PERSONAL GROWTH | MOTIVATION | VISION

Overcoming Barriers and Obstacles

Desires that come from the heart come to fruition. They become reality because you really want them

by **Jack Zufelt**

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There will always be barriers and obstacles between where you are right now and where you want to be. If your desire is fairly strong, you will definitely get started on it. You will probably spend a lot of money and time on it, too. You may even get most of the way there.

> ***However, the day you encounter a barrier or obstacle that is bigger than your desire, you will be stopped.***

That's the bad news.

The good news is that there are no barriers or obstacles that can stop you when you are pursuing a Core Desire. The obstacles you encounter may be intimidating, they may slow you down, they may be difficult, they may hurt like crazy-but they won't stop you if you focus on your Core Desires. When you are less than wholehearted, you are easily derailed.

When your whole heart is committed, failure is not an option. Halfhearted athletes or teams will never become champions. A halfhearted relationship just doesn't cut it. A halfhearted salesperson is destined to a life of mediocrity and financial struggles.

Halfhearted will only get you halfway there. Anything less than wholehearted is destined to mediocrity or failure.

Every obstacle yields to stern resolve, and resolve comes from Core Desires. The ability to make obstacles yield comes from your Core Desires and Conquering Force.

In 1989 Melissa Poe saw a television show about what the world might look like in twenty years if our current levels of pollution continued. Melissa became very upset, and she decided to write President Bush, asking him to put up signs saying,

"Stop pollution. It's killing the world."

After not getting a reply from the president, she thought perhaps her letter had been lost in the mail and decided to put up her own signs. She called an advertising agency in Nashville, Tennessee, and asked them if they would put her letter to the president on a billboard.

When they asked her what organization she was with, she created *Kids FACE-Kids For A Clean Environment.* After they caught the vision of what Melissa was doing, they agreed to help. She then asked them if they would put one up in Washington, D.C., where the president lives.

The agency told her they didn't have any billboards in Washington, D.C., but they gave her the name of a company that did.

Melissa called them all and got them to agree to put up their own billboards. She kept getting more names of billboard companies and began calling them. Within a few months, over 250 billboards across the United States displayed her letter to the president.

Melissa also tried to enlist the help of environmental clubs, like the Sierra Club and Greenpeace, but they each told her she would have to wait until she was older. At the time, Melissa was just nine years old.

When Melissa started Kids FACE, there were only six members. But by the time she was sixteen, it had grown to over two hundred thousand members worldwide, and her newsletter went out to over two million people.

> ***Melissa had her heart set on something and her mind never told her she couldn't succeed.***

Following her example, we should all listen to our hearts. If we listen first to our minds, we will probably be led astray by the facts.

Thinking you want something that at the core of your heart you really don't want creates a huge problem. People write down goals as if they know what they want, but they really don't.

Most goals never come to pass because they aren't genuine. They don't come from the heart. Desires that come from the heart come to fruition. They become reality because you really want them.

Success, then, does not come from wishes, whims, impulses, goal-setting, daily affirmations, visualizations, intimidation, or pressure. Nor is it merely something that "would be nice to have."

> ***The DNA of all success is the combination of Core Desires and the Conquering Force.***

Jack M. Zufelt - MLM Expert & "Mentor to Millions".
Jack's personal and business success in network marketing qualifies him to teach others how to achieve that same success in their own network marketing business and personal lives.

His book, *The DNA of Success*, hit the #1 bestseller slot in the first 3 weeks it was out. It is now in 11 languages.

- Jack has a vast amount of experience in network marketing. He rose to the #1 position in an MLM company. ***He had 50,000 in his downline and earned $80,000 a month*** so what he teaches is NOT theory.
- Jack was awarded the ***Presidential Medal of Merit*** by the President of the United States.
- He was ***honored by the United States Senate*** for teaching Americans how to achieve better results in their lives and careers.
- ***PBS*** aired a special TV show featuring Jack that was broadcast via satellite to 127 countries.
- He was ***selected by Winners Digest***, a publication for Fortune 500 executives, as one of the two most effective speakers in the U.S. The other the chose was elected President of the United States that year.
- He is listed as a ***"Who's Who"*** of Human Potential Superstars and the, ***"Best of the Best"*** by Nightingale-Conant. They featured his best selling audio program on the cover of their catalog twice. This program was also featured in SUCCESS magazine twice.
- The readers and editors of ***Motivational International***, a multi-national publication voted Jack as one of two, of the decade's top international speakers.

- Florida Living Magazine, in an article featuring Jack Zufelt on the cover, reported, ***"Jack is one of America's most booked speakers."***
- Jack been featured ***on the cover*** of many other magazines that published articles written by him in several countries including America, Canada, Malaysia, Taiwan, Singapore, Hong Kong, New Zealand and Australia Japan, Indonesia, Philippines, Korea and Thailand.

Jack has discovered a concept about achievement and making money in network marketing that had never been taught before. It has caused him to become very popular as a speaker, trainer, business consultant and "Mentor to Millions". He has gained worldwide recognition because of his unique and life changing approach and his "no hype" concepts about what it really takes to be successful and make a lot of money in network marketing.