



INSIDE JOBS

COACHING COMPANY

Focusing on Your Success

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Welcome to **FOCUSING ON YOUR SUCCESS**, the newsletter for [Inside Jobs Coaching Company](#)

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Favorite Quotes

“He that is good for making excuses is seldom good for anything else.” Benjamin Franklin

“I attribute my success to this – I never gave or took any excuse.” Florence Nightingale

“To rush into explanations is always a sign of weakness.” Agatha Christie

Do You Try?

Sam is a new client who is frustrated because he seldom accomplishes his goals. When he talks about what he plans to do, he says, “I’ll try to get it done.” When he talks about why something didn’t work out, he always says, “Well, I tried to make it happen, and it just didn’t.”

When Sam shared these thoughts he gave me the clue to why he is stuck. He “tries”.

As Yoda said to Luke Skywalker in Star Wars, “**Do or do not. There is no try.**”

When I brought this up with Sam he was not sure what I was talking about. He always thought he was supposed to “try”. Aren’t we supposed to try to get things done or make things happen?

Actually, no! If you really want something, you don’t “try” to make it happen, you DO IT! “Try” implies that it might not work out the way you want, and you will be OK with that.

When Sam says he’ll “try”, he has already given himself permission to slack off and fail.

“Try” implies he’ll make an effort, but that not achieving his goal is an acceptable possibility.

“Try” also implies a lack of commitment. There is a reason that in most marriage ceremonies the bride and groom say vows that state a pledge to each other, followed by “I do.” Would you want to marry someone who responded to a lifelong commitment with “I’ll try”?

Sam said that when he talks with potential clients he often uses the word “try”. He now sees that his phrasing conveys a lack of confidence in himself, which then translates into a lack of confidence on the part of his client. When he uses the word “try”, his clients interpret it to mean he’s not fully committed to a positive outcome for their project. This is probably one of the reasons he’s having trouble signing new clients.

He realized that he would never want to go to a brain surgeon who said, “I’ll try”. For him to place his confidence in her, she would have to show him she believes in herself, and knows she can create a successful outcome. There is no room for “try” in brain surgery.

Now before Sam talks with people, he makes a commitment to himself and his ability to do the job. He then conveys this commitment and confidence by saying, “I can” and “I will”. Very different than, “I’ll try”

It’s something to think about.

For **complimentary worksheets** on a variety of topics, visit our website at www.insidejobscoach.com and click on Resources

PERSONAL REFLECTIONS – Finding Help

For the past several months I’ve been struggling.

As you know, my life passion and goal is to support and empower people as they discover how amazing they are.

In order to do this, I’ve written a great book (Feeling Good About You), and am in the process of creating an on-line program to go with it. Everything is focused on helping you see what an amazing, capable, competent person you are.

My challenge is that I have no clue how to do all the technical stuff necessary to make this a reality. I am passionate about the information, and know how to write it down, but once we get to setting it up on line, it’s all Greek to me.

Sooooo, these past few months I’ve been looking for someone who can turn my work into a format that will be helpful and easy for you to use

I was shocked and surprised at how difficult this is!

Since last Fall I've been referred to a few people, who I contacted and paid to do this job. Unfortunately they either messed it up or disappeared. It was very discouraging to put my faith and trust in someone, who then dropped the ball.

For awhile I was very frustrated, thinking that I might never be able to get this important project done, and wondering if I should just let it go. Then it dawned on me that if I did that, I was allowing those other people to win, and letting down all of you.

I realized that the word 'frustrated' means that my perception of the situation is that I have no control. Although at times it felt like that, the reality is that it's up to me to choose to either roll over and give up, or to stand tall, find new ways to solve the problem, and move ahead.

It was helpful for me to remember that I'm still in charge. With this knowledge I was able to reclaim my strength and belief in my project and myself.

I needed a new plan, so I talked with several people who already have an on-line program, and they guided me to the perfect person to do what I need to move ahead.

So this month I'm reflecting on the importance of being aware every day that the only way to fail is to completely give up. As long as I choose to learn from the frustrating experiences, I will find the strength and guidance on how to move forward.

How about you?

To Reach Sandy

I welcome any and all comments and suggestions. You can contact me to comment on this newsletter, or for information on Coaching for yourself or your staff, by emailing us at sandy@insidejobscoach.com or calling us at 1-541-772-3470. You may also visit our website at www.insidejobscoach.com for more information.

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