

Turbo Leadership Systems™

The **TURBO** **Charger**

Phone: (503) 625-1867 • Fax: (503) 625-2699 • email: admin@turbols.com

Issue 378



To our clients and friends

May 1, 2012

The Hero's Journey



Larry W. Dennis, Sr.
President,
Turbo Leadership
Systems®

*Act brave ~
the feeling
will follow*

The entrepreneurial journey parallels in some important ways the mythological hero's journey. The hero's journey is about traveling an unknown path, leaving behind the perceived security of their country, courageously facing the reality of uncertainty. The "illusion of security" is the force that keeps us from taking the first step.

"Our doubts are traitors, and make us lose the good we oft might win by fearing to attempt." - William Shakespeare

The fearful are looking for certainty. They are looking for something that really doesn't exist in this world. Wall Street analysts try to predict the profitability of public companies. They follow a handful of companies their whole career. They analyze and analyze, and many times they still don't get it right.

Action = Competence = Confidence

Think about the link between competence and confidence. If I asked you what you were most competent at, your answer would revolve around the things you have done frequently enough to develop skill and proficiency.

So because you're competent in that area, you are confident. So competence and skill leads to confidence. Now let's take this a step further. Based on what we just said, what leads to confidence is action – doing things – experimentation, trial and error. The idea that studying more, learning more, gaining more knowledge will create more confidence is as silly as it gets.

This doesn't mean that there's not a need for knowledge. A basic level of knowledge is essential and knowing more can sometimes be very helpful. What it does mean is that knowledge in and of itself is not enough. Knowledge combined with action – judging results, discerning, determining what went right and what went wrong, then doing it again or adjusting is what leads to excellence and confidence.

A lack of confidence in yourself, your abilities and your potential is a big obstacle. It's the underlying cause of inaction, procrastination, indeci-

sion, second guessing, doubt and fear.

Courage is the Willingness to Act, even when afraid

Feel the Fear . . . Do It Anyway by Susan Jeffers talks about the only way to overcome fear is actually stepping into it. Courage is what leads to confidence. Doing something you're afraid to do whether you do it well or not will ultimately lead to confidence. *"Do the thing you fear most and the death of fear is certain."* - Mark Twain

Courage is not the absence of fear. Courage is acting in the face of fear. If you're afraid of something but are courageous, you take action anyway. Taking action without some element of fear isn't being courageous. When you're courageous, you act in spite of fear. When you act, you develop competence and skill, and you habitualize the practice that leads to greater success.

This year adapt W. Clement Stone's "Do it now! Do it now! Do it now!" mantra and you will make 2012 a breakthrough year for yourself.




Introducing Turbo's Newest Management Team Workshop

The Power of Purpose

A strong purpose ensures your organization of peak performance. There's nothing more powerful than purpose. Purpose goes beyond mission, vision and values; purpose answers the why behind the what.

http://www.turbols.com/workshops_presentations.html

Get Involved!

-  Become a fan on Facebook
-  Connect with me on LinkedIn
-  Tweet with Larry on Twitter

Please forward this to friends, co-workers, customers or relatives who you feel might enjoy it.

To unsubscribe, please e-mail us at admin@turbols.com