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# Allowing Setbacks to Spur You On

*Too often people try to storm their obstacles as if they're forts that need to be taken. It's better to step back and ask yourself some questions*

by **Denis Waitley**

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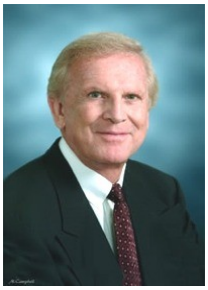

Many times we look at high achievers and assume they had a string of lucky breaks or made it without much effort. Usually the opposite is true, and the so-called superstar had an incredibly rough time before he or she attained any lasting success.

It may motivate you more toward your own goals to know that some of the most famous and well-known people in modern times had to overcome difficult obstacles before they finally reached the top.

## It takes persistence and total commitment to your goals, but it's possible!

You may not know the background of a certain laundry worker who earned sixty dollars a week at his job but had the burning desire to be a writer. His wife worked nights, and he spent nights and weekends typing manuscripts to send to publishers and agents. Each one was rejected with a form letter that gave him no assurance that his manuscripts had even been read. I've received a few of those special valentines myself through the years, and I can tell you firsthand that they're not the greatest self-esteem builders.

But finally, a warm, more personal rejection letter came in the mail to the laundry worker, stating that although his work was not good enough at this point to warrant publishing, he had promise as a writer and he should keep trying.

He forwarded two more manuscripts to the same friendly-yet-rejecting publisher over the next eighteen months, and as before, he struck out with both of them too. Finances got so tight for the young couple that they had to disconnect their telephone to pay for medicine for their baby. Feeling totally discouraged, he threw his latest manuscript into the garbage. His wife, totally committed to his life goals and believing in his talent, took the manuscript out of the trash and sent it back to Doubleday, the publisher who had sent the friendly rejections. The book, titled *Carrie*, sold over 5 million copies, and the movie became one of the top-grossing films in 1976. The laundry worker, of course, was Stephen King.

The main message:

## Believe in your ability to turn obstacles into opportunities.

Too often people try to storm their obstacles as if they're forts that need to be taken. It's better to step back and ask yourself, *"Did I cause this obstacle by my own actions or lack of them? Did someone else cause this obstacle? Is this obstacle one that grew out of the natural progression of circumstances?"*

This last question may seem complex, but it holds a secret to the way you can set and reach your goals and achieve your destiny!

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**Denis Waitley** is one of America's most respected and beloved authors, keynote lecturers and productivity consultants on high performance human achievement. He has inspired, informed, challenged and entertained audiences for over 25 years from the boardrooms of multi-national corporations to the control rooms of NASA's space program. Denis has been voted business speaker of the year by the Sales and Marketing Executives' Association

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