

# **'To Your Success'**

Issue 4 – March, 2004



## **GROWING INTO SUCCESS** T R A I N I N G

Our Mission:

*To help you harness the incredible power of your mind so you  
can actually achieve everything important to you  
and realize your full potential.*

*"Inspirations never go in for long engagements; they demand immediate  
marriage to action." ----- Brendan Francis*

**Just do it!** ... such a famous phrase, thanks to an effective Nike marketing campaign ... but how many of us  
really do? Just do it, I mean.

*For most of us, 'just doing' something we enjoy ... or even 'just doing' something we don't mind TOO much  
isn't a problem. It's those things we downright DON'T like, THINK we won't like, or possibly are AFRAID of, that  
challenge us. It may be a particularly detestable work assignment, beginning a 'probably going to be painful'  
exercise program, or perhaps tackling some task or project that will clearly force us out of our womb-like  
comfort zone ... It can be almost anything!*

*Ooh, nasty ... those can be challenging for sure.*

*And what do we then so often do? ... Nothing! ... We PROCRASTINATE.*

*That's right, we just sit on our hands and justify why we're waiting for another, more perfect time to take action  
... a time that may or may not ever come.*

*And how does that make us feel about ourselves? ... Not very good!*

*Does that ever happen to you?*

**What if** ... you could actually start, take action, and get the ball rolling? Surprisingly, it's not really that difficult  
... assuming of course that you apply a few simple techniques for bypassing your normal thinking patterns. Yes  
that's right ... deliberately manage your thoughts and control your thinking.

*Is it possible? Can you really do this? ... Sure! ... You can, anybody can.*

*Let's look at 5 simple but effective steps that can assist YOU on your journey towards procrastination  
elimination.*

**Step # 1** ... Understand WHY! ... Whatever this thing is that you want or need to do, be clear on why. In  
other words, ask yourself why it's important to you ... what will it mean to you if you do it ... or what will the  
consequences be for you if you don't? This needn't take long; usually just a moment or two is all that's required  
... but the understanding you gain can provide clarity and motivation.

**Step # 2 ... COMMIT to action.** *Too often, people don't act simply because they haven't made a firm internal commitment to do so. Oh sure they intend to do it, but they haven't committed to it ... possibly because they're afraid they won't follow through? Don't let this happen to you. Make a firm commitment now and deal with your fears later.*

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**What's new at Growing Into Success Training?** ... We are currently providing a series of monthly, exceptional customer service focused articles for the Chilliwack Chamber of Commerce newsletter, the first of which was published in The Chilliwack Progress newspaper on February 24, 2004.

If you would like articles of interest provided free of charge for your organization's newsletter or journal, please contact us at [gist@shaw.ca](mailto:gist@shaw.ca).

Also ... in support of the Chilliwack Chamber of Commerce and to assist local businesses with a sincere desire to provide exceptional levels of customer service, we're offering our Exceptional Service Solutions Workshop in Chilliwack on March 23.

This affordable, interactive, full day workshop teaches a common sense, 5 Solutions process for creating an upbeat, enthusiastic environment and positive team spirit that leads to exceptional customer service ... resulting in strong customer satisfaction, loyalty and retention. A comprehensive support materials package including seminar content and exercises is provided so you can review, study and follow through on the concepts presented for months and years to come.

For information on how this and other important Growing Into Success Training workshops can be made available in YOUR community, please contact us.

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Now ... back to eliminating procrastination.

**Step # 3 ... Establish your I PROMISE activity.** This is an important step ... really important! Once you understand 'Why' you need to actually do this thing and you have 'Committed' to action, it's imperative that you establish an 'I Promise' activity.

What is an 'I Promise' activity? ... Simply one thing that you promise yourself you will do, and the doing of which will move you towards realizing your objective. This promise or commitment to yourself means that you will not end your day until you have performed the activity! Absolutely, Guaranteed, Without question, Cross your heart and hope to die!! ... I think you get the picture.

*This 'Blood Oath' is something you cannot and absolutely will not let yourself break ... and by doing this thing you accomplish, or begin to accomplish, your objective. Interestingly, as you take this action you will begin to find yourself actually losing the dread or fear of it and even feel like doing more, which inspires further action and more results.*

*"It has been said that success only shows up when determination does... but it must be powered by a non-negotiable decision." ----- Doug Firebaugh*

**Step # 4 ... PRIORITIZE it in your day planner.** First, write down the action you will take and when you will take it. Then, if you have several things that need to be done that day as most of us do, write them down and prioritize them in order of importance. Put number 1 beside the first thing that should be done, 2 beside the second and so on. If there's something unpleasant that you might normally try to avoid, make it the number 1 priority ... and don't tackle anything else until it's completed.

By doing this consistently you will always get the unpleasant things out of the way first, which allows you to feel good about yourself and enjoy the rest of the day. Try it ... it works!

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**More of what's happening at Growing Into Success Training** ... March 25 is a date you will want to mark down in your calendar. Why? ... Because at the Best Western Conference Center in Abbotsford, Clearbrook Road exit, we are presenting # 4 in the Success Seminar Series ... **On Your Mark, Get Set ... Take Action!**

*In this course you will learn:*

- How to break out of the 'treading water' mode and begin making progress.
- How to turn desire into committed focus.
- Simple steps to developing self-discipline.
- Easy steps to breaking old habits.
- How to earn important self-respect.

*Are you a progressive person with a real desire to learn an effective method for breaking out of old ruts and launching in new directions?*

*If so, plan on joining us for this important evening seminar. Complete support materials and exercises are provided for home study, ongoing learning and review.*

**Just a few comments from participants** of February's Seminar # 3 ... "Had lots of fun!" ... "Stimulates the mind. Well laid out and encouraging. Enough discussion that allowed clarification." ... "Very beneficial." ... "Everything was something that could be used in all areas of life." ... "Enlightening" ... "Excellent handling of group comments. So well done as always." ... "I've got some work to do." ... "I really appreciate the guide-book ... Really beneficial and enjoyable." ... "Thank you ... I would recommend it to everyone!"

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**Step # 5** ... *Now for the fun part, REWARD yourself! That's right ... now that you've done this deed, give yourself a pat on the back for a job well done and reward yourself in some appropriate manner. It can be anything ... a special coffee, a few quiet moments alone, going out for lunch with a friend, anything that's appropriate for the size and difficulty of the task achieved. What it is isn't important, just acknowledge yourself for having followed through ... for not putting it off ... for beating procrastination. Congratulations, you deserve it!*

*"I long to accomplish a great and noble task, but it is my chief duty to accomplish small tasks as if they were great and noble." ----- Helen Keller*

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**Recommended Reading** ... "If Success is a Game, These are the Rules" ... by Cherie Carter-Scott, Ph.D. This book is full of wisdom and common sense direction for realizing achievement and life success. You can check your local library but you may want to have your own copy to highlight and read over and over. Although only published in 2000, it's already showing up in second hand bookstores ... a real bonus considering it's an excellent investment even at new retail price.

*"Books are easy to find and easy to buy. A paperback these days only costs a few dollars. You can borrow that from your kids!" ----- Jim Rohn*

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**Masters Series Tip** ... Do you ever desire to do or achieve something, only to find yourself thinking of all the reasons why it probably can't or won't happen?

The next time you're in such a situation, play a little game with yourself. Resolve that for one whole day you will only allow yourself to think about what you want to have happen ... never about what you don't want to have happen.

*To remind yourself throughout the day, write down in your day planner what it is you desire and also your intention to think only supportive thoughts. See if you can win this game for just one day ... or even one hour. And then see if you can do it for another hour or day.*

You may struggle to win this game initially, but the more you play the better you will get. What you'll find is that you will gradually begin forming new thought habits ... thought habits consistent and supportive of YOU and what you want.

*"Thoughts objectify themselves. Thoughts held in mind produce after their kind.  
What you think becomes your reality." ----- Brian Tracy*

To Your Success,

Reg Neufeld and Peggy Allen

Growing Into Success Training

[www.growingintosuccesstraining.com](http://www.growingintosuccesstraining.com)

Our intent for this FREE newsletter is that it be brief, informal and include articles, tips or suggestions to help you achieve the life success you desire ... and for each one to be of real value to you. Also included are dates, times and locations of some of our upcoming programs. (Complete Calendar of Events on our website)

If you know someone else who would benefit from receiving 'To Your Success', just have them drop us a line or subscribe from our website. Should you however not wish to receive it, just hit Reply on your Toolbar ... type UNSUBSCRIBE in the subject box ... and we will take you off the list immediately.