

# OWN THE RESULT ... and the action will follow!



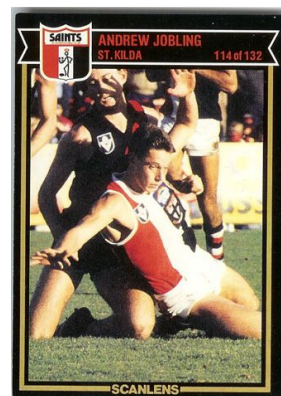
We have all heard about the critical importance of 'taking action' if we want to achieve anything in our lives. So true it is, however I see many people begin to take action, but give up on it long before the desired result is achieved. In many of my writings and talks I speculate on the statistic that out of every 100 people who join a gym with the vision of be leaner, fitter, healthier and happier there is at most 5 of them still taking action and getting results 12 months

later. Why is it that only 5% of people continue to persist with the appropriate action? The answer is simple, only 5% of people take ownership for their result!

If we take action without taking ownership we are destined to live a life of frustration and mediocrity. Why? Because when things don't go our way rather than look for solutions to overcome challenges we blame other people and circumstances, then give up! As a personal trainer I had clients who I trained twice per week for one hour at a time (out of 168 hours) and who blamed me because they didn't get the results they wanted. Many of them gave up saying having a personal trainer doesn't work! The reality was that they never took ownership for the other 166 hours of the week nor their results.

## When we take ownership there is never regret

I think back with pain and regret to my football days with the St Kilda Football Club. Particularly that fateful Saturday morning 2 weeks after the end of the 1987 season when, at the tender age of 23, I read in the newspaper that my 7 year career with the club had been terminated. Had I taken ownership, I would have gone straight into solution mode. I would have contacted the club to find out where my weaknesses lay, then I would have found a mentor and taken action to work, no matter how unpleasant it was or how long it took, to get myself back on an AFL football field.



But NO, what did I do instead? I spat the dummy and went to 'poor little old me' blame mode. I blamed the club, the coach, the president. I blamed the fact that I was too skinny and that it just wasn't fair!!! I fed off this victim mentality for many years. When I had finally realised the error in my thinking and reaction to the situation it was too late to do anything about it – I was too old!

## Don't wait until the choice is taken way – own it NOW

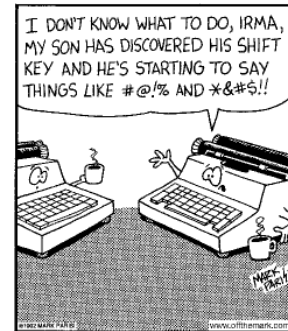


In my new book *Dance Until it Rains* I talk about the lessons from my mum's life and cancer journey. In 1988 she was diagnosed with breast cancer and whilst she took action, she didn't take ownership! She handed it to the doctors. She had the operation to remove the cancer, followed by the standard treatment and when she got the 'thumbs up' from the doctors that all was okay and that she was cured nothing changed. She never stopped to think about why the cancer developed in the first place and she didn't change

any of the habits that may well have caused it. She just got on with living the life that she was living before the breast cancer. 18 months later the cancer re-appeared as secondary cancer in her liver. For a short time there was victim mentality and blame until she realised this wasn't helping her situation. So, she chose to take ownership for every decision, every action, every result and every outcome from then on. As a result she lived a life that far exceeded the medical prognosis and one that brought enormous joy into her life and the life of many other people and will continue to do so for many generations to come.

### With ownership comes control?

I am not a parent yet but will be very soon. If you are not a parent yet either you will need to use your imagination here. If you are a parent this will be easy! What happens if your child has behavioural problems? What happens if your child is sick? What do you do? You would take control right? You would find out the problem and do whatever it takes, whatever it costs to get it fixed wouldn't you? Now let's say your neighbor asks you to look after their child for them because they have to study for an exam and they need some peace and quiet for 2 hours. You say 'yes'. What would you do if that child misbehaved badly or became violently sick during that time? You would take the child straight back to your neighbor wouldn't you? Well I would anyway! So, what is the difference? **The difference is ownership!**



### Own it, act on it, persist with it and live a life of abundance!!

At the end of the day we can blame the GFC for the fact that our business is struggling, but we are the only ones without enough money. We can blame convenience foods for our poor health, but we are the only ones who suffer the consequences. We can blame the weather for not going for that run, but only we will have to live with lack of fitness.

When we take 100% ownership for the result we desire then nothing will get in our way. When we decide to take total responsibility we find solutions for any challenge that confront us. Nothing is too hard, nothing too inconvenient and nothing takes too long. We simply keep going with our eyes firmly fixed on a successful outcome and doing whatever is required to make it happen. It is this decision to own every outcome that inspires the action to do whatever it takes that will lead us to a long happy life of abundance and joy. Have a great week.

February 20, 2011