

SMALL DECISIONS...The Secret to Success



I recently attended a seminar that was most insightful and inspiring. The speaker was a successful businessman from Indonesia. He talked about his story and explained that the secret to his success was simple. He said quite clearly that it was his willingness to make the right **small decisions** consistently with **patience** and **persistence** that was the key to his success!

I left that seminar feeling excited. It had confirmed for me what I had already believed, which is to achieve the things I want really is simple. It has nothing to do with my current knowledge, my previous experiences or what other people think. It has only to do with my willingness to make small decisions everyday and to keep making them until I am successful.

Small Decisions vs Big Decisions

I believe the reason why many people, including myself at times, never get properly started on a goal to change their circumstances is because they are waiting for a massive breakthrough or the right time in their life to make this big life changing decision.

Earlier in my life I used to wait until I had been charged with liquid courage on New Years Eve to make a bold statement about what I would achieve in the following year. I would always wake up the next day with a terrible headache and a vague recollection of making some outrageous comment, which in the harsh light of day seems ridiculously unrealistic. So I would then settle for another year of the 'same old' and on New Years Eve 12 months later I would wait again until the level of alcohol in my body had risen to meet the dissatisfaction with my current circumstances and make a similar bold statement that was never be acted upon... And so it went for quite a while!

The reason why big decisions rarely lead to long term success is because by nature a big decision requires a massive change which in many cases is not realistic and certainly not maintainable. For example, many people will make the big decision to be healthy and lose weight. As a result they will decide to give up all of their indulgence foods, force themselves to eat foods they really don't enjoy that much and exercise 5 times per week at 6am. Don't get me wrong, there are a small percentage of people that can do this and maintain it. The vast majority will last a week maybe two at the most before the novelty wears off and they fall back into old habits.

Now compare this big decision to a small decision such as; eat breakfast everyday, eat fruit rather than a donut or walk up the stairs at work rather than take the escalator. These small decisions may not necessarily bring about quick results but they are easy to implement into a busy life, are maintainable and over time will bring about an incredible change in both physical condition and attitude.



What other small decisions could you make? What about calling your partner every day to tell them that you love them? What about complimenting and encouraging your employees? How about making one extra sales call per day? What about spending an extra hour per week with your children? These are small decisions that will have an incredible long term impact on your life.

Patience

The key to small decision success is the understanding that the desired results may take some time and so patience is vital. Unfortunately we live in this 'quick fix' and 'I want it now' society that has, in many cases, eliminated the need to be patient. You may have heard the saying 'Rome wasn't built in a day' - it was however built 'day-by-day' with simple decisions and the patience and vision of how great the final outcome would be.

Persistence

The final piece to the small decision success puzzle is another simple decision - and that is to finish what you start. It is very easy to start a course of action with an intention in mind, but far more challenging to actually persist through the good and bad times to finish the job. It is these simple decisions and not intention that will determine the final outcome. The small decisions will not have massive and immediate results, however if applied with persistence will compound over time to produce results that you could never have imagined.

Q: How long will you have to wait?

A: As long as it takes to get the desired result.

You will actually find being persistent no problem if you firmly focus on the end result. If all you are interested in is success in a certain area of your life then you won't count the time or number of small decisions it takes, you will just be moving with anticipation and certainty towards the predictable celebration of your achievement.

My advice is stop putting pressure on yourself to make big decisions. Focus on what you want and start making small, simple decisions TODAY that will compound over time and with patience and persistence will bring you everything that you desire.