

75 AND COUNTING . . .
REMINDERS FROM THE "YOU ALREADY HAVE THE ANSWERS" NEWSLETTER

REMINDER #1: YOU'VE GOT TOO MANY IDEAS

Admit it. You are an 'ideas' person. Of the uncountable number of random events that happen, any one of them could be the idea that will help you make your second, third, or 300 million. But you haven't figured out how to make that first million yet.

THIS WEEK'S TIP: Take a sheet of paper and write down your ideas. Anything you would like to accomplish or comes to mind, as crazy as it might seem. Go over that list, and then strike out all the ideas you know you don't have the time, support, or desire to truly pursue. Prioritize whatever is left as what you think you can accomplish first, second, third, and so on, until you reach the end of your list. Stick to this list for a week, then reevaluate. If you need to subtract some items from your list, now is the time. Finally, pick a regular period of time you would like for evaluation of your list, and stick to it.

REMINDER #2: THINGS TAKE TIME

Rome wasn't built in a day, remember? Its rise took decades of careful planning, and its fall was the result of a series of problems that made the situation grow steadily worse day by day. Why would you expect instant weight loss, instant financial freedom, instant career success, or even love at first sight?

THIS WEEK'S TIP: Start by relaxing. Take a deep breath and remember you can only progress one move at a time. Progression works best when you have a plan to follow. Only a plan will help you know if you are going in the direction you think you want to go, instead of hoping to one they end up there. Think things out logically, write down how you want to get there, and remember that every journey will take as long as it is supposed to take. Take your time, and enjoy the journey!

REMINDER #3: KNOW YOUR LIMITS

I read an article once on people who do extreme-type outdoors sports—mountain climbers and white water rafters and the like—having what they call a 'bad pain memory'. When at their limits, they will push themselves just a little harder to go a little further, and end up paying the consequences in longer recovery time, and sometimes, with the loss of their life. They usually swear they will never to do it again, but just a few hours later, they're planning their next excursion—or maybe or just heading straight to the trail with no plan whatsoever.

THIS WEEK'S TIP: There is a point of excess and exhaustion to every activity, and a good part of being responsible for yourself is to know your personal limits, and then actually stopping well before you have reached dangerous levels. Overextending your time, money and obligations are just as bad as overextending your body, for whatever reason.

REMINDER #4: IT IS IMPORTANT TO DO SOMETHING

Procrastination and fear are two enemies of motivation that will cause a person to not take needed action. Living your life and fulfilling your dreams is what you should be doing, not worrying about whether the

wrong decision will destroy you. Problems from making the wrong decision can usually be recovered from. Indecision can leave you completely in the cold.

THIS WEEK'S TIP: Don't just sit there...do something! Even if you're not sure what to do, that is really when it is important to do something. Even if you wind up doing the wrong thing, sometimes it's the only way you can figure out what is the right thing to do. Take a page in your daily journal every day to write down all the things you took a chance on, even if it is as small as trying a new dish at your favorite restaurant. Very soon, you will have a long list of new accomplishments.

REMINDER #5: DON'T TAKE IT PERSONALLY

Your customers are on the rampage today. Your cab driver is having a family crisis. Your suppliers have lost your shipment. Everything that could go wrong today has gone wrong. But that is nothing for you to worry about.

THIS WEEK'S TIP: Remember, whatever problem the rest of the world is having, this has nothing to do with you personally. It's not your fault that everyone else in the world decided to crumble around them today, so you make due. Take a deep breath, and plug away with your day. Give a smile and a few words of sympathy. If you can help, help. Otherwise, focus on keeping your day on track.

REMINDER #6: ACT LIKE YOU'RE GETTING PAID FOR IT

You've put off editing that first novel for weeks. You think it has potential, but the work you put into it takes away from the work that is paying the bills right now. There is a big account at the office you've been working on, which could mean a raise and a possible promotion. So you've been putting off some needed editing to your first novel because of the possibility of monetary freedom that will finally give you the time to edit that first novel, right?

THIS WEEK'S TIP: Waiting on the right amount of freedom to pursue your dreams will leave you waiting for a long, long time. So treat your personal project as a paid project, and prioritize the time to work on it. Treat your project as a contracted deliverable, and put yourself on a deadline. The sooner you get it done, the sooner you'll get a chance to actually sell it for real.

REMINDER #7: GIVE YOURSELF A TREAT

McDonald's had it right on with one of their old slogans, "You Deserve A Break Today." Life is a hectic combination of activities--going to work, going to school, commutes here and there, regular exercise, career planning, balancing your checkbook, spending time with family and friends, and just maybe getting 8 hours of uninterrupted sleep. That was a general list I made for this writing. I'm sure you could write a personal list of things that need to get done that would be even longer.

THIS WEEK'S TIP: I know you have plenty of things that need to get done, but if it can wait a few hours, or even days, take a little time out to give yourself a little treat to keep your spirits up. Make sure it is just a little one. Enjoy a mini vacation of whatever you find relaxing. Light some scented candles and take a long bubble bath, go for a double or even triple scoop of ice cream, visit a favorite restaurant or try a new place. The whole point is to take a break from the everyday grind in order to give you a small dose of relief before you are totally overcome with battle fatigue.

REMINDER #8: PRE-PLAN, PREPARE, PREVIEW

When I originally wrote this week's reminder, I had missed a week of publishing the newsletter after five weeks of consistently as a direct result of me not following this week's reminder. Falling victim to those 'circumstances beyond my control,' I was unable to write up a fresh newsletter. It shouldn't have been a problem, because I thought I had at least eight completed write-ups on file that I could insert for just this reason. Turns out I only had eight topics written down that I had planned to later turn into write-ups. Oops . . .

THIS WEEK'S TIP: I pre-planned for a few weeks without the time or creativity to publish a fresh newsletter. But I didn't do enough to prepare for this, and obviously waited too late to preview what I had in the way of a back up plan. Take the time to learn from my small scale mistake before you make a similar one on a large scale. Pre-plan. Prepare. Preview.

REMINDER #9: ACTUALLY MAKE TIME FOR WHAT IS IMPORTANT

If something is important to you, you will find a way to make time for it. Because of my love of media and hopes to grow in my career, I managed to find the time to work an extra 3-6 hours Monday through Friday working in radio, which is on top of my 8 hours a day working in television and my 8 hours on Sunday with radio. I even found a way to reschedule my workload so that I would have every evening to spend with my wife, plus all day Saturday. What got shoved to the bottom of the pile and back of my mind were the things that I 'said' were important: personal development training, journaling, my web media business, and sleep. Well, I never thought sleep was important, but I'm finding that was a flawed idea on my part . . .

THIS WEEK'S TIP: This week I am taking the extra effort to take my own advice. We all need to sit down and figure out what is really important, and make the time necessary to get it done. I've already sacrificed sleep to work more hours and still have a quality family life. Now I have to carve out a few minutes here and there to get the business back in form, because I miss doing these emails. Since I insist the side business is important, I have to find the time to make it work. You also must find a way to make the precious minutes or hours needed to do what you claim is important to you.

REMINDER #10: EMBRACE THE POWER OF A MENTOR

Wouldn't it be great if for every pursuit you had, there was some sort of blueprint to achieve it? An instruction booklet for your goals and dreams, with an easy to access index to get the exact answer you want when you want it? A teacher who has made the mistakes you don't want to waste your time with, who knows the keys to true success in a field? There is such a thing. It is called a mentor.

THIS WEEK'S TIP: Trailblazers are there for a reason. Whether willing or reluctant, they clear the path for those who are to come after them. You don't have to do their work over again. Find yourself a mentor in the field you are pursuing and take their advice to heart. A good mentor will want to pass their knowledge along to future generations for both the common good and the personal ego. And both are a good thing.

REMINDER #11: GIVE A FRIEND A HUG

It is a medical fact that showing some of the most basic signs of affection can improve your health. Dogs are taken to nursing homes and children's hospitals because just petting a pooch can measurably reduce stress and frustration. You may not be a puppy, but there is something just as simple that you can do.

THIS WEEK'S TIP: Go out of your way to say hi to people you don't get the chance to speak to on a regular basis. Shake the hand of the new person in your office and warmly introduce yourself. Give a good friend a hug. Take a little bit of time out of your day to do some little bitty thing to put a smile on someone's face.

REMINDER #12: TELL MOM AND DAD THAT YOU LOVE THEM

Mother's and Father's Days are Hallmark holidays, responsible for the instant rise in flower purchases, greeting cards being sent, and calling card use. But what about when you are not prompted by a sale flyer or TV ad? How often do you tell your parents than you for being your parents? Must the calendar dictate when you are allowed to show you truly care?

THIS WEEK'S TIP: Call home, write an email, do whatever it takes to make sure those who gave you life and raised you the best they could. Make plans to do this on a regular basis, not just when you are expected to produce a gift on Madison Avenue's time table. Make attempts at regular intervals to tell your Mother and your Father that they are loved.

REMINDER #13: FIND A CHANGE OF VENUE

The walls are the same. The people are the same. Your meals are the same. Everything around you is the same, and it is starting to make you nervous. Or sad. Or tired. The problem isn't that everything is the same. It's that everything looks the same from your point of view. Its time for you to take a look at your same world, only from a different angle.

THIS WEEK'S TIP: Get away from your normal scenery. Make your lunch break a true break, and get out to a park or to the mall. Maybe do something as simple as sitting in a different chair in the conference room for your morning meeting. Maybe its time to try a cup of coffee at that little shop that you've been meaning to go to that is out of the way of your normal commute. Anything that can be a break from the normal routine and can give you a view of your life from a different angle.

REMINDER #14: TAKE THE (REST OF THE) DAY OFF

The day of this writing is Memorial Day. It is a day set aside where we in the United States honor those who have served and died defending our freedom. While it is important to take a few moments to reflect on why the bank and the post office are closed, do not forget that for most of us, it is a day off. At the very least, you should be getting a little extra in holiday pay today.

THIS WEEK'S TIP: If you have the day off, take the day off. If you have to work, have fun with your commute through the light traffic to and from work, and sit back and relax when your work day is done. Enjoy some barbecue, fireworks, gardening (not yard work) . . . anything that isn't extra work.

REMINDER #15: ALWAYS SELL YOURSELF

You never know who you might end up standing next to in line. Even though it is very rare in this day and age for an actress to expect to be discovered in a soda shop, the person who could be directly or indirectly responsible for you reaching that goal in life could be anyone you meet anywhere. The only way you will ever find out who needs what you've got to offer is to ask people what they need, and then offer what you have to fill that need, just like a salesperson.

THIS WEEK'S TIP: Salespeople know that there is always another good product waiting to be sold, even if it is not in their current inventory. Think of yourself as a salesperson of 'yourself,' and always try to sell yourself in the most positive light. You might not have the talent, skills, or 'product' that your 'buyer' needs today, but he might be in the market for it next week. And the buyer also has clients, customers, and colleagues that might take on a supplier like you with the right endorsement.

REMINDER #16: RECOGNIZE FAILURE, THEN LEARN FROM IT

If at first you don't succeed, try, try again, right? What if repeated attempts bring you more failures? There is something to be said for showing perseverance, but there is something to be said for knowing when you are defeated and should try to save face. Do you have a fear of failure?

THIS WEEK'S TIP: No one wants to have to start over from scratch or give up their pursuits completely, but there are times when all you can do is admit defeat. If your idea isn't sound, your game plan will fail. The key is to not become defeated yourself. Now that you have learned what will not work, you can focus on new and fresh ideas that just might make it.

REMINDER #17: TAKE IT TO A HIGHER POWER

Even if you are an atheist or agnostic, you would be foolish to believe that the universe is comprised of completely random events. Your destiny, or whatever you wish to call it, is determined by the events and decisions you make minute by minute throughout your day. Procrastination versus getting an early start is a good example. How do you determine if your decisions are leading you to the destiny you deserve to live?

THIS WEEK'S TIP: Pray about your decisions to whatever deity you happen to choose, and saying you don't follow a religion doesn't get you off the hook. Call it a reflection or evaluation of your choices if you must. The world is bigger than the person you are, and we all have some effect in each other's lives, as minor as it may seem at this moment. So live outside of this moment, and seek a greater understanding, or Higher Power, to guide you.

REMINDER #18: COMMUNICATION IS THE KEY

My wife and I are only a few issues shy of being polar opposites. My friends rarely agree with what I am saying. My business partners and co-workers have a view of how things should look, read, and function that I don't necessarily agree with. The key to my relationships with my wife, my friends, and people I do business and work with is simple: open and totally honest communication.

THIS WEEK'S TIP: You can overcome just about any obstacle if you can communicate what you need to those who are there to help. You must be able to communicate while fighting the urge to dominate discussions. The notion of changing another's thinking is selfish and irrelevant. Be respectful and keep an

open mind to their ideas, and expect the same from them. Through communication, a compromise can usually be found, even if it is just to agree to disagree.

REMINDER #19: A SET BACK IS JUST A SET BACK

On a past reminder, I wrote about having two jobs and a new wife, and that finding time to write this newsletter and run this business was difficult. I have a confession to make: I do a lot of writing and business review at one of my jobs where I have a good bit of hurry up and wait time. At least I used to, and I will save you the long explanation as to why. At first I thought I have found a new problem in finding time comparable to the time I just lost in my off time, now that I am losing about 15-20 hours where I am 'mostly coherent.' What I truly have is a new challenge that I am thrilled to find a way to overcome.

THIS WEEK'S TIP: I am personally losing prime writing time, but I am not going to worry about it. This is a set back, and I am disappointed, but I am not discouraged. A little extra effort in time management will solve my problem, and I will just have to learn to start writing earlier or live with a later delivery time. If you have found yourself up against the wall or brushed back by some work or life situation, take a step back and figure out exactly what the problem is. There is a solution or compromise out there that will help you overcome whatever may have set you back.

REMINDER #20: BECOME A 'THINKING ABOUT YOU' GIFT GIVER

Who do you know that tries to pick up the spirits of the ones who are always picking up other's spirits? Why not you? And what's better to pick up someone's spirits than with a present? Think about how much better your day goes after you have received a thinking-of-you card, a surprise bouquet of flowers, or an out-of-the-blue invitation to lunch.

THIS WEEK'S TIP: It truly is better to give than it is to receive, just make sure to stay reasonable with your giving. Do not forget that Elton John had to file for bankruptcy to cover the cost of gifts bought he couldn't begin to pay for. Become a friend that is known for giving simple and spontaneous pick me ups at just the right moment, and it is as much as guaranteed that the favor will be returned to you in your times of need.

REMINDER #21: TURN YOUR WEAKNESS INTO YOUR STRENGTH

The question you are struggling to find an answer for is 'what is holding you back?' The answer is actually pretty simple. Nothing. Nothing is actually holding you back but yourself, and whatever you have decided to claim as a 'weakness' (yes, you ultimately choose your own strength and weaknesses, regardless of your true natural abilities are). You can turn the tables on your own fate by simply deciding to turn your weaknesses into new strengths.

THIS WEEK'S TIP: The solution is as easy as it sounds. It's just a matter of sound execution, and enough believe in one's self that proves you can withstand the true test of resolve and willpower. If you are a procrastinator, decide to become an expert in time management. Messy desk? Take some classes with a professional organizer. Do not hesitate or try to find an excuse. Turn as many weaknesses as you can into new skills & strengths.

REMINDER #22: SPEND SOME TIME WITH (BY) YOURSELF

There is a difference between being lonely and being alone. Sometimes, it takes a little time alone, completely to yourself to allow yourself the chance to reflect on what components of your life are truly good for you. Just as you look at a messy room from the doorway to see just how much work needs to be done, taking a break from the people and processes that clutter up your everyday life allows you to see if their presence is necessary--or possible harmful.

THIS WEEK'S TIP: Schedule a regular period of time for self reflection when you can tune out the entire world and all the people in it. This reflection must be done in a quiet place with little (hopefully no) distractions. A place without a phone, TV, or internet access to tempt you into doing anything other than thinking about yourself and your life. Take a hard look at yourself and your life, and write a plan of action as to how you will work to de-clutter it. Then go out and do it!

REMINDER #23: READ A NOVEL

You go from newspapers to traffic signs to emails to menus . . . all day long you are reading and taking in information, progressing and hopefully processing knowledge. When you feel like you need to rest your eyes and escape from the hustle and bustle of this world, you turn to the passive television and blindly flip channels, adding more information for you to not process fully.

THIS WEEK'S TIP: Do something radical. Pick up a novel for the sheer enjoyment of escaping the moment. Find a quiet place and a comfortable chair and read for a while. That's it, just read. No time constraints or deadlines.

REMINDER #24: HISTORY IS HISTORY

Where is your mind focused? Are you planning for the future? Are you living in the moment? Despite good intentions, chances are you just dwelling in the past. A lot of people use the past as a gauge of who they are, which is fine, as long as you don't get to wrapped up in who you used to be and how things used to go down. For those stuck in a rut of past reflections, living in the here and now will change your life beyond recognition.

THIS WEEK'S TIP: History cannot be managed. Good or bad, it's already happened. When you aren't focused on what's happening right now, how much of yourself is really available at that moment? Learn from the past, but get rid of all the unwanted junk that does nothing but clutter your head and cloud your judgment.

REMINDER #25: CREATE A DREAM BOOK

In order to create a crystal clear, easy to comprehend view of your dreams and ideals, you can create a dream book. There is nothing mystical or sappy about this dream book. This book will be come a reference in pictures of what your life goals and dreams are at this period of time. Whenever you need a reminder of what it is you are working for in life and what ideals you hold dear, you pick up your dream book and remind yourself.

THIS WEEK'S TIP: Buy a binder, some transparent pages, a few sheets of printer/copier paper, and get

your hands on some old magazines and newspapers. Go through and cut out every picture that puts a smile on your face or gives you a positive feeling. It can be a woman in a bikini, a tough guy on a motorcycle, a large house, a game of pick up basketball, whatever. Now go through the pictures more carefully, focusing on a word or phrase that come to mind when you look at that particular picture. Cut the paper into strips and write down on each strip what you come up with. Slide the picture into the transparent page with that word on top.

REMINDER #26: TAKE A LOOK AT YOURSELF IN THE MIRROR

This morning I did the literal equivalent of the figurative term "take a look at yourself in the mirror." While it means you need to evaluate yourself and your life, this morning, I saw it from a physical aspect. I've been pretty open and honest with my crazy work schedule (two jobs, a business, writing multiple newsletters), spending as much free time with my family, and missing a lot of sleep just because there are not enough hours in a day. The mirror didn't show me a young man, excited about his life and all its possibilities. The image I saw reflecting back at me was of a tired man wearing wrinkled clothes badly in need of a haircut. It was not a pretty sight.

THIS WEEK'S TIP: Get up right now and go take a look at yourself in the mirror. Don't wait until you've got time re-apply your make up or get a shave and a haircut. Take an honest look at your physical self, and tell yourself the truth about the person you see in the reflection. Then take the initiative to admit what faults you can live with and what faults you truly wish you could change, then do what it takes to make that change happen.

REMINDER #27: DON'T BE AFRAID TO TAKE BABY STEPS

Maybe declaring myself the next great thing in motivational speaking is a little premature. Maybe, after a few thousand seminars and a few dozen books, I can start to compare myself to some of my idols, such as Tony Robbins, Les Brown, and Jim Rohn. Maybe I should start with one successful seminar, or just one seminar period. For all the success I have had so far in my pursuit of a career as a Life and Business Coach, to expect to be the next million dollar man running infomercials at 2AM is still a little crazy.

THIS WEEK'S TIP: Learning to crawl before you can walk is not just for babies. It's also for full grown adults who are impatient with success and have a habit of biting off a little more than they can chew. There is no problem with pacing yourself, planning your progress, and taking small, calculated baby steps in the pursuit of your goals in life. Don't worry about getting to the stage if you are not ready to perform. Study your lines and cues, and when the time comes, you'll be ready.

REMINDER #28: PAY SOMEBODY TO TELL YOU WHAT TO DO

What was once considered a completely frivolous expenditure, the industry around personal trainers and coaches has become a force to be reckoned with in the service sector. Having a man to structure your workout at the gym, a lady to organize your closets, and a team to outline your strategic business plans is becoming the norm for your average over busy executive in today's world. It will cost you a pretty penny, but for millions of Americans and others around the world, it is worth it.

THIS WEEK'S TIP: When you have to pay for it, it becomes an issue of value. Think about all the free advice that you blown off as being unwanted. Forcing you to make an appointment and putting a non-refundable deposit down will put the shock into your system that the time spent with these people is

valuable. After hiring a trainer or coach, the services rendered will either be worth what you pay for, or you'll have valid grounds to lodge a complaint.

REMINDER #29: GIVE UP ON YOUR VICES

You can't remember when or why you started, and you can't explain why you even do it to this day. Whatever your vice of choice is, it's become a habit so ingrained in your being that it's an automatic response to something. Doesn't matter what the something is, you just do it. Chalk it up to a quirk in your personality. A vice is just a little something that doesn't hurt anyone, right?

THIS WEEK'S TIP: A vice is a crutch that your mind holds on to for whatever reason as a way to keep you comfortable. It's not an addiction, it's just something you do for no real reason other than routine. If you can live without it, you can give it up.

REMINDER #30: RESPECT THE LAW OF CONSEQUENCES

Sometimes known as the Law of Cause and Effect, the Law of Consequences state that for every action one takes, some effect will happen. That means that every consequence you face is the result of some decision or action made. It doesn't matter if you made the decision, it doesn't matter if you remember making the decision.

THIS WEEK'S TIP: Respect the law of consequences. You can not treat your life like a string of random events. Every action and decision you make counts towards your end result, whatever that may be. Take time in all your actions to consider the consequences before you act.

REMINDER #31: MAKE DECLARATIONS, NOT RESOLUTIONS

It doesn't have to be January 1st for a person to pledge to better themselves. People are always making promises to lose weight to look good for a party, or to get their finances in order for a major purchase. The New Year is the big target for creating a 'new you,' and the dreaded New Year's Resolutions find their way into everyone's vocabulary. But we don't keep resolutions, which are glorified wishes. Maybe we should make a declaration to meet our self-improvement goals.

THIS WEEK'S TIP: Declare your intention to make a 'new you.' State your goals to the world. Put it down in a journal or put a poster on the wall. Use active words and language to put passion in your declaration. Instead of "This year, I resolve to..." say, "By this time next year, I declare that I will..."

REMINDER #32: LEARN TO LET IT GO

Maybe I could just blame all my dating failures on Jessica Baker. I spent most of my 8th grade year trying to date her, to include an all-out battle royal with a few of my best friends as we all tried to win over her affections. She wasn't having it. I could put some of the blame on Demeter McIntosh, who I met at a junior leadership conference and I thought hit it off well, but she never returned a single letter I wrote to her. I could add Tenair Glover, turn me down when I asked her out in the 9th grade, since she was moving away the next day. There's Erma Honeyblue . . . no wait, I never tried to ask her out. And Lanada . . . whose last name escapes me . . . maybe I should get over my bad dating experiences from 1988 and focus on the great marriage and family I have right now.

THIS WEEK'S TIP: Something's just don't matter any more. Efforts for closure in some areas in your life aren't worth the effort needed to put forth the effort. Bottom line, you need to learn to just let some things go. If your life has moved on for the better, why dwell on a past that will just upset you and your life now?

REMINDER #33: DON'T BE AFRAID TO START ALL OVER AGAIN (AND AGAIN . . .)

I have bought three year long goal setting programs in 3 years. The first was completely self directed, and I could never apply myself to it completely. The second was a lot more comprehensive and detailed, requiring a lot of reflection and forcing one to answer some tough question. It came with an abundance of support material plus motivational emails and audio programs, and I was working well with it. Then I got married and restarted to work it with my wife. She didn't respond well to the pace of the program and slacked off and I got busy and distracted and slacked off. Now I've just ordered a new program, one my wife has completed before and enjoyed, so that we can go through it together. By the way, I have restarted the second program from scratch, and have incorporated some properties of the first program into a customized monthly goal program. Maybe three programs are better than one . . .

THIS WEEK'S TIP: There is not problem with failing, or just not completing a task. Just like the old saying goes, you've got to get back on the horse that threw you and try to ride it again. There is not shame in starting over, and over, and over, until you reach the desired goal your working for. Take each failure as a new learning experience, and pledge to go that much further in your next attempt. Then make that attempt.

REMINDER #34: HAVE A PROFESSIONAL PICTURE TAKEN

It is amazing how having a good picture of yourself to look at will raise your spirits in a time of need. But your main source of general photos of yourself is the office shutterbug, who might have the perfect shot of you in a shoe box or on a memory card somewhere. It's a better bet that he's just got a bunch of generally bad casual shots, consisting mostly of your back, your butt, and your hands, as you spend most of your time ducking from his camera.

THIS WEEK'S TIP: Go have a professional portrait taken. Many shopping malls offer photo studios services with instant and easily affordable picture packages. Some even have a glamour-type studio that will give you the full hair and make up treatment. You can make an appointment at a Sears Portrait Studio, or just take a minute next time you stop by your neighborhood Wal-Mart. Having a professional portrait on hand not only allows for personal pleasure, having a couple copies is great for that resume package you might have to throw together at the last minute.

REMINDER #35: DON'T EXPECT OTHERS TO DO IT FOR YOU

You could be a writer in need of a muse. You could be an artist in need of inspiration. You could be a business person in need of a swift kick in the butt to get you out of procrastination and into motivation. What ever it is you need, you're probably wanting some magical being to step into your life and instantly help you to get it. If you plan to lean on your spouse, lover, family member, special friend, mentor, club member, coach, trainer, speaker, boss, business partner, or pet to get you there, you've got the wrong game plan.

THIS WEEK'S TIP: Guess what? The only person who can truly make things in your life happen is you. Inspiration and assistance can be gathered, and moral support can always be given, by plenty of people in your life, but the big steps must be taken by you--assisted or alone.

REMINDER #36: YOU LIFE IS THE MOST IMPORTANT JOB YOU WILL EVER HAVE

Think of all the time you spend trying to do a good job at your job. Things like double checking status reports before they are released, gauging the morale of your team members, and doing scheduled maintenance on your critical equipment may come to mind. You do these things to keep operations running smoothly. If everything came to a screeching halt, no work would get done. No advancements could be made, and nobody gets paid. This is how you go about your 9 to 5 job that puts a roof over your head and food on the table. Now, think about having that passion and attention to detail to make sure you are living your life in the same manner.

THIS WEEK'S TIP: Think of your life as a second full time job. It's not hard to do when you think about housework, the kids, keeping your spouse happy and keeping your self healthy. Okay, think of your life as your primary full time job. Without your health, you've got nothing. Without family and friends, you've got no support system. And no salary amount in the world can make up for a miserable existence once you pull out of the company parking lot. Take the time to put in the proper planning and maintenance of your mind, body, and soul.

REMINDER #37: THERE IS ALWAYS TOMORROW

Don't give up. Don't give in. You may be about to spend what seems like your last ounce of will and drive in a fruitless endeavor, but it is not your last ounce. With eight hours of sleep, you will be recharged and refreshed and ready to face the world and your fruitless endeavor again. Is it a fruitless endeavor? Evaluate and determine to whether you should shift your focus elsewhere. Is it worthy? Don't let the fatigue of the day get you down. There is always tomorrow.

THIS WEEK'S TIP: You always have tomorrow to try again. It doesn't matter how many times you failed today, tomorrow is whole new 24-hours of possibility. Rest up tonight and get ready to do whatever it takes to succeed first thing in the morning. Evaluate your projects or problems with a fresh mind and see if you need to adjust or scrap your current plan. But don't stop working toward your goals. And if you run out of time again . . . there is always another tomorrow.

REMINDER #38: EVERY THING IN YOUR LIFE HAS LEAD UP TO THIS MOMENT

Every thing in your life has lead up to this moment. Whether you're on the foul line in the biggest basketball game of your life or trying to maneuver your shopping basket through a crowded supermarket, some chain of not so random events since your birth has lead you to the place where you are standing at this very moment. It might not seem that glamorous when this moment is taking out the trash, washing the dog, or standing in line at the DMV, but its life.

THIS WEEK'S TIP: Deal with the right here and now right now, while it is here. Learn to live in the moment, and make the best of what is happening in your world right now. Yesterday has past and tomorrow is something you can prepare for, but you can't be stuck fretting over it.

REMINDER #39: INSPIRATION ISN'T GOING TO HAPPEN EVERY DAY

Has it been a while since you've had a phenomenal idea? Have you been pining for the days full of endless examples of exceptional achievement? Have you really had *days* full of endless examples of exceptional achievement? Let take a moment to return from dreamland and step back into the real world and your real life. Some days are spent slogging through the boring and mundane. Actually, most days are spent slogging through the boring and mundane.

THIS WEEK'S TIP: You can't expect a constant stream of profound knowledge to come spouting from your head on a daily basis. Even a genius needs some downtime to process his ideas, with odds being that most of them aren't very good, and then plenty of hard at work refining his ideas into something he can actually present to the world. Expect to go through some throw away ideas and some not-so stellar work days between the dream days.

REMINDER #40: YOU NEED MORE THAN A BETTER MOUSETRAP

Someone is quoted as saying, "If you build a better mousetrap, the world will beat a path to your door." Whomever it was could have used a better publicist, or I might have remembered their name. Who cares what revolutionary product or service you have? You haven't told them what it is!

THIS WEEK'S TIP: It takes more than superior product to have superior sales and response. You've got to tell somebody about it. You've got to tell the right people who will tell more of the right people. The world will only beat a path to your door if you tell them what you've got . . . and if it is exactly what they want.

REMINDER #41: MONEY IS NOT A BAD THING

Many people see money as the ultimate scoring system for life. The more you have, the better you rank among the players. Many people see money as the root of all evil, as they think it says in the bible. The actual quoted verse is, "For the love of money is the root of all evils, and some people in their desire for it have strayed from the faith and have pierced themselves with many pains" from 1 Timothy 6:10. In the end, it's not the money, it's what you choose to do with the money that becomes a problem.

THIS WEEK'S TIP: You've got to change your attitude about money. Money should be seen as is a tool used to exchange for goods and services. Don't let how other use or abuse money effect your ability to spend your hard earned wages wisely. Money has no power in itself, unless your currency is made of paper, and then you can burn it for heat or light. Otherwise, its worth in the exchange of goods is not inherently a bad thing. It's all in how you spend those bills.

REMINDER #42: BE ANGRY ENOUGH TO DO SOMETHING ABOUT IT

You've tried counting to ten and thinking happy thoughts, but that issue that's been nagging you winning the battle of your nerves. And as it prepares to get on your last one, you're afraid of losing your cool. But what are you really afraid of? Being angry, or letting others see your impression of the Incredible Hulk? Your problem isn't your anger. In fact, your anger is one of the greatest tools you have in your mental tool shed.

THIS WEEK'S TIP: Get angry. Find an opportunity to curse in private if you feel up to it. But don't just stay angry with coming up with a real reason to be angry and a plan to do something to fix it. The fact that you were bothered enough to get angry shows you care about whatever it is. So use your anger as a sign of personal passion for the issue, and begin the task of figuring out what you are going to do personally to help fix the situation. Then, you write it out on paper, post it someplace here you will see it frequently, and then do it.

REMINDER #43: MANAGE WHAT INFORMATION YOU HAVE COMING IN

Have you noticed that you read the same information multiple times in multiple forms? Do you obtain so much research on a project that it's now harder to make a decision? Do you speak a language of acronyms and buzzwords? Do you know what any of them mean?

THIS WEEK'S TIP: don't let information overload be the source of your burnout. Learn to manage the inputs and their sources before they become a burden on you. Learn how your email program filters incoming mail and set up folders to help you prioritize. Save yourself brain drain and some money by dropping subscriptions to magazines and periodicals that you know you don't have time or interest for anymore. Get some assistance sifting through the basic data, and let someone present you a palatable summary. The magic of the abundance of information available today can quickly become a jinx from having too much to process physically & mentally.

REMINDER #44: ITS EITHER ADD & SUBTRACT OR MODIFY

To get more positive things in your life, you have to find a way to get more negative things out of your life. There is only so much time or space one person can manage and occupy before they begin to feel the stress begin to mount. So to expect to gain more without giving something up in the process is a pretty foolish notion.

THIS WEEK'S TIP: To add new things to your life and routine, you must give up something. Or you must modify an activity so that it allows for most of the good of the new activity. One example: if you're out of shape you must exercise more. You can handle this by adding a routine jog around the neighborhood and eliminating some of the time you've spent in the past snacking while watching soap opera. Or you can get your fix in by joining a gym with lots of TVs near the tread mills.

REMINDER #45: ONLY GIVE WHAT YOU CAN AFFORD TO GIVE

We've had a previous posting about becoming a gift giver. This one has a different theme aimed at those addicted to giving. This is a note for those people who either feel the need or feel needy, and will spend their last dime to cheer a person up or bail a person out. What good does getting strikes against your credit in the name of cementing a questionable relationship?

THIS WEEK'S TIP: check your bank statement and then keep your wallet in check. Love, despite what the commercials tell you, is not presents. It is presence. Your presence with the ones you care about is all they really want from you.

REMINDER #46: PLAN AHEAD

As the saying goes, "Every journey begins with a single step." But before you take that step, you have to actually decide you have a need for a journey. Then you stand up and face your desired destination. What do you mean you don't have a desired destination? Your plan is just to start walking? A journey to nowhere probably isn't the best use of your time.

THIS WEEK'S TIP: Don't get spontaneity confused with indecisiveness. You can't just decide to climb a mountain. You have to have the gear, the training, and the mountain itself before you can get started. Knowing you want to go somewhere is a great start. Knowing where somewhere is and plotting a course to get there is the key to learning and progression.

REMINDER #47: PICK UP THE CLUTTER IN YOUR WORLD

Look around your home and work area. Is it a mess? Does it conjure memories of your mother nagging you about picking up after yourself? You know better than to live in a filthy home. You know better than to work in a cluttered area. Your personal space is a reflection of you as a person, and if your outside is all messed up, you can bet people get the feeling you're pretty messed up on the inside as well.

THIS WEEK'S TIP: In your life and in your house, its time to tidy up a bit. You will be amazed how much of a relief you will feel the instant you have uncluttered space to live and work in. The area you inhabit has a direct effect on your habits, and if you can get in the habit of picking up after yourself, you see just how much lighter your mind will be.

REMINDER #48: TO GET MORE DONE, SLOW DOWN

If the world around you is moving at the speed of light, how do you handle all the work and information that is coming to you? You can't, so why would you pretend that you've got everything under control. Pulling your hair out because you can't make it work isn't necessary. Stop trying to make it work. Learn to work what you can.

THIS WEEK'S TIP: A human can only process so much information and perform so much physical work. If you've got way too much on your plate than you can handle, try to handle it faster or just working longer won't help. Slow down and pace yourself, and let the work you can do be of a greater quality. Enlist the help of those around you that can help you with your work (or possibly should be doing some of the work anyway).

REMINDER #49: SURROUND YOURSELF WITH INSPIRATION

Times will come when your problems may seem innumerable and insurmountable. Keep in mind that 'may' is the operative word. Sometimes, you just need to take a step back from your problems. Taking a break, looking at things from a different angle or a different set of eyes are also ways to help you find your solution. But when your problems seem innumerable and insurmountable, the real challenge is to keep yourself from giving up before you come up with that solution.

THIS WEEK'S TIP: With enough time, every problem will be presented with a viable solution. Just because you don't see a solution doesn't mean there isn't one. Surround yourself with inspiring things to keep you sane until a solution presents itself. Then, don't hesitate to put a plan into action.

REMINDER #50: QUESTION EVERYTHING

My stepson has a problem with questions. He gets nervous whenever he's asked a question, assuming that whatever answer he's going to give is wrong, so he'll give an answer he thinks I want to hear. I'm having a hard time following what the problem is. My father used to question me about everything, especially when he I had no answer to his questions. It set me up to question myself and my environment. It was the only way I was able to truly learn who I was.

THIS WEEK'S TIP: Question authority. Question your life. Question the reason you chose a baked potato over fries. Learn to question everything, and you'll learn more about yourself than you'll ever imagine. Don't worry about having a right or wrong answers. Only when you open yourself for questioning of all your habits, vices, and motives will you find real answers.

REMINDER #51: RIVALRIES MAKE LIFE WORTH LIVING

Yanks versus Sox. Magic versus Bird. Ali versus Frazier. Any sports fan will tell you an athlete nursing a grudge will always bring his a-game to the match-up. And whether you want to admit it, you tend to put in a little extra effort for a chance to stick it to your personal rivals. So ask yourself, what's wrong with that?

THIS WEEK'S TIP: If a healthy hatred can give you a little extra motivation, why not milk it for all its worth. If athletes can do battle with their hated rivals, then turn around and shake hands with true respect for each other, why can't you do the same with the guy three cubicles down from you? Let a rivalry lift you up instead of seeing it as a way to break others down.

REMINDER #52: YOU CONTROL YOUR OWN TEMPO

Everything in life has a beat to it. If you think of that beat as a pulse, its flows at a natural tempo. The beat you live to is your own and only when you learn to control your own tempo, will you truly be able to plan a day for success and actually carry out that plan to near perfection. Do you have control of your own tempo?

THIS WEEK'S TIP: Don't let work, friends, kids, or the catch all excuse of 'life' throw off your rhythm. You control the beat of your own tempo, and you can do little for others unless you help yourself first by keeping yourself in tune. Learn what you need to keep yourself on the beat, and make time for occasional personal tuning sessions.

REMINDER #53: BE AWARE OF YOUR LEVEL OF INFLUENCE

Hey you out there! Remember the guy whose heart you crushed in front of the entire class at the 8th grade dance? And you sir! Do you remember that kid that was scared to cross the playground in elementary school because you, as the school bully, stalked the playground like a lion on the plain? Maybe they got over it, maybe not. But your early interaction had a profound impact on whatever path in life they actually chose, whether you realized it then, or are just facing that fact now. And it didn't stop when you walked across the stage at High School graduation.

THIS WEEK'S TIP: Be aware of the level of influence you think you have over the people around you. You may find you have much more power than you realize. And while your days of cool kid tyranny may

be officially over, keep watch to make sure you don't slip into your glory days while exerting pressure on your family, friends, children, and co-workers.

REMINDER #54: YOUR PAST SUCCESS CAN HINDER YOUR FUTURE SUCCESS

In the past, you were the go-to guy. There was not a task you couldn't master. But something has changed, and now, you just can't seem to get the job done. Your bosses won't let you do things your way, or the conditions aren't the way they were before. Or is it possible you're just hanging on too hard to your past accomplishments?

THIS WEEK'S TIP: Using your past successes as a calling card to get you in the door, or as stepping stone to the next level, is an excellent idea. Getting stuck on what you used to do to make things work can be a problem, because eventually, what you used to do is going to stop working. The world is changing to quickly for the old ways to be your only way. Learn to adapt old ways or learn a few new ways to get the job done now.

REMINDER #55: GET AWAY FROM YOUR CLUTTER (AND GET SOME OF THE CLUTTER OUT OF YOUR HEAD)

Related to the answer I have written about clutter, maybe you can't easily clean the clutter in your world. Maybe it's not really your clutter. Maybe your nerves are just so shot that you don't have the capacity to clear the clutter at the moment. For times like these, you can always do the next best thing. Get out of the house or work area for a little while. The clutter will be ready to be dealt with when you come back.

THIS WEEK'S TIP: Get out of the house or work area and get yourself away from the clutter of your surroundings that quickly begins to clutter up you head. Don't neglect your responsibilities that you know you are stepping a way from, but give yourself a break before you are completely overwhelmed.

REMINDER #56: NEVER FAIL

Failure is a mindset that traps a person. So to keep yourself from falling into that trap, you have to never fail. Never, ever fail. Yes, I know it sounds impossible, but remember that failure is a mindset that traps a person. What you really have to do is find a way to keep yourself from getting trapped in that mindset of failure.

THIS WEEK'S TIP: I don't always succeed, buy I never fail. That is a realization I have to remind myself of whenever life doesn't seem to be going in my favor. Free yourself of the mindset of failure, and try to look at life as a simple set of wins and losses. When you begin to look at your life not as a progression of one absolute failure after another, but as a listing of something's that didn't work out as well as others, it's easier to put a positive spin on your next attempt.

REMINDER #57: SURROUND YOURSELF WITH THE BEST PEOPLE POSSIBLE FOR YOU

Are you an uplifting person? That's great! Are you doing all the uplifting? That's not so great. In fact, it's contributing to any sadness and depression you might be feeling. Surrounding yourself with people who use you, who are way below or way above your level, or just plain draining, is a dilemma that forces you to become on par with these people. Why not surround yourself with people who are positive in their

lifestyles and their success as a challenge for you to improve yourself, instead of being around so many negative people who want you to be as miserable as they are?

THIS WEEK'S TIP: This may be a generic business tip, but it could also improve your life as a generic life tip. Toxic people will do nothing but drain your energy with little regard for you. Do something about it before it's too late and you become one of these mindless energy draining zombies yourself. Redefine relationship, speak the truth, or find some way to permanently avoid people that add little or no value to your life. Don't get hung up on who's feelings are getting hurt. The split will be immediately healthy for you, and help the other person learn to function on their own.

REMINDER #58: PLAN AHEAD

As the saying goes, "Every journey begins with a single step." Before you take that step, you have to actually decide a need of a journey, stand up and face your desired destination. What do you mean you don't have a desired destination? Your plan is just to start walking? A journey to nowhere probably isn't the best use of your time.

THIS WEEK'S TIP: Don't get spontaneity confused with indecisiveness. You can't just decide to climb a mountain. You have to have the gear, the training, and the mountain itself before you can get started. Take the time to do the proper planning, and you will see from the beginning whether you are ready to begin, or if you even want to put forth the effort. You will find it's a lot easier to find out before the journey begins instead of finding out the hard way when you've reached the point of no return.

REMINDER #59: MAKE SURE THAT YOU REALLY AREN'T THE PROBLEM

I've written most of these Answers Reminders under the assumption that your problem is external, something out side of you that you can either control with some effort or can physically or mentally choose not to be a part of. What if the question is as simple as 'What is the matter with me,' and the only answer you can come up with is 'Me?' Now, we have a problem that seems more severe, but really isn't. You already have the answer to fix this one too.

THIS WEEK'S TIP: So 'you' really are the problem in your life. That doesn't keep you from solving 'you', the problem, and moving on to a better life. Make sure you know what your problem is before you go sending away random people and making up vices so that you have something to give up. And if the problem happens to actually be 'you', make a decision right then and there to do one small thing toward fixing 'you'. Then another small thing. Then another, and so on, until you get 'you' right.

REMINDER #60: LISTEN TO YOUR BODY

Your body has a natural affinity to what you truly need in life. It slows down when you require rest, makes your stomach growl when you require fuel, and causes pain in relation to how far you are exerting your abilities--both physical & mental.

THIS WEEK'S TIP: Listen to your body. It has knowledge of just how much toil and pressure you can actual take. Try to live and work on a schedule compatible to your natural body clock. Exercise at the level your body can handle as you work your way to the level you believe you should be. Take plenty of time to recharge your internal batteries, and try to stick to foods that will properly fuel your body and mind.

REMINDER #61: SOLVE A PROBLEM ONCE...MAYBE TWICE...

Ever notice how when things at the office fall through the cracks, there's always one or two people who find a way to take care of it? Next time one of these people saves the day with a clever idea or a 'why didn't I think of that' trick, notice whether those around them actually give praise or mutter under their breaths about showing off. Then notice how long it will take for the same problem to arise again and that same person to fix it, again. Then notice how long it will take for the same problem to arise again and that same person to fix it, again. Yes, I meant for that sentence to be repeated...

THIS WEEK'S TIP: Find a way to solve a problem once, maybe twice if the first effort doesn't seem to completely fit the problem being presented. You'll notice pretty quickly if your problem solving isn't just an excuse others will start using for being careless and causing or allowing more problems to occur. After a good first and possible second effort, just let it be. If it is truly a problem for you, solve it so that it works to your satisfaction, then let the others suffer. Don't gloat or nag, just take care of what needs to be in place for your security and comfort and let the other fend for themselves.

REMINDER #62: DON'T QUESTION THE GOOD IDEAS

Acting on impulse is fine, but unchecked impulses tend to get us in trouble. That's why a bit of hesitation--a reason to hold back--is a good thing when it comes to skydiving or motocross or eating that next piece of pizza. But what happens when you get a good idea, like maybe a way to help you lose weight and eat better or getting up an hour earlier to get more work done. Then, hesitation may keep you from implementing what is obviously a good idea.

THIS WEEK'S TIP: Hesitation will keep you from following through on a good idea, which keeps you from figuring out what is good about it and how to implement it in your life. It is not like an impulse idea that you know is bad and will get you into trouble where hesitation gives you a moment to kick in your resistance for the better. Hesitation of a good idea may get you in as much trouble as jumping on a bad idea without thinking.

REMINDER #63: BLAME SOMEBODY ELSE

It's very bad to go through life looking for someone to blame for all your problems. However, it's nearly impossible that you are directly to blame for every one of your problems. There has to be some examples of dumb luck not falling into your favor, bad decisions by others that you get swept into by proxy, or a few people might really be out to get you. It's not issue of who is to blame as much as it is what you are going to do about it.

THIS WEEK'S TIP: Sure, it sound's like bad advice initially, but you can do just as much damage to yourself by taking the blame for everything internally as you would for trying to find an external scapegoat. Actually, you can do more damage: the time you may save finding someone to blame is just more time to let self doubt stew inside of you. If you are truly at fault for something, fix it, or move on. If you are not at fault for something, and you do not have the power to fix it, move on.

REMINDER #64: GET SOMEONE TO HOLD YOU ACCOUNTABLE

You've made resolutions and affirmations year after year and still can't seem to make the leap to super-stellar success. You'd like nothing better than to be able to share your good fortune with those closest to you, but haven't got any to share. Would it help if you made those you want to share your wealth with actual partners in your success?

THIS WEEK'S TIP: Find someone you trust that will respond positively to your dreams and ideas, and get them to hold you accountable for putting in the work necessary to make those dreams come true and turning those ideas into actions. Even better, find some like minded partners or co-schemers to actually take some of the burden off of you, helping you along the way.

REMINDER #65: TURN DESPERATION INTO MOMENTUM

Desperation is a fine motivator. And while there are many other, more positive forms of motivation one would hope you would rather want to choose from, if desperation is what you have to work with, then it never fail you, although the unnecessary stress might eventually kill you. Maybe that fear will finally turn you away from using desperation as a motivation.

THIS WEEK'S TIP: First, try not to get behind to the point of desperation. Realize that being at deadline and near panic isn't truly the best way to get the creative juices flowing. Use past desperation, and the fear and paranoia that came with it, as motivation to get a good head start on future projects, and roll that into momentum to continue to start early and stay ahead.

REMINDER #66: THE END DOESN'T HAVE TO BE THE END

Death can be a sad occasion, but try to convince the 80-year-old cancer patient to delay her time to be with the Lord. Divorce can be heartbreaking, but try to convince the spouse who has finally gained the courage to step away from a poisonous marriage that giving it one more try will be worth the effort. At many occasions in your lifetime, you will come to a point when you have to choose to keep on the same path or give up that route and take another. Sadly, many people choose to switch paths when things are going well and risk ruin, or continue on a path they know is leading to despair rather than face the almost sure possibility of getting better.

THIS WEEK'S TIP: Don't be selfish in requiring happy ending. Every ending in your life, for good or ill, is the exact moment of a new beginning that only you can choose how it will affect you. Grieve your losses only as long as absolutely necessary, and learn to celebrate new gains to come.

REMINDER #67: BE COMFORTABLE WITH WHO YOU ARE

I can be a jerk sometimes. Actually, fairly often, since my primary responsibility at work is as a gatekeeper, managing limited time access with the power of yes and no. Some people take the rejection in stride, and some are truly excited about just getting the chance to give their pitch, but a few take serious offense to being told no, and extra offense being told no by me. That makes me a jerk, and I will forever be comfortable with that.

THIS WEEK'S TIP: Learn to be comfortable with who you really are, if you are really that way for a good reason. I still work hard at improving my personal weakness getting overly frustrated with others and sometimes being a little too honest on what is exactly on my mind, but you can't convince me I should feel grief that denying access to someone who does not deserve it should bother me, since my bosses

seem to encourage it. If you've got a true personality flaw, stop living in denial and try to fix it. If it truly is who you are or what you do, learn to live with and love yourself for being exactly who you are. Then, show off that confidence, and the ones who really matter will never fault you for being you.

REMINDER #68: DON'T ASK QUESTIONS YOU REALLY DON'T WANT THE ANSWER TO

When I worked in television, we had a master control center that ran programming for about 35 stations, 24-7. We ran three shifts (day, prime, overnight), and with the same daily programming running on multiple stations, we had to put in a lot of work in putting programming into our computer system in time to run for the day, and deleting the programming as soon as it was no longer necessary to keep the system from being overloaded. Of course, each shift had a few complainers who said that their shift, and them in particular, got stuck doing the bulk of the work. I personally came up with a tracking system to show just who was accomplishing what, and when they got it done. As I expected, a few began to complain about me thinking I was superior to others for coming up with the tracking system. What I didn't expect was that they were the exact same people who complained of doing the bulk of the work, which my tracking system easily proved that the ones who griped the most were actually doing the least work.

THIS WEEK'S TIP: If you really don't want the answer to a question, don't ask the question. If you really don't want to bring attention to a perceived problem, do your best to never bring it up. Once something is brought up as a concern or problem, someone will eventually come up with a solution to address it, and may even solve it. If you just want to gripe and complain, gripe and complain to people you know won't take any action, or you might find that when the answer to your question comes out in the clear, it may leave you a little embarrassed, and with a lot of explaining to do.

REMINDER #69: FIND THE PERSON WHO ALREADY FIGURED OUT THE FIX TO YOUR PROBLEM

Despite the fact we have so many amazing technologies being created every day, the truth is necessity is really the mother of invention. All these things are being created to make our lives easier and to find better solutions to the problems we have mostly solved. Pencil and paper has not been outlawed, and I'm not too keen on using an abacus or slide rule for math equations, but these functions are still effective, even if they are not as effective as your laptop or graphing calculator. But if someone has already created whatever that thing is you need to fix your problem, why are you wasting time trying to reinvent the wheel or create something new? Why don't you just follow the lead of those pioneers before you?

THIS WEEK'S TIP: You don't have to reinvent the wheel, perfect time travel, or pioneer weight loss. Whether your problem is trying to lose weight, finding a key to better time management, or just getting out of bed in the morning, it's pretty much a given that 'someone' has already figured out a way to get it done. Just seek that 'person' out. Maybe it's in a physical person, or just some information you could find in a book or course, but someone, somewhere has this thing figured out. You just have to figure out who it is, and where to find them.

REMINDER #70: ADD YOUR ATTITUDE WITH YOUR ACTIONS FOR RESULTS

You may have heard how you need to have a positive attitude to help you achieve your goals. That the simple act of believing you have the potential to make it big can help you on your way. You may have also heard how your actions are the true view of how well you will do. That if you aren't doing the things you know you should do to make that dream happen, it will never happen. Positive attitude. Positive

actions. Two great ideas to help you make your way. Now, think of the power you would get from combining the two!

THIS WEEK'S TIP: It's simple to grasp the concept that if you aren't following the actual steps to success, you'll never get there. And it's amazing how the simple power of a positive mindset will help you through tough times. Why some people can't seem to combine the two, both believing you can become that picture of success and doing the work necessary to get there is astonishing, but many just can't make that connection. It may take some time, a little luck, and the proper conditions, but you simply must get up and take some positive action, and get your mind set on your goal with the faith that you know you will get there sooner, rather than later.

REMINDER #71: LEARN TO APPRECIATE DOING THE THINGS YOU DON'T WANT TO DO

As goofy as it sounds, there is an upside to having to pay income tax. It means you spent time with a job earning income and not living on some sort of assistance. There is an upside to having to do all that house work and yard work. You are blessed with the ownership of property, or at least the ability to get the rent checks in on time. Even the mundane or absurd tasks that you have to complete at your job could have an upside, assuming you actually enjoy some aspect of your job. Gaining a better appreciation for the things we don't want to do will help you gain a better appreciation for the things you have, and all the things you are working for.

THIS WEEK'S TIP: There are many things in life we don't like to do: laundry, eating vegetables, making sure you have a cover sheet on the TPS reports, the list can go on as long as you've got time to make the list. Stop wasting time making that list. Just get the work done, and learn to appreciate the 'burdens' that come with having a life, a job, a family, or whatever you seem comfortable complaining about all the time. Ultimately, you get what you unconsciously want, and that comes with some level of maintenance and upkeep. It might not be the fun part, but learn to appreciate doing the things you don't want to do to maintain all the good that you do have.

REMINDER #72: PAY SOMEONE ELSE TO SAVE YOUR VALUABLE TIME

A bride doesn't do any work on her wedding day. They hire caterers and florist and wedding planners to do it, for what I think are absurd amounts of money. But that's what I think. For a woman on the biggest day of her life, it's more than worth it for the perfect outcome. But what does this have to do with the everyday, mundane activities of your life? Do you value your time but have an ever-growing list of chores and tasks encroaching on your life? Take a bride's mentality for a moment, and make it about your time. Save your time by finding someone else you can pay to get it done.

THIS WEEK'S TIP: You don't have to be one of the rich and famous to get good use out of the services of a driver, gardener, or housekeeper. Everyday people are finding their lives becoming overbooked and overcomplicated, making getting the laundry done or washing a few dirty dishes seem like an impossible task. And a growing economy is forming of people who can take the time to do just those things you don't have the time for. If tasks are truly beneath you and not worth your time, then you can probably afford to pay someone else to perform it. It could be as simple as convincing your kids to do it, or hiring a professional service. Save some of your valuable time and precious sanity, and help a service in your community grow (or at least watch your kids pick up some responsibility).

REMINDER #73: MAKE YOUR LIFE STRUCTURED, NOT SCRIPTED

If you work for a while in broadcasting, you'll see a lot of scripts go through many hands daily. Based on what sort of program you are producing, it could be a mere outline or a full-fledge break down that include well defined with cues and times. Some shows are so orchestrated by the script that the smallest miscue will throw off the entire performance. Luckily, some shows are driven more by structure than by pure script, and with the right players, allow for the flexibility of an ad-lib or two is something goes awry, or just because it felt right at the time.

THIS WEEK'S TIP: Your life is not a scripted action-adventure romantic comedy. It's not even a tragedy or drama. It's a life, and unlike anything coming out of a studio, there's no actual writer to script out a happy ending, or come in for the emergency re-write. You are the author of you life, but rather than trying to script it to perfection, try designing a life with enough structure to help you make your way through the good times and the bad.

REMINDER #74: TAKE A MORNING JOG TO GET YOUR DAY STARTED

You are not a morning person. We've gone over enough of these to truly establish that. The problem is most of the world manages to try to accomplish its plans by starting in the morning, and the world assumes you want to be a part of it. So let's assume you do want to be a part of the rest of the world, and you need something to help you get your day started right, and hopefully keep that energy sustained throughout the day.

THIS WEEK'S TIP: If you're having trouble getting your days started, and adding one more cup of coffee isn't going to help, try a remedy that is sure to get your blood pumping by getting your blood pumping. Try scheduling some time for you to get a good exercise session in as the first thing you do when you get out of bed. You will be amazed at how much energy you can gain to use thought your entire day from expending some sweat energy first thing in the morning.

REMINDER #75: RACK UP A FEW 'WINS' TO KEEP YOU MOTIVATED

Life isn't easy, but it is easy to let the small details of live drain all of your energy, if you allow it to happen. Just like a professional sports team, a small string of losses can easily lower morale and focus, leading to a longer string of losses. When you have found that your life is going through minor lack of positive productivity, turn it around before it becomes a full blown slump.

THIS WEEK'S TIP: Winners get used to winning, losers get used to losing, and people that are average and mediocre have long ago gotten used to being average and mediocre. With three paths to choose from, the choice should be simple. Find a way to score a few minor victories in your life to use as momentum. With the more victories you earn, the greater gains you will see in your momentum. Soon, you will easily springboard into the winner's circle by default.

"You Already Know The Answers" is a weekly newsletter published by email by the Cool Corporate Solutions arm of Cool Corporate dot COM. For more information, please visit the "You Already Know The Answers" web page at <http://www.youalreadyhavetheanswers.com>.