

CVH Academy

solid wisdom for stronger sales

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Module **1012**

2nd insights

- ✓ **The one word for success is *initiative*. Take action proactively.**
- ✓ **Getting started is the most important step. Many people who miss their goals never began.**
- ✓ **Initiative means both starting quickly and having the determination to finish. You need both.**
- ✓ **Things come to those who wait, but only the leftovers. Hustle to get the best, as Abraham Lincoln implied.**



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Success Defined in Just One Word

All the people you meet who you consider to be accomplished in their particular field exhibit one unfailing quality. They always possess a great deal of initiative. This simply means they are believers in taking action and are proactive in getting the job done.

I once met a young man who had the privilege of talking at length to W. Clement Stone, the well-known author, businessman, and philanthropist from the Chicago area. Mr. Stone was a man who prided himself on learning and applying the concepts of how to be successful, and readily shared them. He told the young man that the real secret to success boiled down to having initiative and "getting the job done."

Getting started is always the most important step on the road to success. People who fail to accomplish their goals either didn't get started or simply gave up too soon. Since the dictionary describes initiative as "having enterprise and determination," it reveals that quickly getting started, as well as having the will to succeed, are both prerequisites for possessing initiative.

I would like to share an amusing but very insightful quote from Abraham Lincoln: "Things may come to those who wait, but only things left by those who hustle."

What's that one word that best typifies the most important attribute of everyone who is successful? It must be initiative!

© Scott Morris. Written exclusively for Crystal Valley Hardwoods by international furniture sales training expert Scott Morris, who draws on nearly five decades of experience as a sales trainer, store manager, and furniture salesman. More valuable training resources and FREE helpful downloads are available on Scott's website at TheBestFurnitureSalesEver.com.