



My Thoughts Exactly

Committed to Knowledge, Professionalism and Development in the
Automotive, Fork-Lift, RV, Heavy Machinery, Insurance, and Floor Covering Industries.

I Got My Mojo Back. Did YOU!

“The glass is half full, it is just a smaller glass”

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tation

Please excuse the reference from the movie, *“Austin Powers”*. The word *“Mojo”* simply represents my view best. Let’s talk real world for a second, so we can instantly be on the same page. **1)** The economy is not doing well; **2)** The retail industry is not doing well; **3)** Many brands and manufacturers are on the verge of bankruptcy; and **4)** Our customers are not making purchases to sustain our businesses. OK, now we are all on the same page. These are the facts and the landscape.

I read a quote years ago that I want to bring back to your attention. I will paraphrase the quote: *“Successful people do the things that unsuccessful people won’t and don’t do!”*. What is happening is that many of the associates I have met in my 32 year career are: **1)** Depressed; **2)** Beat up; **3)** Desperate; **4)** Scared; and **5)** Knee Jerking for quick solutions. If you fall under any of these categories, keep reading. If your business and personal life are unaffected, skip this article altogether.

Reality check, very few people really care about you and your personal life, as well as business situation. People will listen to your story, but it will slide off their shoulder like water on a duck. **SO**, what to do? My actual experience might assist you and if it does I am extremely glad and hopeful your results will exceed mine and my company’s.

My Past Situation: I had no business booked or pending, however I did have bills as well as financial obligations. The Stock

Market, well, enough said. What I did was get depressed and watch TV, stopped exercising, and ate bad for about a month. I complained to anyone who would listen, which seemed to give them a great feeling of satisfaction, that they were doing so much better than me. I physically and emotionally gave up to the fact I could live on my savings for a few years.

The Defining Moment: I reached emotional bottom and was making my family and friends dislike having any contact with me. **THEN**, I went into my book and audio tape library and saw a tape set I used over 23 years ago. When I listened and took *“Massive Action”* on what was taught then, my next years were robust. I began to listen to the tapes again and within two days my *“Mojo”* came back in full force.

Effect of Mojo: My business is now not only back on track, it is *“Robust”*. Add to that, I have several pending projects that, when they come my way, it will be *“UNBELIEVABLE”*. People not only want to talk with me, they want to know what happened in the shortest of time frames to make the difference. I am glad to let them know, support them, and encourage them. That is why I believe I have been put on the earth, my purpose, if you will.

What My Organization Has Done Specifically: **1)** Developed and instituted a formal written strategic business plan; **2)** Expanded our *“Pure Data”* base with a constant flow of previous, current and future

clients daily; **3)** Created a plan and followed through that plan of recreate *“Name Recognition”* in four different industries; **4)** Re-wrote the company’s Sales, Management, Facilitation Skills and Strategic Plan development classes for today’s challenging market; Finally **4)** My **NEW** website is 30 days from completion and will include complimentary Video Sales, Management, Facilitation Skills and Strategic Planning tip segments.

From Nothing to Something: Within 30 days of beginning these bold approaches, my calendar started to fill. I am now filling my associates’ calendars and turning down work personally. Bottom line, my business is *“Robust”*.

How This Affects YOU: I am of average intelligence and simply applied the focus as well as energy that was God given. If I could do it, so can you. The only thing you have to commit to is *“Plan your Work and Work your Plan”*. The alternative is what you have had for the last few months. *“The Glass is Half Full”*, so start doing something positive to take your personal and business life forward. If I can assist you, contact me. **I AM HERE FOR YOU.**

Good Luck and always be a *“Professional for Life”*.

Gary Tilkin