

## The “IT” in a “DO IT” Attitude

- **Competition is the best motivator.** Many people see competition as an excuse for not doing something, but those who really want to win see competition as an opportunity, and they are willing to do the tough work necessary to win.
- **Learn to deal with your fears.** Fear puts imaginary difficulties in our paths, creating problems even when we haven’t experienced any. Doing the things you fear the most will help put that fear to rest, and it will no longer control you.
- **Adopt a “little bit more” principle.** Be willing to give 110 percent rather than just 100.
- **Learn to be flexible.** Be prepared to make adjustments if the situation calls for it.
- **Find a hero who can inspire you when you are discouraged.** It helps to remind yourself that even the most successful people suffer setbacks.
- **Keep your eyes open for things that could go wrong.** Have a number of possibilities available so that when the inevitable “gotchas” crop up, you will be prepared.
- **Decide the price you are willing to pay for success.** You never get something for nothing. However, if you take the responsibility for your life, maintain your integrity, avoid becoming so selfish that you lose sight of the principle of giving to others, and balance the business and personal priorities in your life, you can “do it” and come out a winner.

FROM: *All You Can Do is All You Can Do – And All You Can Do Is Enough!*, by A.L. Williams.