



# MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES  
MANAGEMENT CONSULTING GROUP

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Welcome to another edition of The Monday Motivator. This edition is devoted to the most pervasive power any human has... THOUGHT.



In other Monday Motivators we have discussed the power of thought but in this edition we're going to focus on the most powerful result a human mind can create; results!

Nearly anyone can look around and find examples of the power of this reality. Pretend you're at a red light. You glance around and notice a Bentley sedan. It's hard not to notice such a car because you know you're looking at a \$200,000 vehicle. So there's a little bit of

admiration for the driver of that car. We have no way of knowing if the driver is the owner, a valet parking attendant, the person test driving the car after repairs, a relative of the real owner or someone who is on the way back to the dealership to turn it in because they can no longer afford to pay the lease charges for it. We really do not know so we make up answers. We assume what WE would like to be, sitting behind the wheel of such a magnificent car; rich, successful, well educated, well respected, a pillar of the community and a leader in his or her profession. Once we believe what



we have just made up and concluded, we begin the process of comparing ourselves to that driver. We add to the conclusions: I will have a car like that someday! I will never waste my money on something like that! Who needs a car that costs as much as a house? I'll never be able to afford anything like that! I wonder what that driver does for a living?

All such thoughts are conjured up in just seconds. So along with sitting there waiting for the light to turn green, we have created an entire story with no facts to back it up. The problem is the



human mind cannot distinguish between what is fact or fiction once you make a conclusion about it. So if you really do believe that you will never be able to have a car like that the odds are you never will.

Many people will tell you they want more of what the good life offers. More money, more respect, more opportunity, a bigger house, a fancy car, a boat, an airplane or a Wall Street darling of a business. Some will say they want to be able to play a piano or other instrument like a professional. Others will say they want to travel to every continent on the planet. Still others will say they want a simple life on a farm in the Midwest. What matters is what we BELIEVE can happen.

Our desires don't have to be listed among the lives of the rich and famous. That's the power of thinking! Most of us can have anything we want as long as four considerations are met.



1. We must be very clear about what we want and why we want it. It can't be so we can look "like" a really successful person. It has to be that we want to "BE" that successful person! We want to reach the point where our goals and ambitions join forces with our drive and focus to create this successful person.



2. We must be very clear what the word "success" means. The experts tell us success is the progressive realization of a worthy ideal. Providing you are doing what you love, pursuing your passion and being true to yourself every step of the way, you can realize that progressive accomplishment. On the other hand, if all you're doing is chasing money you will likely become bitter and disappointed.

Perhaps the lowest point of such a reality is that of becoming a victim in your own mind; feeling like nothing you do works, or that the “system” has it in for you.

3. We have to be able to THINK of this goal, this vision, and this result – so clearly that we can see ourselves there, in the picture, part of the reality. To help do this, images or photos of goals can help as long as they are placed where you can see them every day.
4. We must have a PLAN to get from where we are to where we say we want to be. Just wanting it is not enough. You must have a plan. That is what a good business or personal coach can help you accomplish. There are countless examples of those who tried but without a plan such trying is just that. It is not results, it is trying. Imagine trying to catch a plane on time. Do you think the airlines might keep that plane parked until you arrive because you called and told them you were trying to get there but traffic is just out of control? Do you think they would hold the flight for you? Probably not. One either tries or simply does. The doers reach their goals while the triers end up working for them.



Everyone loves the idea of a beautiful home but one must want it then earn it to have it.

## REASONS ...

### Many will say they have reasons why they can't achieve their goals

I'm not educated enough	I don't know the right people	I'm not a leader
I can't qualify	I like the easy life	I don't like stress
I don't have the money	I'm not a team player	I don't want the overhead
Partnerships don't work for me	I have three jobs as it is now	I've never been good at business

We could probably add twenty more “reasons” why we should hold off, wait until better times come along or until we win the lottery or until someone offers us a dream job with all the benefits included. Like the images on page 2, if we say we want these things but in our minds we really don’t believe it’s possible, then we won’t have these things. We won’t work towards getting any of them no matter whether its material things, better health, more money, a better job, more friends, a nicer residence or even a fun vacation to a faraway place we’ve always wanted to visit. We will think our way out of the possibilities and that will end the dream forever.

In summary, we all become what we think about most. If you want to know what your future is going to be like, just examine your thoughts today. How do you SEE yourself in the future? If you think money is okay in your life you will set about making that vision become a reality. If you think you can never be rich you’ll set about making sure it does not happen. If you think you can win a marathon you’ll train every day until you actually win such a race. If you don’t think you can win then you’ll do anything except get ready to win it.

Let’s remember that our minds do not understand the word SUCCESS. What is meant by this is that success is the outcome of your purposeful efforts day after day. If you do not plan to be to be fit and healthy then you’ll likely get something less than that ideal. If you do not plan to be financially independent then you’ll make one decision after another that leads you away from this condition. No matter where you end up you are being successful. THOUGHT is the most powerful human ability we possess. We can think ourselves into any reality we want. What any other human knows we can know. What any other human has accomplished we can accomplish.

Until next week, if you know of any business that would benefit with a little coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it’s going.

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Our consulting and coaching focus supports management, sales, customer service and operations. Included are sales and management assessment surveys as well as leadership, teambuilding, sales operations efficiency and online tracking projects. Our other team members bring additional disciplines as well. We will showcase them in future editions of this business journal. We are all committed to driving the results you want