

## MAKE SOMETHING HAPPEN

In a meeting with two clients recently, we talked about their attempts at holding one another accountable. They both are in the same productivity class with weekly assignments. They both want to do well in a relatively new business venture. They are both mature women who have had success in business in the past.

But with these current challenges, they are failing miserably. They have the knowledge. They have the time. They have the ability. They have the tools. They really have no reasons for their lack of production right now.

One statistical breakdown says that 5% of the population makes things happen. 10% sees it happen. 70% says "What in the world happened?" And the remaining 15% says "Did something happen?" I think that these two women are dangerously close to being part of that last 15%.

The interesting thing about the conversation is that these women are not used to being in the situation they are in. They are both at a point in their lives that requires them to come through independently if they will see success. In the past, their stories both include being in business with someone else. But now, they are going to either make it or not make it on their own merit.

It is also obvious to me that they are both making excuses, rather than finding solutions. They will not succeed if they continue to explain why they are not able to do what they said they would do. They will only have success if they do what they have to do.

Of the 15% in the equation, who ask "Did something happen?" I have wondered how often I have been in that minority. It is easy to remember times when I was so involved in my own efforts and my own "stuff" that I missed things. The challenge is to be aware of what is going on. To entirely miss what most others experience, there is an extreme distraction. Success will not come if I am absorbed in other things.

The 10% who see it happen without being involved are not so bothersome. To notice without being involved is common and it is not necessarily a statement of missing something. You can't be in on every event, so to notice is better than to miss. Especially if you have chosen to observe without being a part, it is okay to just see that something happened. Watch and learn. Observe and file away. Remember and use in the future.

The 70% of people who ask, "What just happened?" at least are aware of their surroundings. They notice that the cosmos has been interrupted. They are alert enough to recognize that an event occurred around them.

But the 15%, that is 15 out of every one hundred people, who are clue-less is scary. And that is the real statistic to avoid being a part of.

Progress is happening every day. New ideas are being thought up, considered, and attempted. Contacts are being made, relationships developed, and goals are being met. But at the same time, all of the opposites are true. Brain activity is being wasted, calls are not being made, and people who might have been the key to your success are not being drawn in.

The statistic says that only 5% of people make things happen. A lot of people, some of my clients, will say, "Oh well, then I don't have much chance of being in the minority of 5%, so I will only give 5% of my effort to reaching my goals.

Others will say, "Well, I better get going if I want to be in that 5%!"

What defines those two groups? It is just a matter of a decision. Will do what you intend to do or not?

Of the two clients I cited, they both have the potential. Nothing stands in the way of their success other than themselves. It remains to be seen which of them will begin to make things happen, which of them will be in the 5% minority. But the decision is completely their own. They have the same opportunity. They are in the same class. They have the same coach.

**TRY THIS: Make the decision to be special. Make something happen.**