

Success is Daily!

By Mike Stewart, CSP



Success is a renewal process that, like so many other things, depends on daily regeneration. Eating, for example, is something you have to do every day. You can't be healthy if you eat just once in a while.

*To keep a lamp burning,
we have to keep putting oil in it.
– Mother Teresa*

Success is the result of what you consistently do every day.

An airplane flying at 30,000 feet will not stay aloft unless jet fuel keeps flowing to the engines. Likewise, salespeople will lose altitude and fail to produce new sales if they don't replenish the attitudes, beliefs, and activities that lead to their success. In order to do that, each person must know what success looks like to them.

Have you defined success? This is not a rhetorical question! So many people really do not understand and accept a clear statement of what success means to them. Instead, they just go through the motions day in and day out, with one day looking pretty much like another.

Following such a bland, undirected, passion-less routine is bound to result in feelings of dissatisfaction at the least and more likely will ultimately result in feelings of failure. The really sad thing is: a person following such a pitiful path doesn't even know what they didn't achieve!

What does success mean to you? I mean it! Let me encourage you to make an appointment right now to sit down with the person you are sharing your life with, or someone else whom you trust completely who has your best interest at heart and answer this question: What does success mean to me?

Here are some examples you might want to consider to guide you in defining success for yourself.

Success is being happy and having a lot of money.
- Kathy Lee Gifford

Success is liking yourself, liking what you do,

and liking how you do it. - Maya Angelou

Aim for achievement and forget about success.
- Helen Hayes, American Actress

You have achieved success if you have lived well, laughed
often and loved much. - Anonymous

Regardless of how you define it, success doesn't just happen.
You have to work at achieving it every single day by being
focused on doing the activities that lead to the results you seek.
Then doing those activities with a passion. According to Benjamin
Disraeli . . .

"Success is the child of audacity." Those who are able to
define what success means to them and then go out and achieve
it are the ones who constantly rekindle their passion, reinvigorate
their determination, and repeat their success-producing activities
every single day. As Theodor Seuss Geisel, Dr. Seuss, so
eloquently reminds us . . .

**"You have brains in your head.
You have feet in your shoes.
You can steer yourself any
direction you choose."**

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International sales trainer and consultant, Mike Stewart, CSP,
specializes in hiring and developing high-performance sales
teams. He is a leading authority in diagnosing and overcoming
Sales Call Reluctance. To learn more about Mike and the
services and products his company offers, go to
www.StewartSalesDynamics.com.

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Mike or feature more of his articles in your publication, please
contact him at Mike@StewartSalesDynamics.com or
1-866-515-0022.