



Turn on the 'Brights' to Excel

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You're driving down the road looking for the street name that will take you to the most important appointment in your career. It should be the next right turn, or the one after that.

Breathily you ask yourself: "Where is it? Could I have already passed it? Why didn't I leave earlier? What kind of first impression will this create with my arrival being harried and late?"

Something inside tells you to turn on your car's bright lights in order to expand your vision. Voila! You not only see the street directly in front of you, but everything all around you that was dark just seconds ago is now crystal clear.

If only finding the solutions to your business dilemmas was as easy as turning on the 'bright lights' to expand your vision of what's right in front of you, but you can't currently see it.

Actually, it is.

Each day you are surrounded by dimly-lit possibilities and creative approaches, yet habit forces you to resort yesterday's familiar solutions.

If you want to excel at something today that you were unable to conquer yesterday, you must turn on 'brights' and shake things up. Do something different, especially if it is a brand new concept or something outside of your comfort zone.

Below are my top '7' tips to help you brighten — and thus expand — your vision.

1. **Wake up earlier:** Benjamin Franklin's key to success holds true today: "Early to bed and early to rise makes a man healthy, wealthy and wise." Test this theory out for yourself. Wake up 30 minutes earlier for 90 days. Enjoy quiet time before revving up for the onslaught of the day. Notice what new perspectives or approaches this opens to you.
2. **Join something new:** The City Club of Central Oregon will help you better understand topics influencing life in this region as well as expose you to intriguing people; a Toastmasters club will help you become a more confident, eloquent speaker; EDCO's Pub talk will introduce you to innovative business minds.
3. **Be bolder:** No matter what your pursuit, you have room to become more proficient. Look up www.ted.com for brief albeit riveting, jaw-dropping speeches by remarkable people to stimulate your creativity. Become the pioneer that others follow. Do something brand new and outrageous.
4. **Expand your base of knowledge:** The average American reads less than one book per year. Because I have over 1,000 books in my library, this astounds me. Learning something new brightens every aspect of life. Suggestions: *Blue Ocean Strategy*, *Ideaship*, *The Five Dysfunctions of a Team*, *Good to Great*, *The One Minute Manager Meets the Monkey*.

5. **Get physical:** When a client gets stuck in negative, dimly-lit thinking, my first suggestion is to go outside. I hear from too many Central Oregon leaders that they moved here for the outdoors and are now too busy to enjoy it. Make a plan, stick to it. Now's the time! This is the place! Allow the bounty that surrounds you to nurture your creativity.
6. **Develop new friendships:** One constant with new clients is their desire to bring new professional and personal friendships into their world. We all change. Our interests change. Developing new friendships brightens our vision of what's possible.
7. **Lighten up:** There is enough negativity out there without you adding to it. Rehashing the same old negative news or events is a 'turn off' to many. Be different. Set a goal to be more positive and proactive in leading discussions around possibilities, not obstacles.

If you're stuck or simply want to reach the next level in success, I challenge you to turn on the 'brights' to expand your vision. Creative solutions, people and opportunities surround you.

Select one or all of the above tips to help you brighten your future, and the future of those whose lives you have the opportunity to enhance.

Read all of Ann's Writing and Wisdom at: <http://gvasuccess.com/writing-and-wisdom.htm>

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