

Habits

We are what we repeatedly do. Excellence is not an act – it's a habit!

Good Habit... "A behaviour that is beneficial to one's physical or mental health, often linked to a high level of discipline and self-control".

Bad Habit... "A patterned behaviour regarded as detrimental to one's physical or mental health, which is often linked to a lack of self-control".

What Habits are Controlling Your Life ?

Every one of us have formed habits in our lives, both good and bad. We've developed habits that promote and produce positive returns in our lives. We've also developed habits that demote and produce negative responses and sometimes even cause havoc in our lives.

Habits are a natural occurrence and develop most often without our knowledge or approval. The key to improving our lives, careers and families successfully is to monitor the successes and failures of our habits and make efforts to change what needs changing.

The habits that are bringing you success - continue to do and even improve on. The habits that are not bringing you success - discontinue and replace with new, more positive ones. This takes much effort as bad habits are easy to form and hard to change.

Most salespeople have selling skills that just don't work. Habit keeps them using these unsuccessful techniques over and over again. No or little selling takes place and orders are written less than 20% of the time. The longer these nonproductive skills are practiced the harder they will be to change. The more they are practiced the better the salesperson becomes in getting worse.

When effective selling skills are practiced and continuously improved on the better the salesperson becomes at getting better. These effective skills when used consistently will become a productive habit. After 21 days the habit will become easier and easier and your skill level will improve.

In monitoring the habits, you will need to be self-disciplined and open to new ideas. You will need to examine yourself, your attitude, your expression (both physically and verbally), your calendar, your work ethic and your devotion to improvement. Your bad habits will gladly hang around if you allow them to. You need to choose to stop them and look to form new habits that will bring success and promotion.

You are the one who needs to chart your habits and their successes and failures. This will allow you to know what is working and what is not. What is being effective with your guests and career and what is not. The discipline has to come from within and be consistent.

Once you have determined what habits to keep and what habits to change you will need implement new habits to replace the bad ones. The good ones you can encourage yourself with and even improve upon. The newly implemented habits will be replacing the old ones and will take much more effort. Be ready for a fight, as old habits die hard. They do not leave willingly and take much strong will to replace. However the reward will be great and the effort well worth it!

Keep in mind that the results of our habits in all areas of our lives carry over one into the other. From home, community and family to career, business and guests. Whatever habits you decide upon that are nonproductive and causing failure; I encourage you to make the effort to change these in every area of your life. Keeping consistent with the positive new habits and discontinuing of bad ones will bless your efforts and your success in life when carried out from the beginning of your day to the end.

It will be a battle so be prepared for a fight. Old bad habits will not leave willingly. Make the decision you will not turn back, you will fight this one out, until you have won your battle. You will succeed!

I am your constant companion.
I am your greatest helper or your heaviest burden.
I will push you onward or drag you down to failure.
I am completely at your command.
Half the things you do,
you might just as well turn over to me,
and I will be able to do them quickly and correctly.
I am easily managed; you must merely be firm with me.
Show me exactly how you want something done, and
after a few lessons I will do it automatically.
I am the servant of all great men.
And, alas, of all failures as well.
Those who are great, I have made great.
I am not a machine, though I work with all the precision of
a machine.
Plus, the intelligence of man.
You may run me for profit, or run me for ruin; it makes no
difference to me.
Take me, train me, be firm with me and I will put the world
at your feet.
Be easy with me, and I will destroy you.
Who am I?
I am a Habit !
— Anonymous