SKILLS | PROFESSIONAL DEVELOPMENT

Nothing Is Impossible

With that in mind, here are some thoughts on how to approach projects and those areas I want to succeed in.

by **Linda Yates**

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As I contemplate how to succeed at any given task I'm reminded of a talk that I gave too many years ago to count. The theme of the talk was *'Nothing Is Impossible.'* I was pretty young when I gave it but it has stuck in me ever since. In fact, whenever I'm told that something is impossible I set out to prove that opinion wrong. Yes being stubborn is probably a trait I exude.

Here are some thoughts on how to approach projects and those areas I want to succeed in.

First, research what the task is and how to accomplish it becomes the launch point. Especially if it is something new. I have had the opportunity to work in several industries. Each time I have had to learn as much as I possibly could about the industry so that I could begin teaching the particular focus for the moment.

Second, having an end in mind or what the goal is helps to lay out a path to completion. Goals are the lifeblood for moving forward and experiencing fulfillment.

Next is discipline.

> **Sticking to whatever you are trying to conquer builds strength and the more you try the sooner you will achieve.**

The statement 'it's a numbers game,' is so accurate in many aspects of life such as business, sales, dating, and job hunting. I've watched this

repeatedly in my childrens' lives. Recently, my youngest was trying to pass his driver's exam. He was struggling with parking. He was committed to conquering this part of the driving exam. He would practice over and over and I would get dizzy riding with him but he did master parking and received his license.

Keep positive individuals on your team and dismiss the negative influences. It wastes energy, your energy when you get pulled in a negative loop.

Task lists will help keep you focused. Whatever you focus on you get. Think about it. The more you ponder this statement the more you realize how true a statement that is. The trick is to focus on what you DO want and not on what you don't.

Lastly, follow up. Follow up and follow through will make the difference in your success especially when you are dealing with others.

When you commit to do something – just do it.

Feeling that sense of accomplishment is where the highest high can be generated.

I know you can do it. I have faith in you and your ability to achieve whatever you can dream.

Linda Yates has more than 20 years of experience in sales, customer service, marketing, business development and fund raising. She has spoken on topics such as leadership, customer service, personal development and growth, business marketing and communication. She has written for national publications on marketing strategy planning and development and has been a highly sought after asset for a variety of businesses and organizations.

She currently leads the exciting and diverse real estate training experiences on behalf of an industry leading organization. From online

seminars to workshops to boot camps, she implements the educational programs that help investors and first-time home buyers thrive in today's real estate market. With extensive project planning, public speaking and educational training experience, Linda distills complex issues into easy-to-understand messages that help individuals from all walks of life achieve their real estate goals.

Prior to working in the real estate industry, Linda executed motivation and training programs to thousands of individuals from several Fortune 500 companies on their internal processes and strategic initiatives throughout North America.

She is no stranger to the world of technology where she advised middle market companies on leveraging their existing business systems and to how maximize their customer relationships through technology.

Linda's expertise is being a conduit to facilitate growth from a personal or business setting. She believes that if you "talk" about it, you better be willing to "walk the talk".

To learn more or to contact Linda directly, e-mail her at lhyates@excite.com