



## *Inspirational Emails*

### **Running From or Running Toward**

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It appears to me that **the majority of people in the world today are more motivated by what they fear** or what they do **NOT** want to happen to them, than by what they **WANT** to achieve. These people's lives are spent focusing on their fears. Consequently, because most of their energy is focused on this vision of fear, they actually go through life creating more and more of what they say they do not want. This is inevitable because their "vision" (what guides them) is their fears.



**Ask some of your friends what they want in life.** I will guarantee that what you will hear from most of them is what they **do not want**, rather than what they want. When I ask executives what they want to achieve in their careers or business endeavors, nine times out of ten, what I hear is a litany of "don't wants." "I don't want to lose." "I don't want our stock to dip below \$25 a share." "I don't want employees who are x." "I don't want to be surrounded by losers." "I don't want to work 70 hour weeks any longer."

You should see these men and women when I tell them that I want a list of things that they want to achieve and that it has to be written in positive terms. The anguish and agony they experience is almost comical. You would think that I asked them to cut their index fingers with a knife and write with their blood.

We have all heard motivational speakers quote the proverb, **"Without a vision, people perish."** However, if your fundamental vision for life is avoiding what you fear, you can also "perish."

Think about it:

- People who run scared through life rarely enjoy their life.
- People whose fundamental vision for life is to avoid what they fear are reactive rather than proactive.

- People who are motivated by their fear are given to solving problems rather than achieving results.
- People who are running from their fears spend most of their time "checking their rear-view mirrors" and, consequently, are prone to having more "wrecks" than those who are looking in the direction of where they want to go.

It is one thing to ***have a vision of where we want to go*** and ***then to look for those barriers*** that could potentially divert us from our goals. **It is something else altogether to only see barriers** - to solely focus on our concerns or fears.



**Focusing on problems only creates more problems. Only a vision of what we want to achieve gives us the urgency to run in the direction of that which we intend to create** - and as we run in that direction, we discover that our

problems are becoming smaller and smaller and smaller.

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