

Lasting Change

Change is constantly happening all around us, whether we like it or not. Change is the key to our success and to our financial future. Often in our own lives, however, change is something we fiercely resist. Why is this resistance so often the case? We can only become who we want to become through change. What we do or do not experience financially, spiritually or physically is dependent on whether or not we are willing to make changes. In spite of knowing this, we still often wallow in our comfort zone. Even when achievement sits on our doorstep, we're still too comfortable to make an adjustment. The irony is that if you want *anything* to change in your life, the only place to begin is with yourself. You are the only one who can exert complete control over and alter your destiny. Most people wish for things to change, but instead of doing anything to make that change happen, they sit back hoping and waiting for luck to knock on their door. Well the fact is, reality will eventually rear its ugly head and show you that life doesn't work that way. Waiting for the lottery, waiting for that long-lost inheritance or waiting for that big raise will not produce the results you want. The very first place to look for transformation is within. Sure, you may legitimately have cause to point some fingers, but doing so will only delay your success and happiness. When you take ownership of yourself, your life and your income, you are on your way to harnessing success.

I learned early in my life that if things needed to change, it was up to me to change them. I have had the great pleasure of working with Jim Rohn, who inspired me to new levels of success and happiness. As one of America's greatest speakers, I consider him one of my early mentors. When I first met Mr. Rohn, I was sitting at a dinner table with ten other people. I grabbed a seat near him and just wanted to listen to his words of wisdom and conversation. When a lull in the conversation arose, I was caught off guard when Mr. Rohn asked me about my goals, dreams and aspirations. In response, I began to talk about many of the roadblocks I had experienced in my pursuit of success. I listed all the reasons why I wasn't able to achieve my goals and dreams. I let him know who was to blame and insisted none of it was my fault. I thought I had made a pretty good case and then the hammer dropped. Jim looked at me and said, "Kurt, for things to change, you must

change, and for things to get better, you must get better.” That brief moment in time changed my life forever. It was then that I realized that everything I wanted in life is on the other side of change, not the other side of excuse. I also realized that no matter the excuse (good or bad), it would not produce results.

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