

Make It Happen

*To make things happen, you've got to do just that- **MAKE IT HAPPEN***

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Those are three of the most important words in the vocabulary of those who pursue and achieve success in almost anything they plan to accomplish. Notice I said **PLAN** to accomplish.

You must have a plan and it can be simple- just define a direction or objective and work your short plan around it.

Here are some examples. In my own life, my wife and I were married a couple of months short of 30 years. We decided, before the wedding, certain basics we **PLAN** to employ in our lives. The most important thing we made the key part of our plan was to communicate. Sound reasonable? Well, you'd be amazed how many people fail to realize the importance of this necessary skill. My wife and I have never had an argument or fight. Why? Because we **COMMUNICATE**. We realize we are partners who have determined their lives shall be a product of complete honesty, no secrets and the ability to talk about things before we unilaterally jump into the wrong direction. When partners believe in each other and try to be supportive whenever and wherever possible, they think differently. No longer is there doubt or distrust but just the opposite. And it feels good!

Now, getting back to "Make it Happen." In today's world, most people realize how much harder they have to work to achieve success. The same thing holds true in business relationships.

Nothing beats honesty and the realization that if you have a partner, be it in a marriage,

business or other things, you must adhere to those basic principals.

Realize, too that to make things happen, you've got to do just that- **MAKE IT HAPPEN**

The next very important thing is a **positive attitude**. Don't waste a second of your time listening to someone who is negative. They will bring you down, too. Always have something in your back pocket which will allow you to politely move on rather than wasting valuable time and energy. Remember, once those minutes or hours are gone, you'll never get them back.

I happen to be a great proponent of **humor** and its' importance in keeping you healthy. Not only healthy, but fun to be with, talk to and at the same time bringing in relaxed fun to your daily activities. I try to plan spending an hour a day relaxing and laughing. I happen to find some sitcoms on television perfect for helping me achieve that part of my plan. My wife and I usually target a show or two shortly before dinner if possible. Don't think for a second that this doesn't help in the digestion of your food, too. It's fun to laugh out loud, especially with someone very important to you.

STANFORD H. COHAN

My contribution to this fine publication will be based upon an entrepreneurial career covering many decades. During that time, I have spent lots of years in the financial service field, as Board Chairman, CEO, organizer and builder of many of these ventures, including the nation's second largest money order company- *Federal Express Management Corp.* based on contract with Fed Ex Corp. This was a public owned company, along with Money Service Centers, owner and operator of 15 check cashing, money order, prime food stamp purveyor for City of Baltimore; and a number of other ventures which gave me a meaningful information base. Added to that list was control ownership of a Florida full service commercial bank.

After retirement, I developed a substantial business in the MLM field from which I am now retired. However, I am most intrigued with the MLM business model and am now exploring re entry into the MLM field.

I feel a responsibility to share my background and knowledge of the business world with the entrepreneurial leaders of tomorrow.
