

"You are the average of the five people you spend the most time with." -- Jim Rohn, self-made millionaire and successful author

It was early in my full time direct sales career that I heard those words from Jim Rohn and it got me to thinking about the people I spent time with each day. One habit that I had gotten into was spending time each day with my friend Pam who also lived in my trailer park. We would ride in the car up to the Dunkin' Donuts each morning, buy coffee and spend 30 minutes or more complaining about whatever topic came up. After I read those words from Jim Rohn, I started to wonder if spending time with Pam was effecting my overall chances of ever getting out of the trailer park and on to the life of my dreams. I thought about Pam and what she told me her goals were. She said that as long as she had "coffee, cigarettes and a roof over her head" that was all she wanted in life. How different that was from my larger than life goals and dreams! I liked hanging around with Pam every day -- it was almost comforting being able to complain about this and that. But was it worth limiting my dreams? I made the difficult decision to start "weaning" myself from Pam and the daily coffee routine. I started being "busy" when she called to go and slowly but surely stopped going all together. I found that my attitude brightened after cutting out the complaint portion of my morning. It was hard not having her friendship -- but I found new friends who had dreams and beliefs much closer to my own. I haven't heard from Pam in a long time now -- she did move out of the trailer park some time ago -- but only to move into an apartment in a city near by. I often wonder how her "coffee, cigarettes and a roof" goals has worked out for her. I moved out of the trailer park in 2001 and never looked back. We moved into our new home (with no mortgage!) in 2004. I can't help but think that Jim Rohn's advice made a difference in how my story is turning out. Who do you spend time with every day?

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Sue Fabisch (a.k.a. The Mom of Constant Sorrow and singer of The Avon Lady Song) is available for your upcoming President's Club events and awards celebrations. Visit Sue's web site at: <http://www.themom.net/> and e-mail her for more information and to order "The Avon Lady" song she wrote for Lisa!

Lisa's current book she's reading: "The Success Principles" by Jack Canfield

Have a fabulous week!

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