

Successful People are in the Minority

In business, sports, health, finances, and well, in life in general, whatever area of life we look at, we see a minority of people conquering areas of life to grab hold of their own success.

You may have heard the statement “You have to have a WHY that makes you cry”, meaning a definite WHY, a Purpose, that you have your personal feelings and beliefs attached to because, honestly, success is a lot of work, and if you don’t know why you’re willing to have people say no, or laugh at you, or talk about you, or bring up your failures and struggles, then you will in fact QUIT! Sure, you can tough it out for a bit, but little by little you will stop stepping up to the base with bat in hand as much. You’ll find excuses to be “doing busy” verses “busy doing”. It won’t even be a conscience decision, and if it is, then it will be a justified decision.



If you’ve ever golfed with me in the past, first let me say “I am sorry” but secondarily you may have heard me be a satisfied survivor. I enjoy golfing, though I haven’t played for several years now. I enjoyed going out and walking the course and spending time with my friends/golfing partners. I enjoy it, but I am not good at it. In years when I was playing more frequently, I could agree to play a round, but I couldn’t justify the financial and time investment to hire a professional to help me get good. I justified that it was fine for me to just buy more golf balls. If you ask friends I played with they would most likely remember my golfing motto. I spoke it frequently after a poor shot: “I am just looking for forward progression.” That’s a survivor’s motto. I just wanted to hit the ball, and have it move forward, I didn’t care how far or how straight. Just forward. I played the game but had no burning desire or willingness to personal invest in taking the steps to really succeed at it. I justified that I couldn’t take the time or resources to be better.

Mr. Henry Ford was quoted as saying, “Whether you think you can or whether you think you can’t... you are correct.”

We all justify in our life. It might look like: “I just need to survive this _____ (Fill in the blank), or “If I can just get by until the market changes, the economy changes, or until people start hearing about my business, my widget, or my service.”

I Just Need to Survive! Survivors aren’t necessarily successful, BUT they are still in the fight. If success were defined as “taking the door off the hinges when you come through,” then surviving is “just barely squeaking in the door as it gets shut behind you.” Can you picture that moment in *Indiana Jones* when Harrison

Ford just barely rolls under the closing stone door just in time to reach back in and grab his hat? So close that you squirmed as you see it in your mind's eye? That is a moment of survival and it's truly a very good thing. The survivor is still alive and still in the fight. That means they can take the actions and be successful. Only those that quit lose the ability to be successful. Everyone else still has a choice. That said, survival is just barely in the right place, so it is no place to linger or celebrate. Let me explain.

The real estate fiasco in 2006-2007 was tough on everyone. I personally came out of that fiasco pretty damaged. I was fully vested in real estate at the time we crashed, and we crashed hard. I even lost the family home that my kids grew up in. We survived the crash with life and limb and love of family, nothing more. I survived! I was not successful but grateful to be alive and be able to move on.

From Survivor to Success. I believe you will find that successful people walk in the door with burning desire in hand and are intentional about making as many moments of their life fit together in a way that ultimately creates the finished puzzle of their success. John C. Maxwell stated in his book *Intentional Living* "An unintentional life accepts everything and does nothing. An intentional life embraces only the things that will add to the mission of significance."

Are You in the Minority? It's a crazy question because in different areas of our life we have successes, and we have areas we are just surviving. What areas do you want to take from survival to success? What is your personal growth plan? Growth doesn't happen overnight. It happens over time. Though I have had failures and just barely survived some business adventures, I've learned from them. One of the books that helped me "survive" and then move forward to success was John C. Maxwell's book "*Sometimes You Win, and Sometimes You Learn*" However, it took time. It took being intentional, and it took a burning desire to reach my goals for myself and my family. I never quit, but I am also not here to say that I've arrived either. The journey of success is not about a destination but how you walk the road. Adjustments must be made, and your success is weighed by how intentional you are about your steps. What steps are you making to personally grow? I agree with John when he says, "Everything rises and falls on leadership." Leadership is influence, and I believe the first person we should lead is ourselves. The minority we see take intentional actions for a calculated outcome to achieve the most value for both their business, health, finances and well, life in general.