

Grinding

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Continuing in golf mode from last week's message and "taking one off the bean", I realized the connection of the word "grinding" in golf and in business. In golf, when you hear an Announcer call players grinders or comment that someone is "grinding over a putt", it is usually in the context of unending focus and perseverance through adversity. To me it's the ability to silence the noise, focus on the target and overcome mistakes without compounding them and ending up out of the match. Grinders will to continue to achieve, no matter the circumstance.

To me this correlates strongly to business as well. There are days when you might feel like you just don't have it. You won't feel like making another call just to get another "no". That's when you have to remind yourself, "its time to grind it out". When things don't seem to go our way and lost transactions or cancelled appointments start accumulating, even the best will find their enthusiasm sapped. This is when grinders move into a higher gear. They forget about the last shot and focus solely on the next one. Forget about what has or could happen and just grind out the task at hand. Things can change very quickly with just a single win, but you will never have a chance at that win if you give up. You have to keep grinding! Remember, there is only one thing separating the average from the achiever - the achiever is willing to do what the average will not. Silence the noise, grind it out and make this week count!

Upcoming Events

Find the Event closest to you and join us for some amazing information to increase your sales and to just meet some new people.

Call us today to book Dan at your next event of office meeting.
(714) 928-1898

"Shake It Up! Big Dreams and Bold Choices On The Road To Success" is available at [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 is an AMAZING coach, author and speaker. He has spoken at many of my 'lunch and learn' events, and he is beyond inspiring. People can really relate to Dan on many different levels. Dan personally inspires me to do my very best at everything I do in life."

Tobie Love - Branch Manager SPFC

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