

GREAT vs. GOOD

Mark Boersma

A very powerful principle is shared at Bill Gothard Seminars. He said, "What is the biggest enemy to greatness? It is doing good things." It is a great seminar and we would recommend attending it, if at all possible.

There are so many times that we settle for good things and miss the great things in life. We have found that there are 1,000 things you want to do, 2,000 things others want you to do, and 10,000 things you could be doing. And most of the time they are all good things. Keep focused on the great things and do not allow a good idea to keep you from accomplishing your great actions. Do not settle for good when something great is attainable!

How often do we find that we get caught up in the details of life, or we start so many new things that we do not follow through on the great action. Sometimes we do not even take the time to know the difference between the good and the great things.

Consistency is a very important principle to learn. The great actions are often disguised as hard work or things that we normally do not enjoy. With consistency those actions will turn into the strengths that will help you reach beyond your dreams in every area of your life. Once you start something, finish it. Do not allow yourself to throw away something you do consistently for some great new idea.

Staying consistent in a few things will give us better results than inconsistency in many

things. You can accomplish more when you consistently apply good ideas than when you inconsistently apply a number of great ideas.

The Lucky 13 Rule: Principle # 7 for Life Masteries

Have you ever made a mistake that you knew would cost you a great deal of money? Have you ever said something to someone that cost you a relationship? Have you ever met someone who knew someone else, who introduced you to someone who changed your life?

The contacts we make today, the individual we are pleasant to within a "chance" encounter, or our pleasant tone with someone over the phone can change our lives forever. When we do something good for someone else, that good deed will often produce another good deed, and another, and another, and will often come back to us multiplied. The things that come back to us in the biggest manner are often some of the smallest actions we use on a daily basis.

When we take positive action, that action will produce two more positive actions, then those actions produce other positive actions, and before you know it, you have 13 positive actions based on one small action. If you do not ever take that first step you will miss out on 13+ actions which will affect your life and career.

Most people are concerned about the mistakes they make and are aware of. What they should be concerned about is the missed op-

portunities, because they fail to understand the importance of taking positive action on a consistent basis. Since none of us know when an opportunity will present itself, we need to practice making the best choice as each opportunity presents itself so that it becomes instinctive.

Value In Life: Principle #8 for Life Masteries

We all have things in life that we value. Some people value one thing more than others, but we all have things we value. We all value something and whatever your values are, it is important to fully understand them and make sure your actions are congruent with these values. Your values may be different than another person's, but we all must live according to our values to have true happiness and fulfillment. The following values are a sample of what your "list" may look like:

- #1 - Your personal relationship with God
- #2 - Your relationship with your spouse
- #3 - Your relationship with your children
- #4 - Your career
- #5 - Your church and community

Now, your values may be different than these, but it is important to understand the principles, because they can be applied to anyone's principles. It can be relatively easy to see success in any one of these areas, but true success in life is seeing success in all areas of life. Know your priorities, live your val-

ues every day, have a plan, and make sure your daily actions fit into your overall life values.

Do your daily activities tie into what you value in life? What are some steps that can help determine what our values are? The following ideas will assist you in determining what you value:

- Ask yourself what you would like others to think, feel, and say about you when you are not around.
- If you have children, into what type of person would you like them to develop?
- In 5, 10, 20, 50 years, what will your life be like if you continue to do the things you are doing today?
- Do I believe in an afterlife or is that something about which I need to find more information?
- Am I making a difference in the lives of those I come in contact with daily and with those I love?
- Am I happy with the results I have achieved in my life up to today?

If you are not sure of any one of the answers, please give Synergy Solutions a call (888/230-2300) and they can provide information and ideas that have proven to be very successful to people all around the world. Understand the values that create Life Masteries, learn what is necessary, work hard, work with others to assist them, and then you will see true fulfillment in all areas of your life.

Good Choices = Good Consequences
Bad Choices = Bad Consequences

Individuals that see success understand that there are natural, foundational laws for all human beings. They understand that good choices yield good consequences and bad choices yield bad consequences. It is as strong of a natural law as is the law of gravity. Individuals that try to get around the law see the

same results as those who do not know the law and innocently violate it. They reap the bad consequences.

Have you ever met someone that frequently experiences bad things? In most situations it is because they made bad choices at some point in their lives. Unfortunately this law does not always work like the law of gravity, where the consequences are immediate. It can take years before the consequences, whether good or bad, are seen. In many situations Synergy Solutions has found that it will take three to six months to see the results of consistently good actions. Understand what you value and make daily choices that will help achieve true fulfillment in every area of your life.

Roller Coaster Mystery – Cycles of Effort and Results: Principle #9 for Life Masteries

Many individuals struggle with follow through. We find people all over the world that have the greatest intentions, but do not seem to be able to follow through. This could be in career, personal life, family, relationships with friends, or any number of other areas. We find that people have the greatest intentions and start out strong, but often will not follow through.

The following graph can be used to show how many people approach life. We will use building a relationship as an example. This principle works with any area of one's life, career, sales, or business.

PRINCIPLE: They start out strong and get poor results.

Action: A guy starts to try to impress a girl.

Results: Girl doesn't like him.

PRINCIPLE: Keep doing the right actions and your results will improve over time.

Action: The guy treats her nicely and is sensitive to her feelings and they eventually become engaged.

Results: Girl starts to like the guy and they fall in love.

PRINCIPLE: Individuals start to get good results and their actions start to decrease.

Action: Couple gets married and the guy starts to focus on providing for his family and self fulfillment.

Results: Girl starts to feel guy doesn't care and relationship starts to deteriorate.

PRINCIPLE: Results are low so effort/ actions are increased.

Action: Guy realizes relationship is in trouble and starts to focus more efforts on girl.

Results: Relationship starts to improve.

PRINCIPLE: Sees improvement and starts to lose focus and decrease actions.

Action: Guy reduces successful actions and relationship starts to suffer.

Results: Whole cycle starts over and relationship will continue to have wide ups and downs.

These cycles apply in every area of our lives. Whether it is relationships, career, parenting, business, school, or any other area. When we maintain consistency in our actions, we maintain consistency in the results we receive in every area of our life. Applying this principle provides Life Mastery. ❖

Mark Boersma is President of Synergy Solutions, Inc., Synergy develops comprehensive custom business planning systems, recruiting plans, and has numerous marketing/sales products to help individuals/companies reach their potential. For further information, call Mr. Boersma at (630) 393-9909. (1998 Synergy Solutions, Inc.

Copyright © 1998 Synergy Solutions, Inc.