

SUMMARY

1. Things Are Happening.

By now you should be able to visualize the mental and physical steps which you need to take to begin your journey of self-improvement. If you have not done so, you need to go back and beginning at chapter one, list the steps which we discussed in all the chapters. Set a date (hopefully today's), when you plan to start on this exciting and rewarding journey.

If you have already passed this initial stage, then you should at least begin to feel excited knowing that you have invaluable information at your disposal. By completing this course you have started to invest in yourself and probably developed the desire to make the necessary changes which will set you on a course of unlimited success.

Start gathering information on the career you have chosen whether it be real estate sales, financial services, wedding consulting, lawn servicing (landscaping), whatever turns you on. Start asking some questions and get started now!

Spend one hour per day gathering the information, register for the licensing course or send for the in-house training material and start putting down your schedule on paper. Remember you do not have all the time in the world. Select the office or the persons you are going to work and/or study with, and build your schedule around the time you have set aside for your improvement. Get excited and get physical!

2. Maintain The Momentum.

Always keep your dreams of a great future for yourself alive in your mind. Do not let one day pass without activating your mental

"wide-screen" and seeing yourself doing the things you want to do. Dream about your success, see yourself working, relaxing, traveling, walking and talking in your future life-style. If you truly believe it and work towards it, the creative forces of the Universe will bring it to pass. This thought is part of your self-motivation that will not be affected by external circumstances.

When a toddler is learning to walk, it does not matter to him whether it is raining or the sun is shining. He is learning to walk no matter what! Learn from him! Fortunately for him he cannot understand those who are telling him he is not strong enough yet, or that his legs are too short, he cannot be discouraged no matter how many times he knocks his head or his butt. Learn from him. He will walk, and you will succeed.

You must not be discouraged by your growing pains. Soon, very soon, you will learn from your mistakes and will be able to help others too. Keep reading, keep studying, keep talking to people. Keep trying, keep practicing, keep smiling and soon you will feel as if you knew it all even before you started. You just could not get it together.

Once you overcome the initial struggles, hit the first plateau of success, and realize that your feet are on higher ground, literally nothing can stop you again. Does a child go back to creeping after he learns to hold his head up high and walk and feel like a man?

You must do at least one thing every day which will take you closer towards realizing your dreams whether it be via your one hour per day plan, or otherwise. But whatever you do never let your dreams begin to fade! Keep them in the center of your focus and build your whole future around them!

3. **Do Not Quit!**

Winners never quit and quitters never win! Famous words and true. If you ever feel like quitting, ask yourself a few questions. "What is the alternative?" Are you choosing to stay right where you are rather than make a bid for a better future? Are you being fair to those who put you through school and helped you along the way? Ask yourself, "What do I have to lose?" The worse that can happen is that you make it part of the way, which will still be better than remaining where you are now.

But what if - what if you do make it and strike gold? How do you know when God might be just willing to reach down and touch you? Remember you are not in this journey alone. We already discussed that. What if it is all laid out there before you and all you need to do is go and get it? You will never know until the last bell rings! Plus, this is a life long commitment, remember?

Friends, on completing this course you know what you need to do to begin to change the circumstances in your life that might be preventing you from realizing your full potential. You have some of the most valuable and important tools to begin working with. The angels are standing by waiting to help you along.

Men who have been through great trials on this earth are standing beside you awaiting your decision. Do not deny yourself your piece of the pie! Forget yesterday and let us all look to the future with hope and determination, and let us run with patience the race that is set before us!

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