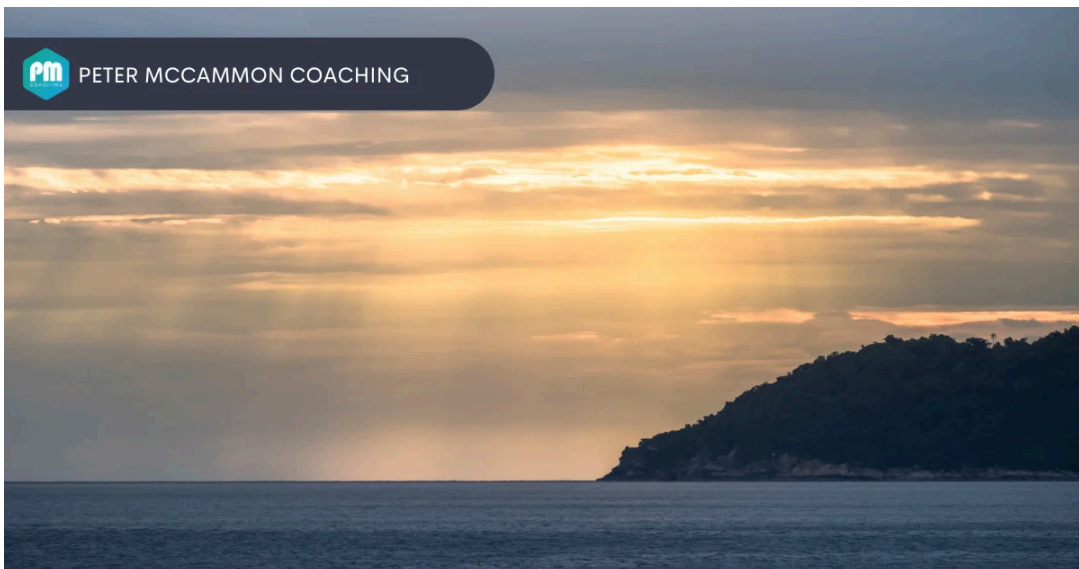




Inspiration is Everywhere

Dear Reader

Anyone who knows me as a coach, will know I love working with people who run small and medium-sized businesses. I spent most of my 20's and 30's running and building a family business with my parents and brothers. I left in 2008 to train as a psychotherapist after a burnout experience, but never lost my passion for people in business. Since I became a coach, I have worked with lots of different clients,

but a significant number of my clients have been owners and leaders of small and medium-sized businesses.

This week, while on holiday, I have been working on a gift for everyone who will attend a workshop I am hosting this Saturday in Phoenix.

Carlos and Andres Aguilar are the father and son team who own and run 'Sedona Engraving, Awards and Copy Services' and they have been helping me with the gift I wanted to create.



When I called in with them last Monday, I had something really, specific in mind. It wasn't the sort of job they normally get asked to do, but Carlos listened to me explaining what I wanted it, thought about it for ten seconds and took on the challenge.

Carlos had spent over twenty years in the hospitality industry when the opportunity to take over this business came his way just six months ago. He and Andres decided to go for it. The business wasn't something they knew a lot about. Carlos told me that the learning curve had been, and is, steep. In fact, he told me that if I had called in with him just two months ago, he wouldn't have taken the job on. When I asked for what I wanted, he said 'Yes' and then he figured out how to do it.

I just loved 'can-do' approach I experienced each time I met them. I also loved Carlos and Andres's courage in taking on a business in a sector they knew very little about. Finally, I especially loved that Carlos took this step at a stage in life when many people could and probably would have played it safe. It says a lot about him and reminded me of a Richard Branson quote, 'If somebody offers you an amazing opportunity but you are not sure you can do it, say 'yes' – then learn how to do it later!'

Carlos's way of being is an inspiration to me. He had a dream to own a business. When the opportunity came it wasn't in an area he had vast experience. It didn't come to him exactly as he wanted it, but he didn't let that get in the way of his dream of owning and running his own business. He and Andres said 'Yes' and they are learning and growing every day with each new challenge that comes their way.

I got to call in with Carlos and Andres three times over the last week as they worked to get the details right for me. They were warm and friendly and interested in me, as well as being determined to get the job right. I'm not surprised their business is busy. On the day I called to collect what they had printed for me it was a public holiday, but they were there working away with the door locked, keeping on top of the work for their customers in which they clearly take huge pride.

When I walked into their premises last week I hadn't expected to be inspired. But I was. These two men really got me thinking about the challenges I have taken on, or not taken on. The challenges I took on because I was sure of the outcome. The challenges I didn't take on because I wasn't sure I would succeed. The challenges I didn't take on because I feared failure, or the judgement of others if I failed.

What if all my thinking about failure and judgement and certainty, was just that ... thinking. What if my thinking isn't always true? What if me believing my thinking too much is stopping me from saying, 'Yes' and then figuring out how to turn what I really want into a reality.

I was on a conference recently where one of the speakers, Chris Smith said, 'Possibility exists, limitation is created.' I heard that in May, and it has passed through my mind on a regular basis since then. What if the only thing in the way of what I or you really want is ... ME or YOU?

I'm moving forward. I'm taking action. I'm engaging in lots of things I have never engaged with before .. and yet I know there is more available for me to take on if I was to really see that possibility exists.

Maybe I would fail more often. Maybe I'd have to lick more wounds. Maybe that is where I need to be more of the time.

Where are you holding back? Where are you creating limitation through your thinking about yourself? Where is your thinking getting in the way of creating what you really want? Where are you settling where you don't want to be settled? Do you have a list of 'what ifs' that are getting in the way of you getting into action on your goals or dreams?

If you are holding back on your dreams or holding back on what you really want and you don't want to go another twelve or six or even three months without something changing, think of Carlos and get in touch. I may be able to help.

Have a great day!!

Peter



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