

Making Progress!

Many people are in a funk right now. They are in a situation that they feel they can't get out of or can't change. I had recently come across an article I had written over seven years ago on this topic. I found it in my personal files and read it over. It triggered many thoughts in my mind. It pertained a lot to the state of my new team at the time it was written, but I pulled out some of the key points to share with you in this article.

Where would you be today if you would have chosen a different path on one major decision 5, 10, 25 or more years ago? How would your family be impacted if you made a different decision? For all I know, you may have a completely different family, job, house, or financial outcome. But it's truly interesting when you sit back and say, if I only would have done it this way, we'd be in a different situation. Can't change the past though, can you?

This question probably sits back in your mind and then comes to you when you are faced with a crisis or situation within your life. No, you should not regret the decisions you've made in the past, you need to learn and grow from them. We are a product of our decision making. Good or bad, it's who we've become. If you are in a situation that you are unhappy with, prepare to change it for the better.

Making progress every day to become a better person is important in each of our lives and careers. When making a decision on how to improve your progress, choose small improvements that will offer you quick successes that you can build upon. These will greatly help you achieve success. When we see the rewards from our progress, it encourages us to continue the process of improvement. If you want to improve your sales, isn't it easier to grow and improve within existing accounts than to land one big account? This is a strategy that many successful sales people use to achieve growth results. Their existing customer base will grow with them over time.

Here is a good example on improvement and achievement:

Do you want to improve -	1 item 100%
	100 items 1%
	20 items 5%
	10 items 10%

It depends on your situation. It would be nice to improve all items to exceed 100%, but realistically it would take a lot of time. So, why not focus on what is achievable. Try to improve a little at a time so that you impact either one item or many items over time. We are not miracle workers and we all need make progress in our personal and professional lives.

I recently saw a TV show called Cell Dogs. It was interesting to see how prisoners who have been incarcerated from society because of crimes they have committed are not only improving their social skills by training dogs to become service dogs, but are realizing they have something to offer to society. It is rewarding but these folks must put forth an

effort to be considered to do this job. It is a 24-7 job, which as we know, they have the time, since they are doing time. But what's really interesting about the stories is how the dogs have an affect on the prisoners. They've literally changed 'tough guys' into compassionate loving people. That's making progress!

Kim and I have been writing these training and sales articles for almost 3 years now. I've had many of you folks say that something one of us had said had made an impact on you or a decision you were going to make. We like to think of it as "a work in progress". We continually strive to make a positive impact on the people we meet in our lives. If we can influence people to make the right choices or to be more positive, we've done a successful job. If we've only influenced just one of you, that's progress too. Making progress towards a good life is what we all need to be working towards.

Great Progress!

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