

Thinking Like an Employee

Most people think of themselves as employees. They make their hourly wage or their annual salary; they get their fixed amount. The truth is we *all* are paid for our performance. We are *all* really on commission, whether we realize it or not, whether we like it or not. The path to success is often blocked by our inability to take full responsibility for our current situation.

We really are paid exactly what we're worth, or what others feel we are worth. (Remember I am not going to sugarcoat this.) If we don't like our mediocre incomes, but do nothing about it, we really are just getting exactly what we've asked for. If we stopped complaining and began proactively seeking to enhance our knowledge, skills, and talents, we'd see an increase in opportunity and income. It is in this sense that we are all on full commission. We get out of life what we put into it. We are rewarded precisely for our skills, talents, and abilities.

Consider your current situation and ask yourself, "Am I happy? Am I doing all that I can? Is there more out there?" When we are honest with ourselves, we often find that the status quo is set where it is because we are either comfortable or lazy, not because we honestly believe it's ideal. If you know you've reached a plateau and you're ready to break through, it's time to step up to the plate and take on a new do-it-yourself project. Do you know what that project is? Building a better *you*. Roll up your sleeves, because you and you alone will decide what your income will be. What are you really worth? Does that amount match your current paycheck?

I think the whole world should be paid on commission. You decide, based on your skills, mindset, and talents, how much you are going to get paid. Owning your own business, working on commission, wanting incentives or bonuses based on performance—these desires usually mean an increase in income. After the second or third year, most commission-based persuasion professionals are making more than those who started with a straight salary.

This increase in earnings is also true of entrepreneurs. In 2004, for example, the average income (\$141, 500) for families headed by a self-employed person was roughly double the average (\$70,100) for a household headed by someone who is working for someone else, according to the Federal Reserve survey of consumer finances.⁶ It is time to earn what you are worth.

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