TRAINING

Desire to Learn

Don't hesitate to consider the remote possibility that you may be wrong; be willing to challenge your beliefs, the way you think and finally the way you feel about many issues in life.

by **Kathy Roberton**

734 words | 3 pages

The topic of training this month brings up a very interesting point; training begins with an open mind to learn.

> ***Having the desire to learn is at the heart of the ability to take in new information that allows you to do something that you were not formally able to do.***

On this I think we would all agree.

Yet, would we all agree that to learn something new also depends on the ability to think that we may be wrong; I wonder about this? Every change I have personally been able to make in my life has begun with deciding "I may be wrong about something"; at least learning and changing as an adult, that is.

We come into adulthood with many core beliefs that if go unchallenged become the heart of the person we become as well as the foundation of the successes or failures that we go through in life. Each of us has the same amount of time and we all came in to this world naked with an almost blank mind, why then do some of us succeed and some of us struggle? Our core beliefs, whether right or wrong have been formed almost 80% by the time we are six to eight years old and we see the world through the eyes of these core beliefs. We filter information, visual stimulations, what we hear and what we feel through these core beliefs…

What if they are wrong? How would we ever know if we are not willing to challenge them?

> ***Learning begins with the ability to challenge the way we think and process information.***

Ultimately this process is pivotal in achieving success; whether it is with relationships, emotional, physical or financially. Perhaps you have noticed that someone can have all the money they could ever spend yet they have broken relationships and are 60 pounds over weight. Or, someone who is impoverished financially yet is happy and physically fit! Is it possible to have it all? I think it is…

In closing, I believe that a person can change and become the Masterpiece they were designed to be. Some of us were "wired" from childhood to feel secure, safe, loved and valued. This goes very far to secure success in relationships, physical fitness and financial success. If anything is left out regarding feeling secure as a child, safe, loved and valued then each of these areas plays a role in our adult life and is ultimately based on how we process information. This in turn affects all the areas of our life; whether good or bad – whether we believe it or not.

> ***Don't settle for anything less than the Masterpiece you were created to be.***

You have been given life and I believe that God desires that you would have life abundantly, live life outrageously and experience life and love without regret. Don't hesitate to consider the remote possibility that you may be wrong; be willing to challenge your beliefs, the way you think and finally the way you feel about many issues in life. Finally, if you don't like "it" whatever "it" is, you can change it; all you have to do is CHANGE YOUR MIND!

Kathy Roberton comes to Warranties for Less with an uncommonly strong background in sales, marketing, distribution, public relations and branding. Kathy attended Liberty University with a Tri major in Psychology, Theology and Business and has gone on to serve at the highest levels of management/ownership in businesses within Medicine, Medical Marketing, Hospitality and Sales. Kathy has won awards for being an outstanding leader and trainer with superior motivational skills. She stands out as a skilled and gifted public speaker with exceptional high sales results. She has been responsible for coordinating and leading large sales teams and has orchestrated and led small to large meetings (20 to 10,000+ participants) with the inclusion of intricate audiovisual and video simulcast, a large support staff, catering and the ultimate final sales occurring at the end of each meeting. She brings the background we were looking for to be the point person for Distributor Relations, International Expansion, Sales Promotions and Events.