

I Pride

Over a year ago, I wrote an article called “Breaking the Budget”. How did you do in 2007 with your goals? Are you proud of the results you set out to accomplish? Have you set your goals for 2008? As you already know, I pride myself in everything I do. Do you? I was thinking the other day as I was meeting with a prospective customer, what do I pride myself in? I started listing several things in my head that I believe I strive to do my best. Then I stopped and thought, what don't I do that doesn't bring me pride? Nothing came to my mind. This is an article about taking pride in everything you do. Are you a proud spouse, parent, employee, customer, child, etc...?

Take a minute to think about this. If you can't pass the test of what in your life does not bring you pride, then it's time to think about how you can change. What better time than now. Make a New Years resolution to change the things you're not proud of in your life. As Americans, we act like we live in a world that allows us to wipe the slate clean at the end of each year and just start over again. Bogus! Too many people feel that they can start over again each January, then come March they are back to doing things that they can not be proud. You need to immediately realize your faults and change. Don't wait until the end of the year, change once you've realized you are not heading down the right path.

As a salesperson, your challenge is to be the best consultant your customers have available to them. Pride yourself in being better than your competition in every aspect of your business. Know your customer better than he or she knows themselves. As a person, you must do the same. Your customers are everywhere. You are selling your thoughts, beliefs, attitude, and time to everyone you come in contact with. Be proud of what you portray to others. You're setting the example, the standard on how others perceive you and act around you. Make others proud when they are around you.

I heard a pretty cool song back in October that says it all in this lyric:

***I'm at the starting line, the rest of my life, as ready as I've ever been
Got the hunger and the stars in my eyes, the prize is mine to win***

This is a duet by Billy Ray & Miley Cyrus, ***Ready, Set, Don't Go***.

No, I don't watch Hannah Montana, but apparently she is selling out all over the country.

Are you ready to start the rest of your life and live with Pride in yourself?

Great Selling! *I pride myself in Great Selling!*

Mike Popella