

Forward Thinker

I look forward to preparing myself in everything I do in life. Do you? I rarely have things that happen that shock me, after the fact. Forward thinking is about taking a snapshot of where you want to be and preparing yourself to achieve that goal. When you understand where you want to be, then and only then can you start preparing yourself for success. If you have not set any goals, how do you know when you achieve them? Forward thinkers plan it out, set a roadmap, and become successful because they know where they want to go in life.

Have you ever wondered why so many people fail at their jobs? It's easy to be a Monday Morning Quarterback! Anyone can sit back and evaluate the failures after the fact. But, did the person on the losing end really prepare themselves and understand the customer or competitors business plan? In business, a company, team, or person that has a plan will come out successful much more often than the ones that have no direction. The folks that learn from their failures can improve their success rates through their understanding of mistakes and ensuring they don't happen in the future.

How do I improve on my forward thinking? Preparation and goal setting! What goals are you trying to accomplish for tomorrow, next week, next month, or for the year? Let's look at tomorrow. Do you have a plan on what you want to accomplish in your personal and professional life? What are your goals? How do you know if you had a successful day or not? What about tomorrow morning? Are you just going through the motions or do you have an understanding of what accomplishments you want to achieve. Your next meeting, do you have an agenda or are you just going to "wing it" and hope no one notices you are unprepared.

Forward thinkers are always in a proactive mode. They know the answers to situations before they happen because they think of the situation ahead of time. They rarely show emotion when something unexpected happens. A forward thinking person seems to always be prepared. Be Prepared, is the motto for the Boy Scouts. Teaching kids this at a young and impressionable age. They ask questions that get them the right answers.

A forward thinking sales person is always one step ahead of the competitor and customer. If the customer asks a certain question, they have an answer. If they don't have the answer, they know where they can find it. If the

competitor is having a promotion, the sales person either has a counter promotion or is confident that the customer will consult with he or she before making their decision.

Here is a quote that I feel represents a forward thinking person:

I skate where the puck is going to be, not where it has been.

Wayne Gretzky

Are you a forward thinking person? Do you want to become one? You must read more books, listen to more recordings about success, set more goals, and mentally prepare yourself for situations before they happen. Whether it's to become a better parent, student, spouse, employee, or person, you must study and gain knowledge. By studying and gaining knowledge, you are already becoming a forward thinking person. Start today! You'll see amazing results!

Great Selling!

Mike Popella