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## **Business Cents**

5 things that you need to achieve Success

ELIMINATING FEAR  
PROCRASTINATION  
PLANNING  
DISTRACTION  
FOLLOW THROUGH

## **FEAR**

Fear is the most powerful emotion. Fear is a very determining factor preventing you from taking a chance on a new venture or doing anything at all.

Fear comes in all shapes and sizes. For many fear stops you from leaving your comfort zone not taking a chance for fear of damaging your reputation, self-respect, or bank account. The list may be infinite. There are as many fears as people.

Fear rears its ugly head in a lot of ways, but the most common problem that most people have with fear is that it prevents us from moving forward.

Deep down you know it can be done, you know that you can do it, but fear creeps in and keeps you from performing the way that know you can.

Let's put fear to rest: Ask yourself:

- What, or who, is stopping me?
- What am I afraid of?
- What things are stopping me from moving forward and getting what I want from life?
- “What if this happens?”
- “What if that happens?”

The “What ifs” are usually negative. When are making life-changing decisions,

Do research. Decide if you want to go ahead with an original idea, or alter your decision. Just don't drop everything and give up.

You must have a goal when starting any new endeavor, but still find that you are just sitting on your thumbs, then fear is probably why you are not moving forward with your plans. Talk to friends, a mentor, to get back on track where you are with your life and your fears.

You need to recognize your fear and conquer it

Fear is a basic instinct. The greater the threat, the stronger the response.

Fear has helped man (and beast) stay alive for thousands of years,  
Fear has its place, but “Today” If you are in business (online or off), fear of failure can  
destroy the hopes and dreams of the would-be entrepreneur.

Fear can cause us to not perform our best when we need to, and can also keep us from  
preparing properly, due to the stresses that fear can cause.

## PROCRASTINATION

And why do we procrastinate?

- Because of fear.
- Being lazy! I
- But I just didn't feel like it".
- "I really meant to do that but . . ."
- "Hold on, I'll be right back . . ."
- "Wait, I'm not feeling it yet"
- "In a second - checking my email"
- "I'm too busy. . ."
- "Sorry, I have to take this call"
- "Just one more website to go to"
- "WOW, you really need to check out this video"

Procrastination wastes a lot of time. Waiting until the last minute to do something will cost you time, and money.

The problem with procrastination is that is often spills over into your workplace. If you are in business for yourself, then you really need to nip it in the bud and use Your time efficiency.

There is not a "Magic" solution to eliminate procrastination. Procrastination is a habit,. To reduce and eliminate any habit you must be aware of it, and pay attention to when it is happening. Here are a few guidelines.

- Set a time to begin AND end your task.
- Set a start time well ahead of when you need to finish.
- Keep a calendar to keep track of your time.
- Don't move mail from one place to another, keep or toss.
- Keep a place for things, especially bills and important papers.

## MAKE A PLAN, SET A GOAL, and SET A TIME.

In order to reach a goal you need to set a goal. When you first begin a project you need to make a specific target goal (e.g. "I want to have \$5,000 in my bank account within 3 months).

If \$5,000 is the main goal, then you break that down into simpler month-to-month, week-to-week, or day-to-day goals.

Everyone has wants and desires. Only the individuals that have a plan, set time limits, and actually work toward that end, will see their wants and desires become reality.

## **FOLLOW THROUGH**

If you quit before you are finished, you will be "Finished"! You will not see your desired results. Why start something that you are not going to finish? Why waste your time and energy? You might need to make a few changes but if something is working, even a little, then don't stop, just tweak it.

The Importance of a plan it provides you with a guide to follow, and sets specific time lines to give you an idea of how you are doing, and helps to keep you responsible. When you hold yourself responsible to finish things on time, then you will continue to work, and achieve each goal as it presents itself.

It is always easier to give up and quit then it is to keep on fighting for what you want. Obstacles come up. We, then need to re-adjust our strategy. Everything takes time to make something happen.

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