

"The best way to accomplish something is to just do it, and then find the courage afterward." --- George Chapman

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There have been many times in my business that I have been faced with performing new tasks . . . and worried about having the courage. The first time I talked about my business opportunity with a stranger. The first time I sold a product to a customer. The first time I stood in front of an audience to speak. Firsts happen all the time -- now, too. The first time I used that new updated software. My first powerpoint presentation. Setting up a new machine in my office and using it for the first time. Firsts are usually uncomfortable, but what would business be without all those firsts? The more I thought about it, the only reason I was uncomfortable was because I worried that I would fail. Now that I know failure is part of the process, I'm much less likely to worry. Of course I'm going to fail once in a while! My husband even has a formula he likes to use -- his theory is that for every three things that you try, one will work just like you hoped it would, one won't work at all and one will work way better than you hoped. Think about the last three new things you've tried. Is his formula about right? I've found it to be amazingly correct! Using his formula has taken the pressure of my "firsts". Now I'm less afraid to try new things. How about you?

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"No one ever excused his way to success" -- Louis Dedek

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Make it a NO EXCUSES week!

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