



By Barb Girson, International Direct Selling Expert, Trainer & Coach

Go, Grow, and Get Gusto to Reach Your Goals

3 Great Pointers from a Personal Story



Rayna on Graduation Day May 2010

This month, Rayna, our daughter, graduated from cosmetology school. It was a very special weekend celebrating her accomplishment. Like we all often experience while pursuing our goals, she had so many ups and downs during her 18 month journey. There were obstacles to overcome and challenges to hurdle, in order to complete the requirements.

Sometimes, especially when working as an entrepreneur, direct seller or home-based business owner, we realize we are lost and have to find a new path. Goals met often include a lost and found journey. Rayna went through an elimination process before deciding to become a hair stylist. She spent a year at two other colleges before discovering a career path that excited her. She understood how important it is to find work that you love and are passionate

about. Identifying this goal was only half the battle; she would now have to reach it!

Authored & Prepared by:

Barb Girson
International Trainer & Coach
P: 614.855.0446

Owner, My Sales Tactics™
© 2010 All Rights Reserved
www.MySalesTactics.com

5/30/2010

1 | Page

Barb@MySalesTactics.com

Working both days and nights - between school and her job - required a rigorous schedule with many sacrifices including the ultimate: moving back home. Three moments were illustrative about the goals we set for ourselves:

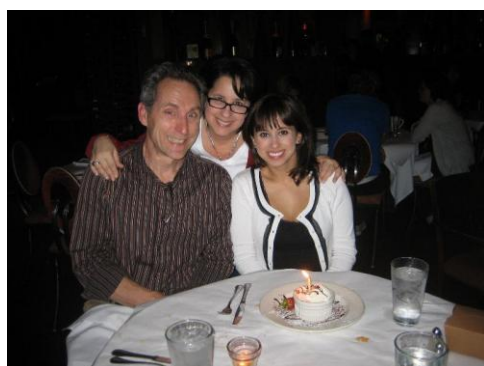
1. Go - Go After Your Goals

The closer we get to our goals the more effort, action and energy we are willing to put forth.

Rayna came home from school a few weeks ago and shared how she did a pedicure. She really dislikes doing pedicures. It was interesting to watch her make sacrifices as she moved closer to her goal. Luckily Rayna specializes in hair cutting, styling and color.

Are there certain actions that you might not be willing to do at the start, however as you gain commitment and see your finish line; you might be able to conquer?

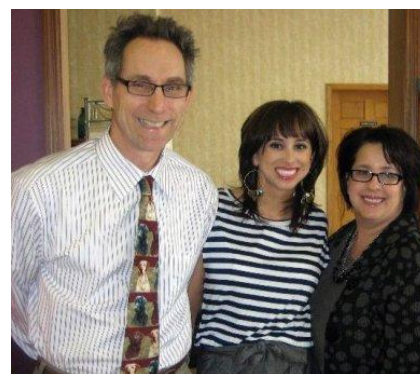
2. Grow - Grow Your Conviction, Picture the Result



Celebrating Success at Barcelona Restaurant

We must picture our paradise before we can pursue it. Picture the goal accomplished in your mind to find your motivation.

During her celebration dinner, Rayna grinning ear-to-ear said, "Oh... I am so excited I have dreamt about this day for so long, I can't believe it's finally here."



Proud Parents

To keep herself motivated, she pictured the reward over and over, in vivid detail.

What difficult goal are you challenging yourself to achieve? Can you picture a paradise that propels you to pursue it?

3. Gusto - Give others permission to 'push' you to reach your goals.

One of her favorite teachers wrote a congrats card to Rayna and said, "Thank you for letting me 'push you' to reach your goal.

By sharing her goals with others, accepting encouragement and meeting personal challenges, Rayna graduated with confidence in her chosen areas of expertise. (Color and hair cutting) Rayna's favorite teacher was not someone who let her off the hook easily or settled for anything below Rayna's best. She was someone who coached her to strive for excellence, and to demand more of out of her.

Rayna proudly said, "I have never completed anything like this before. I am so happy with my choice and I feel like I can do hair forever." She understands that her craft has everything to do with helping others to

Authored & Prepared by:

Barb Girson
International Trainer & Coach
P: 614.855.0446

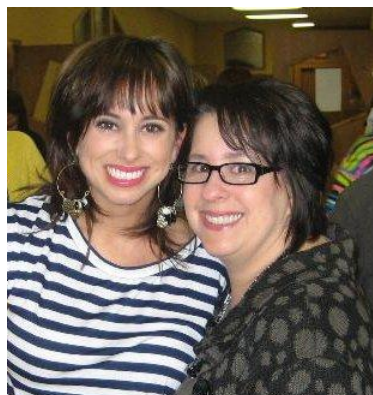
Owner, My Sales Tactics™
© 2010 All Rights Reserved
www.MySalesTactics.com

5/30/2010
2 | Page
Barb@MySalesTactics.com

feel good about their personal appearance, building their self-esteem and offering stellar service. She takes her work seriously.

Who are you permitting to push you towards your goals? What support system do you have to help you achieve your goals? Are you allowing your manager or upline to 'push' you to be your best? Do you have someone who will NOT let you off the hook too easily? Who helps you strive for excellence?

Because Rayna had a successful internship, she was hired full-time at the salon. Her career commences this June. Initially she will be assisting and looking for models before they promote her to her own chair. If you are near Columbus, Ohio, and would like to go to her salon, [email](#) me for details. She does my hair and I am thrilled with the results.



Like Mother, Like Daughter

With these three pointers in mind, go after your goals with gusto!

© 2010 All Rights Reserved.
Barb Girson Original Work

If you would like to get some small group coaching and support to help you organize your time and communications and get greater gusto toward reaching your goals, join me in my next webinar teleclass program, learn more and register for [Googlize Using Gmail](#) or [Googlize Your Time and Your Team](#).

If you would like to get your hair cut, email for Rayna's salon details.

Intro: This month, Rayna, our daughter, graduated from cosmetology school. It was a very special weekend celebrating her accomplishment. Like we often experience while pursuing our goals, she had so many ups and downs during her 18 month journey. There were obstacles to overcome and challenges to hurdle, in order to complete the requirements. Sometimes, like Rayna, we can be lost before we can be found (or find). We must picture our paradise before we can pursue it. Read on for three pointers to get gusto toward your goals which came from my personal story.

Permission to reprint this article is granted with inclusion of "About the Author, contact information, & active web site link". **About The Author**

[Barb Girson](#), International Direct Selling Industry expert, trainer and coach, is a highly interactive, creative speaker & author offering professional skill development programs for workshops, leader retreats, and annual conventions & teleclass sales training programs. Custom programs /Coaching 1:1 available.

Barb Girson helps companies, teams & entrepreneurs gain confidence, get into action, & most importantly... grow sales. To sign up for her next FREE sales training teleclass / join her free email list & get 'Sales Strategies that Stick' ezine, Visit <http://www.MySalesTactics.com> to learn more.

Need a speaker for your next event? Contact Barb: 614.855.0446

Publishing information: 700 words **Keywords:** Direct selling, direct sales, home-based business owner, goals, entrepreneur, accomplishment, success, overcome obstacles

Authored & Prepared by:

Barb Girson
International Trainer & Coach
P: 614.855.0446

Owner, My Sales Tactics™
© 2010 All Rights Reserved
www.MySalesTactics.com

5/30/2010
3 | Page
Barb@MySalesTactics.com