

CHAPTER 1:

Are You Settling?

Success. This is something everyone strives to achieve. Everyone I encounter wants to succeed in life – whether it's financial success, developing better relationships, enjoying greater health, having a more meaningful spiritual walk or improving any other area of life. That's why people attend seminars and listen to audios. That's why you are reading this book. I have a few questions for you about the success you are seeking:

Are you settling in life? Are you settling for what you think you can have versus what you truly desire?

I use this word *desire* by design. Desire fuels our appetite for achievement. Desire causes us to go after our goals. Desire causes us to pursue our spouse or go after the vocation or business that is in our dreams. Desire is different than simply wanting something. We feel desire at

a deeper level. There's more emotion in our desire. If you simply *want* something, you might get it, or you might not get it; it's not a big deal either way. But, when you *desire* something, you earnestly seek it with all that you are.

Here is an example of what I mean. Back in March 2018, I found myself stuck in a job that was going nowhere. I had been working in a call center doing technical support for a TV provider for six years at that time (I had enjoyed it for the first couple years). I had gone from phone support to chat support. While I was in chat support, the company merged with another company and my department was assigned to a special project. My department wound up doing advanced billing support for far too long. It was not a good scenario for me. First, billing was not my strength. Second, I was chatting with people who had messed-up bills and they were not happy with the company; therefore, they were not happy with me. I had no interest in chatting with them either, especially since they were not happy.

I was completely burned out, fed up with and absolutely hated what I was doing. While chatting, I would be slumped in my chair during the chat and I did not care how the chat went. If you can visualize my finger and thumb one inch apart, that is how close I was to walking out multiple times and saying, "I'm done!" Sometimes, I was even on the verge of tears. It was not a good situation.

My saving grace was a coach I was working with at the time. At the end of one of our sessions, he made a statement. It was not a new statement for me, but I hadn't heard it in a while. [For me, it's not the new information I learn that really transforms my thinking; it's the information I've learned and forgotten and heard again to remind me that transforms my thinking.] He told me, "Andy, if you're not happy with the quality of the results you are getting in your life, you need to re-examine the quality of the questions you are asking yourself."

That hit me like a ton of bricks. I was not happy with the results I had in my life at that point, at least not with my job.

I had to get real with myself. What was I seeking? What did I want? What would I rather be doing?

When I went home, I did some hard thinking. I had been speaking on the side part time for about 8 years, but I wanted to be speaking full-time.

I decided to do some research. I went to the one place most everyone goes when starting research. I went to "Mr. Google!" I googled 3 simple words: Tulsa Seminar Trainer. I live in the Tulsa, Oklahoma area, so I searched for training positions available locally.

What came back amazed me. Pages of results came back. I narrowed those pages down to five companies, then those five companies became two. I prayed over which company I should work with and made my decision. I applied and auditioned for the company I chose, and they accepted me as a trainer. I traveled to Mission, Kansas (their headquarters), and I was certified as a Trainer on May 15, 2018. Wahoo!

However, I was told my first training session would not be booked for as much as eight weeks. I returned to the call center (my department was put back on the phone by this time) to wait for my business to arrive.

On June 1, 2018, I was on a break walking around the front of the call center. I received a call from the training company's scheduling department. Cara (one of the schedulers) told me there was an emergency. They needed a trainer to travel to Pennsylvania and West Virginia for a week-long seminar. "Please, tell me you can do it!" she pleaded with me. That was a Friday. I looked at the calendar on my phone and saw the date was exactly two weeks away from when she needed me to fly out. This was perfect timing, as my wife wanted me to give two weeks' notice to my employer. I told Cara I could do it. I called my wife to let her know what happened and she gave me the go ahead.

I walked back into the call center on cloud nine because I was able to type up my two weeks' notice to my employer saying, "Thank you for the opportunity – however, I'm out in two weeks!"

On June 15, I walked out of the call center singing "*Freedom, freedom!*" I was free to pursue my desire to speak and train full time.

My question to you now is: **What do you desire in your life? Are you seeking this desire?**

I will share the secret of achieving everything you want in your life, but first, I want to ask you some questions:

- Do you believe setting goals is important?
- Do you believe having a positive mental attitude is important?
- Do you believe reading books and listening to training is important?
- Do you have goals set for this year?

Here is the most important question I have for you: Are you currently achieving what you want in every area of your life? If not, why not?

My guess is you have heard the secret to success is writing down your goals and creating an action plan to

achieve them. What I'm going to share with you could very well go against everything you have learned up to now. Whether you have written your goals down or not, if you are not achieving everything you want in every area of your life, I would submit to you (based on the fact that you've apparently not achieved what you want), that writing your goals down on paper and creating an action plan is not the secret to success.

If writing down your goals and creating an action plan to achieve them was the secret to success, then everyone who has written down their goals and created an action plan would have achieved their wildest dreams by now.

What then is holding you back from achieving your goals and your wildest dreams?

