



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
MANAGEMENT CONSULTING GROUP

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ISSUE 63

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How do You Know You've Arrived?

Did you ever win a trophy for doing something that others were doing but you did it best? How did that feel to you? Did you feel that you really were the best or that you just got lucky because others were having an off day? How you answer that question is an important part of who you are. The inspiration for these weekly business journals comes from a variety of sources and it so happens that this edition is being written around the same time as the Academy Awards show is being presented in Hollywood, CA.

All the pomp and circumstance and glitz and show business is on the red carpet. Reporters are everywhere. The well-known entertainment industry commentators and show biz analysts are there with microphones in hand and TV cameras nearby. Four hours before the grand event they are already talking about who got nominated over a month ago, and for what work they did to earn the nomination. Along with that we have about 40 million people watching this unfold on



their TV screens all over the world. To put it mildly, it's a big deal if you're in the movie business at any level. There are no losers in that industry; not on this night.

It's been said that everybody loves a winner. We can certainly see some reality in that statement. It's hard

not to smile when someone wins, no matter whether it's a 5th grader in a spelling bee or Leonardo DiCaprio with an Oscar in hand, standing before the world in a nice formal tux. We all sit on the edges of our seats to hear what he's about to say. And if the Oscar goes to a lady for a

leading role contest we don't just want to hear her acceptance speech, we want to see what she's wearing. Yes, we do love winners and always wish them well. They make us feel like it's possible to be a winner ourselves just by seeing them pull it off.



But for most of us, winning is not that big a story. Not too many of us get invited to a gala celebration where all inside that silo of competency are honored for simply being there. On occasion we may be nominated for outstanding achievement in some aspect of our

work discipline, but most of us just get up, dress up and show up to do our jobs without too much fanfare. So how do you know when you've arrived?

In doing a little research for this edition I came across a variety of answers to this question. One answer included a list – who does not love a list? Here is what one anonymous person says is the way to know:

You know you've arrived when:

1. You can pay all the monthly bills at one sitting, without bouncing a check
2. You get a promotion or a new piece of business
3. Your kids get a job or a scholarship
4. You can take two weeks away without email or business calls and not be freaked out by it
5. You can sleep through the night without waking and you awake refreshed
6. You pay off your home mortgage while you're still able to enjoy it
7. You can purchase a vacation home without financial hardship
8. You can freely write a check to your favorite charity without angst
9. You can pay cash for your car
10. You've found work that you love
11. You have a nest egg for retirement that you know will be adequate when you get there
12. You're able to stop and smell the roses even if you don't have the above
13. You can say NO when you want to and need to, without guilt
14. You enjoy your own company
15. You don't need a date to have fun
16. You have family and friends who love you and you love them

- 17. When you have to cut back due to the economy, you don't let it affect your self-esteem
- 18. You have something to look forward to each day
- 19. When bad things happen, your self-confidence remains strong
- 20. Even when you've arrived, you know you're still evolving and you keep investing in yourself

In looking over the support materials we use in our executive briefing facilities at our office, I came across a quote about a person who is asked how she is doing: "I think I'm doing pretty good. I woke up this morning healthy, next to the person I love, and living in America. I then got ready to go to a job I also love, to earn enough money to invest for my retirement where all my grandkids will come to hug me!" Could this be the answer to how you know you've arrived? Or could it be that her comment reflects on the fact that in life, as in business, success is not simply the destination, it's the journey?

"I think I'm doing pretty good. I woke up this morning healthy, next to the person I love and living in America. I then got ready to go to a job I also love, to earn enough money to invest for my retirement where all my grandkids will come to hug me!"

We would like you to create your own Oscar categories so you can decide on your own what you deserve to be nominated for. What have you done in each of the five categories listed that you feel you deserve an award nomination for? And who would you nominate for a supporting role in helping you to achieve your success in that category? Make it fun to see what you come up with.

Category	Accomplishment	Supporting Roles
Relationships / Family		
Work / Contribution		
Community		
Money / Finance		
Health		

In summary, you'll know when you've arrived every day of your life. That day is both the most recent day of your personal history as well as the first day of the rest of your life. It may sound a



bit cliché but in your heart you know it's true. The bottom line is there is no failure in our lives, there is only result. We are who and how we are because of all the history that is our past. You also have a past and all the decisions that were made landed you where you are right now today. So success is a little like bowling. The ball goes where it is thrown. The bowling alley does not have a conspiracy to make your ball go into the gutter and miss the pins. In effect you HAVE arrived! And the Oscar goes to YOU!

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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 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.