

Hold The Vision to Do The Work

It's only by knowing the end we desire that we are able to figure out the steps to take that will carve a path in that direction.

by **Mary K Weinhagen**

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Start at the End - Here's a trick that screenwriters use: work backwards. Begin at the finish. If you're writing a movie, solve the climax first. If you're opening a restaurant, begin with the experience you want the diner to have when she walks in and enjoys a meal. If you're preparing a seduction, determine the state of

mind you want the process of romancing to bring your lover to. Figure out where you want to go; then work backwards from there. Yes, you say. "But how do I know where I want to go?"

[Pressfield, Steven \(2011\). Do the Work \(Kindle Locations 278-283\). The Domino Project. Kindle Edition.](#)

This week I read Pressfield's manifesto *Do The Work*, which is currently free for Kindle over at Amazon.com. The book is designed to coach you through a project (like a business venture :) and for any of you who have read his previous book, *The War of Art*, you won't be surprised to discover it's all about getting beyond RESISTANCE. It's a quick read that I highly recommend... so go grab it today!

It was a very timely read because it occurred to me that what he was describing as the 'tool' to move through and past resistance was having a clear and strong VISION!

The quote from the book above ends with *"But how do I know where I want to go?"* and Pressfield says to figure that out you only need answer the question, **"What is this about?"** And when you think about it... knowing what your project is about, whether that's a successful network marketing business or something else, *will* reveal to you the end state... and that's exactly the vision you want to hold in mind at all times.

Even though your vision speaks of 'the end' (or at least *an* end) it *has* to come first. And it needs to be clear enough and important enough that we are *compelled* to do the work, we *need* to do the work... *no matter what resistance shows up!*

So if you haven't already taken the time to get clear about what your business is about... I strongly encourage you to take a look at answering this question for yourself.

It's only by knowing the end we desire that we are able to figure out the steps to take that will carve a path in that direction.

--Mary K

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EXPECT MIRACLES!



The best thing about network marketing for me is that it asks... even encourages... me to seek out people who are willing to explore and share their dreams and vision. It gives me reason to invite people to share— from their heart— early in our relationship.

I love this because sharing dreams and clarifying vision puts us together in an energy that feels so

good— so alive. It opens us up to take inspired action, which consistently results in greater and greater levels of success. What a joy sharing this kind of ride with others!

— Mary K.

"What I admire most about Mary K. is that she literally and figuratively incarnates one of my most treasured quotes: Dag Hammarskjöld's "To all that has been— Thanks. To all that will be— Yes!" She speaks about the joy of sharing this 'ride' with others. Mary K. IS the joy— to know and to work with."

— JMF

In addition to editing the articles for TheNetworkMarketingMagazine.com, one of the projects Mary K is involved in is contributing to raising vibrations in partnership with TheMagicHappens.com, a magazine setting the tone for *thriving* in today's chaos and inviting people to embrace Financial Freedom with a [Home Business](#)!