

***“The skill to do comes from the doing.” (Cicero)***

***“...and failing to do will allow those skills to atrophy.” (Schroeder)***

- **Daily Disciplines Done Daily Build Character**
  - Growth precedes success: *To have the next breakthrough success, one must change for the better*
  - I am either going forward or going backward in these areas:
    - Spiritual
    - Physical
    - Mental
    - Emotional
  - Do a quick self-appraisal of your own disciplines, and do an inventory: compare where you are today, honestly, candidly, with where you were ninety days ago
    - *Is your participation stronger...or is it weaker?*
    - *Don't allow the magnitude of your success to confuse the need to participate in Daily Disciplines*
    - *When we do that which we set out to do, when we set goals, it is esteeming*
    - *That which can be measured can be improved; not that it will be improved, but it can be*
    - *If you are going forward, fantastic; if you are going backward, be very careful*
- **The Hill...The Rock and Seasons**
  - In any field of endeavor, we find ourselves standing at the bottom of a steep **hill**
    - It is steep because we want to accomplish something substantial
    - In any endeavor, we have revenue producing activities
  - Every time we engage in a revenue producing activities, we move the **rock** a little bit further up the hill
    - What if you had a steep hill and a big rock, and you got the rock half way up the hill, and then came this **seasonal** break, and you completely ignored the rock?
      - You must do something to keep yourself in the game to hold the rock in place
      - “The skill to do comes from the doing.”
        - If we allow those skills to atrophy, we can anticipate the rock rolling back down to the bottom of the hill
        - We want the skill to stay sharp so that we can accomplish more in the coming season
      - Even in these seasons, when it would seem perfectly logical to take time off, don't take the time *completely* off
  - Your own individual hill will not be the same grade as someone else's
    - The hill is truly a personal growth hill
    - What is difficult? *Becoming*
    - Once we learn, grow, develop, and become, engaging in these required behaviors becomes a relatively simple thing

- Recognize that your rock is not going to stay stationary until such time as you arrive at the first plateau
  - The first plateau is when we have people in or organization who are accomplishing *their* goals
  - Now, they will stay engaged as a result of their positive outcome
- **The Value of a Day**
  - “Like the sands through the hourglass, so are the days of our lives.”
  - Every one of these days are times when we can accomplish something significant...we can become *more*
  - We can confront ourselves and say
    - *Why do I continue to behave in ways that disappoint me and others?*
    - *What can I do to change?*
    - *In this 24 hour period:*
      - *I’m going to be less selfish and more selfless*
      - *I’m going to seek someone else out who needs help, and offer that help*
      - *I’m going to work hard at developing a new skill*
      - *I’m going to be a better son/daughter*
      - *I’m going to be more attentive to my children*
      - *I’m going to be a better friend*
  - The value of *every day* is extraordinary, and we never know when those breakthrough moments are going to be presented to us
    - *Recognize the value of every single day:*
      - *Today might just be that breakthrough day*
      - *Today might be that day that I meet the person who helps me make a significant change in my life*

***Whether or not you believe it, I believe deeply and completely, from the center of my being, that you can have it all!***

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