

## Sacrifice

For years you've been wandering around aimlessly doing the same things day in and day out. One day, curiously you look back at your life and said "I'm living the same way I've lived all my life. How'd that happen? Nothing has changed!" You're living the definition of insanity. You have the same friends, job, type of car, house, and even your pet is probably the same type. Well, that's okay if it's a German Shepherd! Also if you're married to the same spouse that's okay as well, I think.

*Insanity: doing the same thing over and over again and expecting different results.*  
- Albert Einstein

I'll tell you what is wrong with this picture if you want more out of life. You never took a chance and tried something different. You never shook it up a little and mixed with people that could help you get further in life in your job. You never bought a foreign car because you only buy American made vehicles. You've always lived in that town, you like that town. You still go to the same vacation spot every year. Why not try a new spot. How about Cabo San Lucas, Mexico? *I have a great time share for sell!*

Have I touched a nerve yet? I'm not telling you to change your life. I'm saying take a different route next time. You may come across different customers that you've always dreamed about. Knock on some different doors. What's the worst that could happen? Pick up that book you've been putting off reading from [Jeffrey Gitomer](#)<sup>1</sup>, instead of watching that Reality TV show. In your personal life, eat out at a different restaurant. You would be surprised the different people at the restaurant up the street and the connections you can make. Check out a different store. Hang out with some other people once in a while. I can't tell you how many times I've been around a group of people and a year later they are telling the same stories. Then I run into them again, a year later and it's the same stories. I've heard it many times; if you want to get promoted, act the part, act like the position you want to get too. Hang around people in that position or higher.

Yes, people will talk. They may say "You've really changed. You don't like us anymore." Well, that's not true. Maybe you have different goals and you need another route to get to where you want to go. Staying stagnant is not conducive with what your goals might be. You can tell I've had that said about me in the past. If I had listened to the naysayers, I would not be who I am today.

Sacrifice! Why did I choose this title? Originally, I was going to call it "Balancing Act". I changed it because, yes you do have to balance things in your life, but as I thought about the process, you have to make sacrifices on one side to get to the top, or on the other side. Example: Most CEO's had to sacrifice the lower managerial relationships and build ones with higher ups to get to the top. They took a chance and made the best of their decisions. If they failed at one thing, they didn't stop. They tried something else.

Sacrifice! Try something different. Sometimes we must sacrifice what we've always done to get to where we want to be. You would be amazed what is out there for you in this world.

Great Selling!

Mike Popella

<sup>1</sup> Jeffrey Gitomer is a best selling author of many great sales books. Click on his name to go to his website.

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