

COMMITMENT | GOALS | TRAINING | VISION

Dream - Grow - Focus - Achieve!

Everything is about making decisions! Every single day you must decide what you will do! Decide today about your DREAM.

by **Sue Seward**

1609 words | 7 pages

Sometimes the true heroes in our lives are those people who inspire us not with their superhuman accomplishments but simply by their refusal to give up in the face of seemingly insurmountable odds and the dignity in which they go about their lives. Bill Porter is one of those heroes.

Born with cerebral palsy, he was told for many years that he was unemployable. But with the unwavering support of a dedicated mother and an indomitable spirit that has become his trademark, Porter did support himself as a door-to-door salesman in Portland, Ore.

Porter's professional success is all the more amazing given the fact that his cerebral palsy makes walking extremely difficult and painful. But for more than 40 years, he walked eight to 10 miles a day, selling products for The Watkins Company, and along the way wove himself into the lives and hearts of the people along his route. Today, he is 69 years old and still sells Watkins products by telephone and via the Internet.

There's a really inspiring movie that I highly recommend everyone watch about the life of Bill Porter. It's called 'Door To Door' with William H. Macy.

A lot of people want to make a million dollars but they won't commit to doing a million dollars worth of work.

Bill Porter wasn't afraid to work, he wasn't afraid of hearing "no", or having doors slammed in his face, he knew how to dream and he FOCUSED intently to get where he was going and he never gave up!

Bill did not allow CIRCUMSTANCES to get in the way of accomplishing his dream of becoming independent and being a top salesman for Watkins!

Do you consider yourself a DREAMER?

Your Dream is the REAL key to your success. Have a dream that is So big that you have to become the person to achieve it.

You do this by self – development, decide to change and grow and constantly be learning. Become a leader. Leaders are readers, leaders are learners, leaders are constantly changing and growing into their dreams. Your dream is really just your WHY, your PURPOSE for getting up every morning!

Everything is about making decisions! Every single day you must decide what you will do! When you get out of bed in the morning make a decision to focus on what you want to get out of that day and don't stop until it's done.

Where you are today is because of decisions you made five years ago. Where you'll be in the next five years will be because of decisions you make today!

So decide to Dream, Grow, Focus & Achieve!

The BIGGER the WHY & PURPOSE is, the more determined you will become to succeed!

The more you grow and develop the more frustration, disappointment, rejection, discouragement all start to roll off your back like water rolling down a hill.

One of the main reasons people are not successful in our industry, and in any business for that matter, is simply a lack of FOCUS. It's not about being the best looking, the most experienced, the most credible or the most wealthy. It's about being the most focused.

You can be a jack of all trades or decide to be a MASTER of ONE!

FOCUS is the ability to say NO to many good opportunities so that you can say YES to only the BEST opportunity!

Some of the distractions that can steal your focus might be Internet distractions, email, cross recruiters with lot's and lot's of other opportunities. Your family can even be distracting at times. Laundry and dirty dishes piling up, spouses, friends, bosses, work, sports activities, church activities and the list of focus stealers goes on and on.

The best thing to do is to prioritize these distractions around your business time so that when you are doing business you are FOCUSING on business and when you are with your spouse, family, kids, friends, job, etc., you are FOCUSING on them when it's their time; when you are spending time with other activities outside your business focus on those activities at that time.

Focus really does take practice! Once you master it though you are on your way to achieving your dreams!

Decide on what you really want and how you are planning to get there.

This is a great time to think back on your DREAM! How are you going to accomplish it? You accomplish your dream by setting goals. A goal really is just a DREAM with a deadline. It's great to have a dream but sitting around all day thinking about it won't accomplish much except dreaming.

Now you've got to do something about it. Attach a goal to the dream and then the dream actually becomes real once you achieve the goal! Does that make sense?

An excellent example of what to focus on would be -- how am I going to move more products which is creating volume and how am I going to expand the team?

Set a one month, one year and five year goal. Decide where you will be in one month and then do what it takes to get there! Decide where you want to be in a year, set that goal and then FOCUS and do what it takes to achieve it!

Decide where you want to be in five years, set your daily, weekly, monthly goals and then do what it takes to make it happen! Whatever happens never quit. Constantly set new goals and when one goal achieves a dream, then it's time to dream BIGGER!

Do you want to pay some bills, buy a new car with the one payment plan, build your dream house, provide a college education to your kids, bring home your spouse, give to charities and ministries, help the homeless?

These are all dreams to accomplish.

***If you're not doing what it takes
to achieve your dream then the
dream probably isn't big enough
so dream BIG!***

The bigger your dream the more you will grow to achieve it!

Set a daily routine (Bill Porter had a daily routine and he stuck to it no matter what distractions or circumstances came his way!)

Here are some great ways to help stay focused:

Use a timer when you're working online; especially when checking emails and spending time in message forums and online communities.

Set priorities and time for social and sports activities, family time. Schedule these on your calendar. Make sure to set aside YOU time for self development. Take your books with you wherever you go to read a chapter or two while waiting on appointments. Listen to CD's in your car even while your kids are with you! They will GROW too!

Listen to positive information on an iPod or CD player before going to sleep at night or first thing when you wake up. I read a daily Devotional every morning called '*Battlefield Of The Mind*' by Joyce Myers because YOUR mind can be your worst enemy!!!

So feed it positive brain food constantly!

Remember the wise ole saying, garbage in garbage out! Put the good stuff in your mind at all times! Turn off the news and stop reading all that garbage in the newspaper.

Start taking on LEADERSHIP roles. Listen to as many conference calls or recorded calls as you can. Believe it or not these calls are very important for your development. The more you develop into a leader the more you will be paid! Focus on developing into a leader and not the money you want to make! When you become a leader the money will flow in!

Start sharing your story on calls and little by little get out of your comfort zone and volunteer for calls and soon you will be up in front sharing your story!

Never stop planting seeds. Be consistent every single day and don't stop until those seeds are planted, cultivated and a team is growing for long term financial success! Become the leader, the teacher, setting examples for others to dream, grow, focus and achieve too.

Zig Ziglar said "A Goal properly set is halfway reached!"

He also said "If you want to reach a goal, you must see the reaching in your own mind before you actually arrive at your goal".

***That's the DREAM; the goal is
just the way to ACHIEVE IT! You
CAN DO IT!***

If I can do this so can you! If Bill Porter can, so can you!

Don't stop setting and reaching goals until you achieve the DREAM! Then set a BIGGER Dream to reach!

Another of my favorite mentors, Mark Yarnell, says...

***Do ONE Thing At A Time....Do It
RIGHT & Finish It!***

Keep Dreaming, Keep Growing, Keep Focusing & You WILL Achieve!

© 2007 Sue Seward. All rights reserved.



*'Success is not counted by how high you have climbed,
but by how many people you brought with you.'*

Sue is a wife, mom, career Network Marketer and Internet Marketing Coach who has been earning an income from home online since 1996. She teaches others how to make connections for profit. She is also a

public speaker and published author of numerous print and electronic articles as well as coauthor of the book 'Build It Big: 101 Insider Secrets From Top Direct Selling Experts'.

To find out more about how Sue builds her business online visit

<http://www.eCommerceHomeBiz.com>