

# Crashing that Ceiling of Achievement: Are you a 'Resister' or an 'Instigator'?

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This market has certainly worn us down. I don't remember any market that has remained this tough this long. It's common to be crashing hard against that darn 'ceiling of achievement'. In fact, you may have been doing it long enough that you have become tired, unhopeful, and even depressed. You may have unconsciously become a 'resister', instead of an 'instigator'. Time to retrain your brain. Here are the three principles I've seen work for both musicians (my personal experience) and real estate professionals. Put these to work and you'll crash that ceiling of achievement like it was cheap glass.

## 1. Get out of your sleek, spiffy, polished 'resister car' and remove your speed barriers

What stops you from getting into action? Pretend that you are in your car, heading to an event you've really looked forward to. But, up ahead, there's a barrier across the road. Do you just sit there and make up reasons why you can't get to the event? Of course not. You get out of your car, go to that barrier, and move it aside. Let's do the same for those mental barriers you've spent all your energy building up.

### What's your creative sub-conscious taught you to say to resist action?

Getting into action takes guts, it involves risk, and there's always the danger of failure. Your subconscious rides to the rescue! It makes up reasons why you just can't get into action. Here's an oldie but goodie:

*I can't do that, because I don't know enough.*

Or, maybe your sub-conscious has convinced you that you're not organized enough to get into action. Or, you're not perfect enough. You don't want to be embarrassed, so you'll wait until you 'know it all'. All wonderful excuses, but, watch out. Letting our sub-conscious convince us these aren't *excuses*—they're good *reasons*—puts us into a downward spiral to failure.


[Click here](#) to take this 'resister evaluator' to see what and how much energy you're using to resist getting into action.

Managers: This is a great brain teaser for a meeting.

## 2. Put yourself around other high achievers.

In a recent survey of over 70,000 business professionals, when asked if slackers affected their business performance,

**HOW UNDER-PERFORMERS AFFECT PERFORMERS' PRODUCTIVITY**



**93% said it had hampered their development or decreased their productivity**

*From The Ripple Effect of Negativity Leadership IQ, Washington, DC*


Standards influence production.

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I know, as a performing musician, that I only perform as well as the worst musician in my group. So, if you've been hanging around with poor real estate agents (or managers), it's sub-consciously affecting your attitude and production. Cut loose and find some winners to emulate (and be ready to compete at a higher level).

*Side note to those in management:* In this study, when asked the effect low performers/slackers had retention, 87% said low performers caused them to seek a different work atmosphere (Retention, anyone?) (We'll tackle leadership issues like this in my 365 Leadership series. See [www.365leadership.net](http://www.365leadership.net) for all the information )

**THE STUDY: HOW UNDER-PERFORMERS AFFECT PERFORMERS**



**87% of the 70,305 professionals said working with a slacker made them want to change jobs.**

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### 3. Get into action faster.

In a wonderful book, *The Conative Connection*, author Kathy Kolbe explores the ways different personalities get into action. That's a bit different approach than how we learn, or behavioral profiles. That's really valuable to know if you are trying something new, or, as a manager, you're coaching someone who's new or wants to take his career to the next level.

Some people barge ahead and worry about the details later (that's me). We start badly, but, because we're tenacious, we surprise people by how good we finally get.

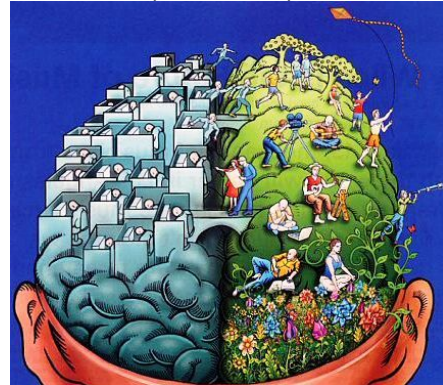
Other people observe the action for a long time.

Finally, when they feel ready to perform well, they get into action. They start slowly but well.

Others just wait to start until it's *proven* that whatever the coach has told them will work for them—because it actually worked for them.

Unfortunately, though, it can't happen that way.

You can't know that you absolutely, positively, undeniably can do something before you've done it! You must start with some faith that you can do it, and that what you're being told to do will work, because it has worked for others before.



*You can't get better until you get into action.*

#### The Fallacy about Motivation

Managers: Have you tried to motivate someone into action? Did you pump them up when they were in your office, only to find them deflated later? I call this the 'immediate fizzle effect.' Yes, a motivational pep talk can make us feel better, but, the truth is that talk does not provide us the sustaining motivation we need to take the risk and try new things. What does? Action. Read what psychologist Jerome Bruner says:

*You're more likely to act yourself into feeling, than feel yourself into action.*



If you're still not convinced, it's because you have a 'get into action' profile that author Kolbe says wants all the proof it worked—before you do it! Not too logical, is it? So, you'll have to trick yourself into action faster.

## Success Drives more Success

Did you know that you are sabotaging your success when you put off getting into action? Scientific study after scientific study shows that a positive outcome guarantees we jump right back in and go after larger goals—with more energy. Not only that, our self-esteem increases, so we are willing to take more risk.

Success activates more action which creates more success.



### Here's your formula:

*Remove those barriers you've put up to protect yourself.  
Put yourself around achievers.  
Get into action faster.*

So, how are you going to find some successes to build on? Pick one right now. What could you accomplish tomorrow that would give you a positive outlook to tackle the next thing?

Now, you're starting to replace those barriers with possibilities. You're on your way to retraining your brain and reaching your goals.

For inspirational messages and secrets to high performance, [click here.](#)



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