

Belief in me

Have you accepted the fact that you ultimately control the outcome of goals by how you think and how you believe and accept your goals? The results are a product of how you approach each goal and what effort you put forth in trying to accomplish them. Over the past year, I have talked in several articles about setting goals and achieving them. This time I want to talk about believing in yourself and what you want to accomplish. Here are three recent examples of how believing what the outcome of a situation would be and the results that came about. These all happened in airports, but you can relate them to something that may have happened to you recently. Retrace how you handled it and how your thoughts led you towards the outcome.

On a trip recently, I had several obstacles to overcome with my flight plan. Throughout the travel arrangements, challenges were thrown out to me that when I knew they were about to happen, I planted a seed in my head that I would get to my destinations on time and without any major incident. Arriving in Chicago several weeks back, I needed to catch a plane to another destination. When I got to the gate, they turned everyone away and told them to go to another concourse, because the plane was being serviced. I thought, "Great, this plane will be the safest in the sky". I believed that this plane would quickly be repaired and I would be off to my next destination. About 15 other folks were upset and irate with the airline. Several of them took the advice and went off to the other concourse. Within 35 minutes, we were boarding the original flight and those other folks, happened to miss the flight. These folks impacted the rest of how their day would turn out just by not being patient. Patience is a virtue!

Later that week, I was traveling back home and my first flight was delayed a bit. Several folks were growing impatient on this flight, believing that they would not make their connector. Knowing that I was cutting it close, I had to hurry to my gate. I believed I would make it. Just as I arrived, they were giving my seat to another traveler. He voluntarily gave my seat back to me saying "just return the favor to someone else". I was positive through the whole experience. The others on the original flight were negative. I believe they did not make their flights. I can't personally verify it, but I do believe it.

Last example: Upon arriving into Dallas from Cabo San Lucas, I did not think we would make our connector. What happened? Well for the second time in two years, our jet bridge would not connect to our plane and we were delayed on the tarmac for over 45 minutes. Running through customs, rechecking our bags, and running to the gate, we watched as our plane sat there for another 10 minutes, going through the departure routine, and taking off without us. 5 hours later, we got on a plane to Pittsburgh. Was the result because of the negative seed I planted, causing everything that could go wrong, just started happening? I believe so.

Some of you may think it is fate, luck, or just plain a coincidence in the outcomes of these stories. I believe that by controlling my thinking and my belief in the outcome, would play a significant role in how things turn out. I believe that we send signals into the world on what we want to have happen. If you plant negative thoughts in your head, you get negative results. Positive thoughts, you get positive results.

Believe in what you want to accomplish. Think of how powerful you could become with your confidence in life, relationship, career, education, and in everything you do. What do you want to accomplish in your life? Start believing that you can achieve it and you

will see results. What do you want to do in your career? Start planting the seeds of successfully completing your goals, and the results will turn in your favor. Simple stories I've related to you above. But these simple stories are examples of how we plant these thoughts in our head. If you think negatively about everything you do, what typically happens? Negative things to you. I'll never be able to afford that car. I'll never get promoted. I'll never get married and start a family. "Never" is negative and shows that you do not believe in me. Believe in yourself and you will take care of me!

Great Selling!
Mike Popella

