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# Do You Fill Up on the Chips?

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I recently had dinner with friends at a great Mexican restaurant. As we were seated and handed menus, chips and salsa were brought to the table. We immediately started talking and enjoying the chips while looking at the menu. I was so excited by all the great choices. We ordered and I was anxious for my meal to come. As time went by, I lost count of how many bowls of chips and salsa kept coming. By the time the meal came I was no longer excited about what I ordered – I was full. The same thing happens in sales.

We have so much excitement and anticipation about the final product, but spend all of our time and energy on the start - making the perfect flyer, researching the right release time and generally doing a lot of busy work. It's very satisfying, but when it is time for the main course - action, we are full. The challenge is that we fill our time with things that don't produce revenue. Just like the chips, they will fill you up, but they won't fuel you like a solid meal. So this week, spend less time on the preparing and more time on the doing. Action is where the success is. You can spend so much time on the runway getting ready to fly, but if you don't start the airplane and get going, you will never take off. Don't occupy your day with non-income producing activities. Read your goals and take action. Don't fill up on the chips and make this week count!

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"Shake It Up! Big Dreams and Bold Choices On The Road To Success" is available at [ManginelliGroup.com](http://ManginelliGroup.com). Shake It Up is short, easy to read chapters to help you in everyday life and business to stay on the road to success.

***"Dan's approach isn't preachy or allknowing, but rather he comfortably combines his own energetic perspectives with the best content from some of the greatest achievers of our lifetime. It's one of the best business books of the year for sure."***

**~Gary Acosta**

Co-founder and CEO of the National Association of Hispanic Real Estate Professionals (NAHREP)

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