

# KRISH'S CORNER

## GOALS AND DREAMS

"To measure a man, measure his heart."

Malcolm Forbes

When you are learning to do something new-or in my case, unlearning a past behavior-you can't wait until you do it exactly right before you praise yourself. You have to praise progress because it is a moving target. Exactly right behavior is made up of a series of approximately right behaviors. So be kind to yourself. If you are not your own best friend, who will be?

Excerpted from "It Takes Less Than One Minute to Suit Up For the Lord" by Ken Blanchard

We are not poor, we are too cheap to afford the once available commodity of dignity. We have literally ransacked the cellars of human pride and looted the morals that form the fabric of a responsible people.

If you want all that life has to offer you....

Plan with attitude

Prepare with aptitude

Participate with servitude

Receive with gratitude

And that should be enough to separate you from the multitudes.

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In the fall of 1991, I sat in a seminar in Dallas, scared and confused. I was about to begin a career with the world famous Zig Ziglar Corporation and my illustrious role in this endeavor was going to be that of a telemarketer.

In the book *Competing for the Future* I read that if what is feasible drives what is desirable a true strategic intent becomes impossible. Using that as my rally cry I began to set my sights on what was possible and not on what was feasible. The dream that was born that day was to take the legendary motivator Zig Ziglar and introduce him to the land of my forefathers.

What seemed like forever transpired between the birth of the dream and the fulfillment of the goal. In March of 2005 Zig Ziglar appeared at two very well attended and highly publicized seminars in India. I had the rare privilege of accompanying him on that

trip. As I reflect on the achievement of that monumental victory, I think of the simplicity that separates the achievers from the dreamers.

John Maxwell says that true victory comes to those that engage in a process of listening, looking and learning before they can lead themselves or anyone down a path. That is true for almost any walk of life. The great tragedy is that many people get excited about any number of new things that come down the pike. Whether it is the newest way to generate revenue for an office, or a surefire way to jumpstart the cultural expectations of an enterprise, all vision needs to be planned.

Understanding the difference between goals and dreams is of prime importance in this endeavor.

Listen to the pulse of the marketplace and to the echo of

your own soul as you navigate through life. Look for opportunities that will allow you to use your intellect and God given talents. Learn from the mistakes you have made. Remember that just because you know what you did wrong, you can't make it right if you don't change some part of your dream. It might be the person, the process, or the preoccupation with an idea that is limiting you.



## READING LIST

- The 21 Irrefutable Laws of Leadership, by Dr. John C. Maxwell.
- Stairway to Success, by Nido Qubein
- Anointed for Business by Ed Silvoso
- Trust and Betrayal in the Workplace by Dennis S. Reina and Michelle L. Reina