

“TAKE POSITIVE ACTION”

Geoffrey Prince

“Stop looking back at what you were and where you’ve come from and start looking forward to where you can go. Life does have its devious turns but with a positive-attitude; you will succeed”

Take positive action

“Taking positive action sometimes is feared; let me try to allay that fear. Believe it or believe it not, out in the big wide world some people look on it just the same as they do about change”.



During each day you are making small decisions that will affect your life, your family, and your business. These decisions could be major one's and be very important to your future. A lot of these decisions will be made unconsciously talking them through with yourself in your mind. Obviously, some will be made very consciously; this is the way your mind affects your actions and your attitude. Very often I am sure you've caught yourself looking at a course of action and then thought “*I really don't want to do that*” so this is when you've had to say to yourself stop being a “*Negaholic*” and talking as a loser; become “*Positive*” and start thinking you are a winner, what you have done is to turn it around by “*Positive Action*”.

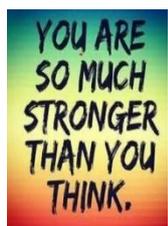
I urge my students, delegates, and clients to always emphasise the positive phrases and the ones they should keep away from and not use; phrases that are negative in their everyday speech. These phrases are negative and are phrases which will drag you down if you are not incredibly careful:

Negative talk



- I can never do that.
- I have tried that before and it did not work.
- I will leave doing that until tomorrow.
- That is too hard for me to do on my own; so, I will wait.
- I am far too tired to do that.

Positive talk



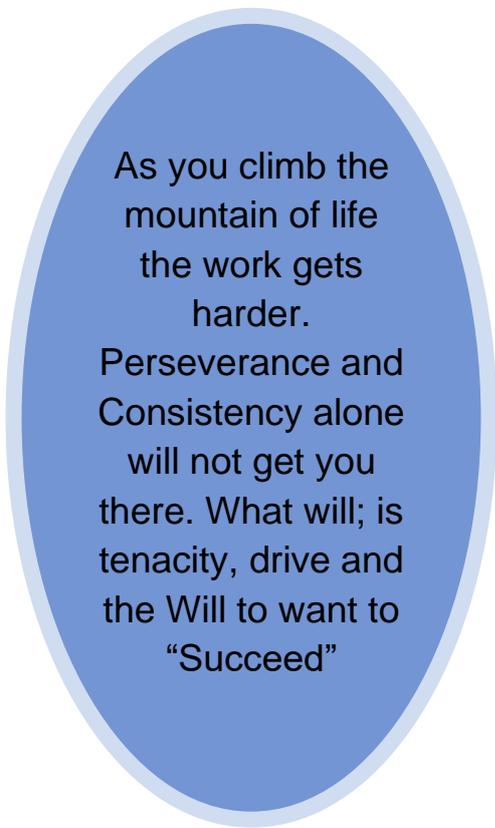
- I will DO that task today and NOT leave it till tomorrow.
- I know it is hard, but I can do it.
- I am tired but I will carry on till I have finished it.
- I am sure I can manage it on my own if I think about it.
- I tried to do that a few years ago but I am more capable now.

One of the problems I have found is when students or delegates say to me, “I’m concerned that when I want to do something; it will not work”! Please do not hesitate when you are trying to push yourself for a promotion or chasing your visions, dreams, and goals. Start reacting positively with situations that are happening around you, be ready with both arms open wide, to receive them; in other words, it is a call to ACTION. It is keeping your momentum moving forward in the right direction. It is the direction that you have been reading in my other e-books and no doubt the action you have been taking in the learning curve you have now created.

Are you just sitting around being **Re-active** just waiting for something to happen and business to miraculously come in on its own or do you think you are working on more “Important Work”? **Pro-active** action is required to produce results. Then you are wasting your time and will get no closer to those visions, dreams, desires, and goals that you are seeking. Stop “working in the business and start working on the business” Have you ever over the years waited for things or events to happen? Unfortunately, very rarely do they ever show up or are ever likely to.

You need to work on your visions, dreams, desires, and goals now because this is where it will get you to where want to be. Waiting around being *Re-active* will never do and that is being very lazy. Entrepreneurs aren’t people who’ve waited for the chances to come their way, they’re the people that have *Pro-actively* gone out of their way to forge themselves forward, they’re the people that don’t sit on the side-lines waiting for chances to come their way. *(They are the doers!)*

It is always better to act first and apologise later, than to seek permission first. We quite often wait for the feeling to be exactly right; before taking decisive action, that brings us the satisfaction we are seeking. We must understand that a feeling of satisfaction will only come from being *Pro-active* and working on a project



As you climb the mountain of life the work gets harder.

Perseverance and Consistency alone will not get you there. What will; is tenacity, drive and the Will to want to “Succeed”

through to the accomplishment or whatever goal you are trying to reach. It does not come from waiting around being “*Re-active and Procrastinating*”, or by just sitting on your backside watching television!

“Procrastination is the thief of time.”



Taking immediate **Pro-active** steps now, not out of fear or for things to happen but because the next action you take, will bring you closer to your visions, dreams, desires, and goals. Then and only then, will you see tremendous results coming into your life and start to enjoy the fruits of your past hard labours you have worked so hard to attain.

I have found when speaking to some of my “*Clients and Workshop Delegates*” that few opportunities knock on their doors, just like that. My answer is you can only create those opportunities when you start knocking on other people’s door, by being very *Pro-active*. If you really desire what is behind those doors, then you will carry on knocking on them till they opened. If you know that what you are after is behind those doors, then you will just have to break them down to get what you want. (*Metaphorically speaking*)

The difference between using force over power and using force over fear, doubt or worry, is that when you are in a powerful position you know what it is you’re doing and powerfully because it doesn’t feel forced but, it does feel very liberating when you accomplish what you want.

There are people who have visions, dreams, desires, and goals but feel that they cannot achieve them in the short term but still insist on taking positive action. They unfortunately do leave themselves somewhat vulnerable in pressing ahead, and yet they know people will accuse them of “*delusions of grandeur*”. Yet, where would we be without those “*Big Picture Thinkers*”? Our forefathers dreamt big. The tendency to think and conceptualise on the much broader scale is a very human characteristic, just like being disciplined, or having a sense of humour, or having an aptitude for mathematics or writing.

Why is it that when we sometimes encounter those same people who possess those qualities in our daily lives, we deride and sometimes malign them? It is just as valid today as it has been since time and memorial, before cars and planes, or the computer age, or whenever. Some of us have always been disciplined and some, the opposite. Some unfortunately are going through life struggling with big daily challenges on a personal level. While some are more fortunate to be comfortable and can afford to use their talents and aptitudes to make a positive difference, not just for themselves, but for others.

So, we must start by making an “*Action Plan*”. To me goal setting without an action plan, is like going to sea without charts and a compass; you hope you will reach your destination safely. So, the hard work you have already put in, thinking, and doing your *SWOT analysis* and working out a timeframe will all be for nothing if you do not convert it into *ACTION*.

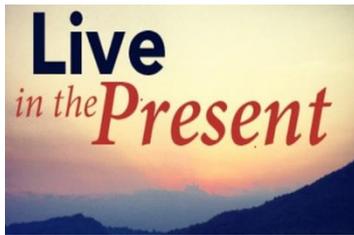
Those written down short, medium, and long-term goals should now be prioritised into an action-plan. You should think about a nice sponge-cake, if you try to put it into your mouth in one go, it won't fit in (*or shouldn't really*) remember, my e-book “Your Core Values” where you broke your action-plan into twelve months, then into weekly and finally down further into days. Well that is what you do with your cake; it is all cut up into bite-sized manageable pieces.



By just taking one step at a time and doing something every day will take you closer to the goals you set for the coming, twelve months. Remember, they are only short-term goals you've now set yourself. Your medium-term goals will be the next three years again breaking them down to those bite sized chunks is the way to do it. After that you will know what you are after. It is always good to have some idea where you want you and your business to be in ten years.

So, an idea of where you want to be must be roughly laid out and worked on.

You now need to accept personal responsibility for going ahead but also making sure you stay on track. It is certainly not up to anyone else just you; you decide what you want to accomplish during the day. Unfortunately, life does have a way of distracting you from the action you've planned, so use the reminders and the resources of your “*realistic goal setting*” plans and keep your attention on your short-term goals.



Remember, live in the present and be grateful for what you have now by embracing it, look to the future with open arms and prioritise by *Pro-actively* seeking and bettering what you have on your journey. If you are working towards developing a deeper understanding of what you are after with your visions and dreams then you'll need to focus on a route-map, a plan of how you intend to accomplish this task. You are going to have to go back to square one and, begin facing reality. What I mean by facing reality is finding out NOW; what you know and do not know; I would recommend completing a SWOT analysis of you.

Start by thinking about where you are now and where you would like to be in 12 months – 5 years – 10 years' time. Look at the connection between your motivation and your career direction, NOW ask yourself, is the change I want? Please believe me; you will really have a great time working on it mainly because it will make you think deeply.

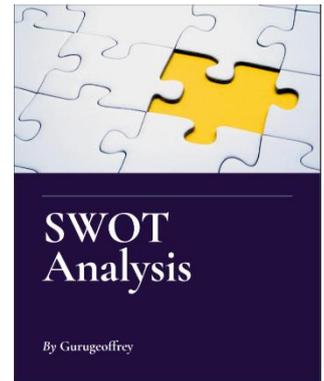


Positive action When you want to take “Positive action”, for whatever reason, sit quietly down and over a period of time you will find this will help you to relax and develop an open mind your free spirit will come to the front.

You will start to remember things from your past, they will be things that you were especially good at but unfortunately felt you never had the time to carry them out.

A good way of finding out about yourself and what you

would like to do; would be to fill in a *SWOT analysis*. This gives an exceptionally good idea of what you can do *NOW* based on what you have done in the past. The SWOT analysis is an extremely useful tool for understanding yourself and decision-making for all sorts of situations, whether that is in your private life or in business. SWOT is an acronym for Strengths, Weaknesses, Opportunities and Threats.



Lastly and most important, do not ignore your reminders. If you fall behind, refocus your efforts, update your plan, change any deadlines that may need to be changed and keep at it.

Being in business is so rewarding and satisfying try not to stray too far and your “Success” will come your way; the choice is down to you and you alone.

