants, your subconscious mind will accept. It is not capable of an argument. If your conscious mind commands your subconscious mind that you are not deserving of a new job, raise or promotion, your subconscious mind will work tirelessly to make it true. Conversely, if you instill a positive thought that you truly deserve an accomplishment; your subconscious mind will work to make that a reality. All of your internal dialogue and self talk should be aimed at moving you closer to the attainment of your life goals, including your career calling.

Research shows that people use only about 10% of their brain capacity, some even less. Although we have not personally met, I will make the bold prediction that what you are capable of is much, much more than what you have demonstrated so far to date. Will today be the day that you decide to make your life consistent with the quality of your spirit? Remember these words, "I will not be denied." You cannot be denied in your quest to find your purpose, your passion, your power, your profit and your peace of mind. It is time to strengthen your decision-making muscles and pursue your career calling. And the way to improve your decision making is to start making more of them and become conscious of them. Any skill you possess gets better and better the more often you use it, doesn't it? Make a decision to find your calling and also to design your life instead of just being subject to the whims and the push and pull of every day occurrences. This is the most important decision you can make, to take control of your personal and your professional life. This is an important thought, "Who you are is not a function of what has happened in your past, currently, or in your future. Who you are is a function of what you choose to focus on." For a lot of people, life is like being thrown into the river rapids; and the current pulls you wherever it wants to. I call it "current events" – when you come to forks in the river, you don't make a decision, you are subject to whatever direction the river pushes you.

Decide to set goals. Goals are simply dreams with a deadline. The process of goal will set in motion your conscious and unconscious mind to achieve whatever it is that we set out for you. I would suggest to each of you, that most of us have had very similar opportunities in life -- both our personal life and professional life. I would just suggest that some folks have acted differently, and more decisively than others. And it is those decisions -- the ability to act -- to take action -- that very often, in my experience, separates the successful person from the person who is still searching for that success.

Decisions will shape your life. Do you have the insight, the guts, to make a decision when a unique opportunity presents itself? Or, do you procrastinate, delay action? The key, folks, is to make that decision.

I want to talk to you about the difference between “preference” and “decisions”. You know, most of us don’t realize the importance of being able to make a solid and sound decision, and we’ve kind of clouded the difference between making a decision and what our preferences are. Anybody can tell you what their preferences are, what they hope for. Very few people can tell you what they’ve decided to do. The difference between a preference and a decision is that when you make a decision, you leave no other option.

Henry Ford once said. “If you believe you can do a thing, or believe you cannot, in either case, you’re probably right.” Helplessness, worry and apathy are adopted behaviors. If you have these behaviors, you have made a decision to adopt them and allow these in your life.

When the company I founded, *CareerT.E.A.M.*, set out to assist 5,000 welfare recipients obtain employment, become economically and emotionally independent and transition off the welfare rolls, we adopted this same philosophy regarding decisions. Our strategy was to make getting off welfare, not a *should*...but a must! Our key was to change their belief systems...Our staff fostered an environment of a fresh start.

Our students didn’t have a preference to become self sufficient, instead, they made a decision to become independent with no other alternative. We did not offer welfare recipients a *preference* of a new lifestyle, we asked rather that they each make a *decision* to commit their heart and soul to no other alternative than to be self sufficient, to no longer rely on a government check to feed their family, clothe their babies, send their children to school, buy a car or go on a vacation. This single mandate made all the difference in the world and we employed over 5,000 clients!

In your life, your success or failure in obtaining your unique and compelling career calling will be a function of the decisions *you* make in your life. Who you network with, what risks you take, what jobs you quit, where you choose to live are all important decisions that will dictate your success or failure. Your decision to go back to school, your decision to get married, your decision to have children, your decision to drink, your decision to smoke, your decision about your health and fitness and lifestyle and religious beliefs, those decisions ultimately shape who you are.

If you were thinking about making excuses about where you came from, how your family failed you or how you weren’t afforded the right opportunities, stop right now! These excuses are useless! We all know people who have had advantages, whether they are genetic, environmental, whether they are family advantages, whether they are educational advantages, and yet we constantly hear about people who come from a place where there are no advantages who overcome those barriers and who wind up having exceptionally abundant lives. And when we read about these individuals who overcome barriers of belief or poverty, or lack of education, or physical handicaps, bankruptcy, we remember that the human spirit has an incredible power within it; potential which can be tapped and utilized.

Success isn’t an entitlement for the rich or the wealthy or those born into fortunate circumstances. It’s yours. It’s right before your eyes. You just have to develop the courage to claim it and incorporate a strategy to find your career calling. And that’s my job, to help you manifest and develop that courage and realize the true potential that you have within you so you can go out and claim what is rightfully yours -- your calling.

Decide to guard your mind. I am personally very worried about the culture that we live in America. And I think the quality of our lives and the attitude many young people exhibit is disconcerting. We have an epidemic of low self esteem. The majority of people have lost touch with their authentic selves, because the information age is bombarding us with negativity. And if you don't guard your mind, it is very easy to succumb to everything that is out there.

Napoleon Hill, author of the classic book, *Think & Grow Rich*, said it is a self-fulfilling prophecy that “*you will become what you think about.*” The sum total of what you deposit into your mind is what you will become. Garbage in, garbage out! If you want to find a problem with your career or why you will never obtain your unique calling, guess what, you'll find it. The bible taught us that “*seek and you shall find.*” If you're looking for an excuse to fall short or the negative, you will absolutely find it. But conversely, if you seek out the positive, you will find that instead. Is the new message in America today “*expect very little, this way you won't be disappointed*”. I hate people who say, “*be realistic.*” That's a fancy word for saying, “*be negative - don't expect anything.*”

Some people say, “I'm going to try, I'm going to try,” and then they say, “Well, I tried, I gave it my all, and look what I got. I got nothing, so why even bother?” This is a very dangerous place to be. You can never achieve your career calling if you adopt that defeatist attitude. A little negativity can go a long way towards destroying your career dreams. Remember, negativity is like poison. You don't need a quart of poison to kill you. Sometimes all you need is the tip of a poisonous arrow. It doesn't take a lot of negative thinking to destroy everything you've worked for. Be careful who you associate with and take advice from!

Decide to define and create the future that you really want and deserve. Researchers tell us that we are only using 10% of our brain capacity. And it is that potential that I want to help you tap into so you can achieve your career calling and leave a lasting legacy of class and excellence. And I firmly believe that the first and most important aspect of this process are the decisions that you make in your life. Fill your mind computer with positive images, thoughts and beliefs. Excellence in, excellence out!

Some people choose not to make any decisions and simply wait for fate to direct them. If you don't make decisions, or you make a decision that life is fate and you choose be directed and manipulated by the ebb and flows of life, that is also a decision, albeit a poor one. By doing this, you are disempowering yourself because you are putting your fate in a different scenario, not your own. You are victimizing yourself and relinquishing control of the process. Remember, *you* control the game! As my friend says, “good things may come to those who wait, but only those things left behind by those who hustled!”

Coming from a dysfunctional family, having limited opportunities, being born to a certain race or gender are not excuses that are tolerable for why you aren't where you want to be in your career. These are merely conditions of your life. Again, most important are the decisions that you make and your ability to commit to seeing them through.

Decide to make today be the day that you decide what makes you unique and compelling. Apply these attributes to a career that allows you to contribute and enrich the lives of others. Your true career potential is much, much greater than what you have been

demonstrating to this point. Let today be that day. Making a true decision is one that eliminates any other possibility other than the calling that you seek. Working for the money is simply not an option! You are no longer interested in attaining your career calling; you are absolutely committed to it. There is no other alternative. Don't become one of the many working individuals who dislike their job, blame the boss, or are directed by their external environment. Choose to carve out your unique place in the world, a place where you are afforded the opportunity to contribute your reason for being; your unique and compelling values and standards.

Decide to anticipate the future! The problems we encounter downstream, that is, five minutes before we go over the side of Niagara Falls, could probably be avoided if we made better decisions upstream. People often sabotage their professional life. They create the worst-case scenario for themselves and they will never be able to overcome those limiting beliefs because they build it up so firmly in their mind that they will never be able to associate anything positive to the endeavor. Some people get to the point where they link such pain and anguish to being disappointed that they stop even trying. And so they ultimately sabotage any, any progress in their life because they associate negativity and pain to the rejection. And they remain stuck in a dead end job. And the final result to this is we have extraordinary people who settle for mediocre lives.

I suspect only about 20% of us really have found their career calling and take pride in what we do and experience passion on a daily basis. The other 80% are mired in fear, uncertainty and doubt. You don't want to fall into that trap. You have a unique set of gifts to make, peel away the conditioning, fear and apprehension and show the world what you have to offer, the real and amazing you!