

A Message from Dan Manginelli

**Get Comfortable Being
Uncomfortable**

I am what some people call a "planner". Admittedly, I can often be considered an over-planner. It's one of the ways that I stay accountable to myself. Over the years I have stayed on track with my plan. Then late last year my wife brought to my attention that I am hesitant to go do things that are different or outside of the plan.

My first reaction was are you crazy I am a "try a new thing" kind of guy! She then proceeded to recap the prior 2 weeks for me which were pretty predictable and laser-focused on the same activities.

Somewhere over the years, that seemed to go by VERY fast, I became somewhat closed off to new things, people, and adventures.

I know the only way I am going to increase my business is by doing things that might seem uncomfortable to others. But I have been making calls and meeting new business partners for so long that it's a part of my life and isn't uncomfortable any longer. It made me realize that if you do things that seem uncomfortable at first long enough, they will no longer be uncomfortable. My vision board this year had quotes for me to remember to "try something new" and "be prepared for anything" and "keep calm and try new things". I recently went camping, which for those who know me know was WAY outside of my comfort zone. Luckily my wife knows me so well that she started with a four day trip to El Capitan. I know you avid campers will chuckle, but for me, it was roughing it. She knew to start small, have me practice and get me used to the idea.

This is just like our business life. Making prospecting calls, meeting new people, and going to events all might make you feel uncomfortable, but you know the only way to increase your business is by doing them. Start small, get used to it, and you will gain the confidence! The more you practice, the easier it becomes.

Don't assume that you can't do it. You have no idea what the outcome will be unless you try. More often than not, you will leave feeling glad that you did it and wanting to do it again. I am a planner and when things don't go as planned it derails me a bit - well, a lot. But since I have been focused on getting comfortable with being uncomfortable, my experiences are at a new high and new people and great things keep coming my way. Don't limit yourself. Get uncomfortable this week and trust me - you will make your week count!

Sincerely,

Daniel Manginelli - Founder/Owner
[Manginelli Group](#)



You can get more information about me at [ManginelliGroup.com](#) and for more motivation, you can purchase my book "Wake Up! Jumpstart The Life You've Always Had In Mind". See the link below.

Upcoming Events

April 22, 2016 - TBA

Reno NV

April 23, 2016

SHAKE IT UP Book Release Party

Prego Restaurant - Irvine CA

4pm - 7pm

More info: ShakeItUpTheBook.com

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