

How Long Does It Take?

Photo by Crew on Unsplash

When the market changes it can feel like despite doing all the right stuff, you just aren't seeing the rewards, making it really difficult to maintain your momentum. Following is a story I heard 30 years ago from the great Zig Ziglar that really helps me get through those times when I'm not seeing the results I've been working so hard for:

Prime the Pump

First, you've got to prime the pump. In pump-speak, this means that you need to pour some water in first before the pump can continue to suck water out from a well.

In any endeavor in life, work, school or other circles, you need to put something in first before you can get anything out. Contribute your fair share of effort; invest time, energy and money – especially during the initial stages. This priming process is needed long before you can expect any reward.

Sweat At It

Second, you've got to sweat at it and pump away for some time before expecting the water to flow. This means putting in enough hard work pumping away until the water comes all the way up to the top and beyond before it cascades downwards from the tap to the pail.

Similarly, if you work hard enough, long enough and enthusiastically enough, rewards may flow. However, make sure you choose the right pump in the first place. In this regard, perseverance and determination are timeless virtues that are relevant in any age.

Enjoy the Sweet Flow

Finally, once you've managed to get the water to flow, it will continue to flow on its own, allowing the pump to supply the sweet nectar of life for some time. That source of water would help to quench parched throats, energize exhausted horses, or refresh dirty bodies. In our work, this would be the fruits that we harvest after we have finally hit the jackpot.

I actually keep a photo of an old water pump right in front of me at my desk to remind me "you just have to keep pumping". The water is down there, you just can't give up! This week is a reminder for you and myself, to keep pushing, don't stop, trust the activities and make this week count!

The great news is, whether we realize it or not, this is a choice that each of us makes every day. We each decide daily whether to focus on the blessings in our lives and do things that set the stage for channeling good vibrations, which in turn flow back to us; or to simply react as things happen to us, allowing fate or others to decide how our day will go; or worst, focus on everything wrong in our lives, assuring ourselves and those around us a day filled with stress, aggravation, and unhappiness. Since we have the choice, why not set the stage for a fantastic day filled with success and happiness - every day! Start your day with things that fill you with positive energy. For some it's a rigorous work out. For others it's taking a few minutes to consider and be grateful for the people or things in their lives that they love and appreciate.

This week make a conscious effort to analyze your energy. If it is not where you need it to be to be your best and help others be their best - change it. Go for a walk, meditate, pray, read, do whatever it is that brings you joy. Think of yourself as a fire hose. For each person with whom you come into contact, you can either shower them with happiness and helpfulness or you can spray negativity and spitefulness - and receive the same in return. The choice is pretty obvious, right? Focus your energy, do whatever it takes to get your good vibe flowing and truly 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.

ONTARIO CA - March 21, 2018 - Lunch & Learn The Community Real Estate Agent

11:30AM - 1:30PM

South Pacific Financial Corp
3257 E. Guasti Road, Suite 320
Ontario, CA 91761

RSVP: Ruth Pacheco at rpacheco@spfcnet.com

VISTA CA - March 29, 2018 - Lunch & Learn The Community Real Estate Agent

11:30AM - 1:30PM

NSDCAR-Vista Campus
906 Sycamore Ave #104, Vista, CA 92081

RSVP: Robyn Trinci at rtrinci@spfcnet.com

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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