
Great For A Day

In a meeting last week with a very productive accountability group, the members recounted their outcomes for the prior week. Some shared achievements while others justified not getting everything they had planned done. Achieving success every day is not an easy task. So many of us show up each day giving some effort and once in a while we have that day when we are truly great. You know, that rare day when you are on task, unstoppable, and giving it everything you have without fear.

As I listened to stories of triumph from some in the group, I also heard apologies and explanations from those who didn't do all of the things that they know leads to success. This led me to close the meeting by sharing a quote I'd heard; "It's easy to be great for a day, but to achieve greatness you must be great every day". This is what separates the average from the achiever. Think about it. It is easy to diet for a day, but true health comes from eating right every day. Going to the gym for a single day won't do a lot for us either. To stay in shape we have to find ways to exercise daily.

On my drive back to the office I was trying to remember the source of my quote but couldn't quite put my finger on it. With the assistance of Google I was reminded that it was the legendary baseball player Willie Mays who said, "It isn't hard to be good from time to time in sports. What is tough is being good every day." I kind of changed it around a bit but the concept is the same. It is easy to make prospecting calls for a day. It's easy to go out and meet people for a day. It's easy to be uncomfortable for a day. But to be great, you have to find a way EVERY DAY to make calls, meet people, and get comfortable being uncomfortable. Only then can you be an achiever.

This week instead of having just that one day where you are feeling it and want to take on the world. Find a way to want it every day. Make it a habit and that habit will become a ritual. Take your first steps to greatness today and make this week count!

"Shake It Up! Big Dreams and Bold Choices On The Road To Success" is available at ManginelliGroup.com. Shake It Up is short, easy to read chapters to help you in everyday life and business to stay on the road to success.

"Dan's approach isn't preachy or all-knowing, but rather he comfortably combines his own energetic perspectives with the best content from some of the greatest achievers of our lifetime. It's one of the best business books of the year for sure."

~Gary Acosta

Co-founder and CEO of the National Association of Hispanic Real Estate Professionals (NAHREP)

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Upcoming Events

How To Move With The Market - Series

Thursday, May 25, 2017

TIME: 11:00 AM – 2:00 PM

PLACE: Temecula Library

30600 Pauba Rd, Temecula, CA 92592

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