

# SUCCESS INSIGHTS

## **#5 Stumbling Block – Not taking action toward your goal because you can't see how you will accomplish it.**

In a previous issue, we talked about people limiting their goals because they really don't believe they can achieve what they want. Another reason people limit their goals or fail to set them in the first place is because they can't see all that has to happen to get from point A to point B.

Think of a car driving on an interstate at night. With the headlights, you can see maybe 200 feet ahead of you. Beyond that, it is dark and you have no idea what is up ahead. But as you keep going, the next 200 feet get illuminated. So then you continue to drive, and the next 200 feet appear. You will reach your destination but only if you keep going. You don't need to see everything along the way – just the next 200 feet.

Life is very much like that. It unfolds before us. We can never predict the obstacles (or the opportunities) that await us. How many of us have pursued and reached a goal and knew every thing that was going to happen along the way? Yet we allow that "unknown" to stop us from pursuing other goals.

Now that I think about it, predicting obstacles also seems to be a stumbling block for many people (a favorite pastime for some!). I just spoke with a potential coaching client who wanted to hire me to help him change careers. Guess what our whole first conversation consisted of? All the reasons he wouldn't be able to change careers!

**Let's call this Stumbling Block #5-1/2.** So as we start to imagine the path to reach our goal, we are either stopped by not knowing what comes next or by imagining obstacles that are insurmountable.

Our brains are hardwired to protect us. It's a survival mechanism. So when we start to dream of accomplishing something out of our comfort zone, our Obstacle-Creation Mode (OCM) kicks in. (I just made that up – so work with me here!)

Dream - "I'd like to run a marathon."

OCM – "There's no way I'll have the time with this new project at work. Plus, my knee starts to ache when I run."

Dream – "I'd really like to start my own business."

OCM – "I don't have the money for that and I can't find the time while working a full-time job."

The interesting thing about this is while we're busy creating obstacles, every day people with similar or more challenging circumstances are achieving the goals we'd like to set for ourselves.

Have you ever heard the story about the single mother supporting three children who used her total life savings of \$5,000 to start a company that is now listed among *Fortune* magazine's Most Admired Corporations in America and boasting annual retail sales of more than \$1.5 billion?

<http://www.marykaytribute.com/>

How about the man who at the age of 40 began to compete in marathons and triathlons while pushing, pulling and carrying his full-grown disabled son?

<http://www.teamhoyt.com/history.shtml>

When we hear these stories, sometimes we think that these people possess some super-human strength, gift or talent that we don't have (another obstacle we like to put out there).

More likely, they just weren't willing to let fear of the unknown or possible challenges to dissuade them from their goals. They moved forward, one step at a time, and when they did encounter obstacles, they found unknown resources and assistance that they never could have predicted would come their way.

One thing I've encouraged people to do when setting a goal is to brainstorm obstacles. As a matter of fact, I tell them to come up with as many as they can. Because for every obstacle, there is a strategy or solution that can be implemented.

The download this week will help you overcome obstacles that may stand in the way of your goals.

And for those of you who don't pursue goals because you can't see every step of the way there – all you have to do is take the first step!

#### **QUOTES**

"Take the first step in faith. You don't have to see the whole staircase, just take the first step."

~ Martin Luther King Jr.

"Research shows that 95% of the things we worry about never actually happen."

~ Unknown

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