

# Pleasing methods or ... Pleasing Results?



**What a wake up call it was! It was late morning on a Saturday in October 1987 and only two weeks after I had played in a reserves grand final with the St Kilda Football Club on the hallowed MCG turf. Apart from the hangover I had I was feeling pretty good about myself as I stumbled out of bed, picked up the newspaper, turned straight to the sports section and read with horror to find that I had been sacked from the football club! 'Why me?', 'It isn't fair', 'the coach never liked me', 'it is a terrible club anyway' and 'after all I have done for them ...' were some of the self pitying, victim thinking words I used. At that point in my life I thrust the blame for the sudden end to my AFL career in every possible direction, except towards myself. I blamed every person and every circumstance I could to avoid having to face the reality of the situation ...**

The harsh reality was that I simply hadn't done enough of the right things on a regular basis to ensure that I would go on to achieve the result I wanted ... a long and successful AFL career. I was too skinny but didn't put enough time in the gym to improve my condition because it was hard work, uncomfortable and seemed too big a task. My skills were below par but I didn't spend enough time outside of normal training to hone my skills because it was boring, time consuming and interrupted my social life!

The reason why I didn't achieve my AFL goal was simple – I chose pleasing methods over pleasing results! I took the easier options because at the time I just thought everything would be okay. I didn't see or understand the long term impact of my decisions and I didn't do the time consuming and uncomfortable things I needed to do to create success. As a result I was sacked – my fault, no-one else's and now at the age of 47 I have to live with that. But first I had to learn from that!

## **Work backwards from your pleasing result and don't question the method**

I now understand that if I am to get pleasing results the path is set and the method is predictable – whether I like it or not. I often talk about my dislike for exercise ... in fact, the thought of it makes me nauseous, yet I do it five or six times per week. Why? Because I know the result I want and therefore I simply do what I need to do to get that result whether I enjoy the method or not!

So, what do you really want? Think for a second ... right now, in any area of your life, what is it you want? Have you got that pleasing and desired result locked in? Okay, the next step is to resign yourself to the fact that the method, at least initially, may not be much fun. Don't question it, don't negotiate it and don't try to find an easier option. Make one decision that you will choose a pleasing result over a pleasing method and simply get to work. Get started and do whatever it takes, no matter how long it takes or how hard it may be to get that result!



**Once in motion with momentum the method will become pleasing!**

See if you can relate to this ... you are sitting on the couch at night and the TV is on. Whilst you are comfortable and watching your favorite show, inside there is a battle going on. You are thinking 'I really should be doing so-and-so if I want to achieve such-and-such', but the thought of what you have to do is so unpleasant and uncomfortable that you just can't lift yourself up off the couch. So you stay there and eventually go to bed feeling disappointed in yourself and wondering whether you will ever achieve your pleasing result.

Do you know how I know this feeling so well? It was me until just recently in an area of my life. I had no energy, felt lethargic, scared, un-motivated and believed that I just wasn't good enough – then I finally hit a point when I decided enough is enough. I lifted myself off the couch and started to do what I really didn't want to do but had to do if I wanted the result.



Have you ever tried to push a stationary car? Hard work isn't it? That is until it starts moving, then it becomes easier. Once it is rolling downhill and momentum kicks in you can stop pushing, jump in and enjoy the ride. Once I got into action and started to get some results, the method that was horrible to think about and uncomfortable to initially do became easier and weirdly enjoyable. In fact, with some momentum, the method became pleasing – do you know why? Because I could see that it started to and would continue to give me the result I was after. All I had to do was get off the couch and just start taking the first steps.

**Simply look beyond the discomfort of the method ...**

The key to making a habit of gaining pleasing results is to firmly fix your focus on the outcome you are after, no matter what obstacles may come to challenge you along the way. Keep your head up and your eyes looking beyond the discomfort, outside of the embarrassment or pain and ahead of the unpleasant method and fixed on your fabulous feeling of achievement. Nothing or no-one can stop you from achieving anything if you will simply choose pleasing results over pleasing methods. Have an incredible week

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