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100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

THE "LUCKY TO HAVE A JOB" MYTH

By Mary Anne Hahn

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"You're lucky you *have* a job!"

How often have we heard that? How many times have we been told that we should be thankful we're employed—as though our employers are handing us gifts—and that we're not one of the lay off casualties we read about in the newspaper every week?

Don't those words make you absolutely cringe?

After all, how lucky are we, really? We get to wake up every day at the insistence of our alarm clocks, not our internal clocks. We drag our bodies out of bed, sometimes carrying leftover luggage from yesterday's events at work—the looming deadline, the clueless boss, the tedious tasks, the rumors of an uncertain future.

Even if the sun greets us when we arise, we barely notice it. Besides, why bother? From our cubicles and work stations, we won't get to see it much anyway. Many of us will be lucky if we even get to witness the sun set each day because, if we want to remain among the employed fortunates, we'd better put in some extra hours to stay on top of our work.

Oh, and let's talk about how truly lucky we are to have our ideas ignored, our skills under-utilized, our talents untapped. Or, when we do get a suggestion implemented, how little we get compensated for it, while the person we shared it with gets the big bucks and the praise. Yippee!

Beginning to feel not so lucky after all? Good. That knot of discontentment inside you, that sense of disenchantment, are actually signs that you realize the "lucky to have a job" line of thinking is a myth. In fact, the opposite

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applies—*they're* lucky to have *you.* Moreover, if you're feeling unvalued and ignored, they don't deserve you.

It's time to create your own luck.

How? By digging up that old dream that once set your heart thumping, and dusting it off. By examining it, mulling over it, thinking about what it would take to implement it. By realizing how truly happy you'd be if you pursued that dream with your heart and soul—and how much happier those who care for you would be in the wake of your happiness. By knowing how much better off the world at large would be from your positive contribution to it.

Bill Gates did this. Not only has he become one the wealthiest people on earth, but he has also become our greatest philanthropist. Ever. Millions of people have benefited from his pursuit of his dream. Would this have happened if he'd settled for the "lucky to have a job" myth? Of course not.

Just imagine. Creating a life where the sun wakes you up, not an alarm clock. Jumping out of bed, rather than crawling out of it, in joyful anticipation of each and every day. Seeing your ideas come to life, getting full credit for them, and being directly compensated from those that succeed. Watching the sun set each and every evening from the home of your dreams, satisfied in knowing you have lived that day fully, and are excited about the next.

Knowing that you aren't "lucky to have a job"—you are lucky to have a life.

Go for it. Here's to your success.

Mary Anne Hahn is a freelance writer who urges everyone to follow their dreams. To subscribe to her biweekly ezine, WriteSuccess, <mailto:writesuccess-subscribe@yahoogroups.com> .To get your FREE Marketing Plan Workbook, visit:<http://hypertracker.com/go/writesuccess/plan/>

The 10 Myths of Successful Selling

By John Mitchell

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Myth #1 You should close early and often

Myth #2 Sell features to get a higher price

Myth #3 There's no methodology to selling – it's pure art

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Myth #4 Objections are a sign of customer interest

Myth #5 Open questions are better than closed questions

Myth #6 You can't teach a person to sell

Myth #7 You have to understand the difference between wants and needs

Myth #8 Great products sell themselves

Myth #9 Making a benefit statement is the best way to open a sales call

Myth #10 All customers make up their minds in the first 4 minutes

Want to know more? Read the full Myths each month at our website www.inclusic.com – just go to articles & news!

John Mitchell is President and CEO of Inclusic, a company providing sales and marketing outsourcing in the UK and USA. He was a top performer in IBM sales for 5 consecutive years; Chief Marketing Officer of a Fortune 500 company; and CEO of a NASDAQ listed consulting company. John has written for the London Economist and has been guest lecturer at NYU, London Business School and Swiss Banking School.



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