



The Don Hutson Report

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Have You Harnessed Your Discipline Yet?

Prominent members of Academia have suggested that human beings function on only 16-18 per cent of their brain power! If that is even close to correct, it would be worthwhile for us to consider what some of the reasons might be.

I once heard a productivity expert say that most people *today* are happy to experience a lifestyle that is 25% better than the one they experienced as kids living with their parents! If that is true, there are a lot of people *now* who have significant performance reserves! The opportunities under free market capitalism are staggering compared to what they were when we were kids. So, what slows us down? Perhaps it is that when we reach a modest comfort zone, we let off the gas and feel satisfied.

That is the reason it is so important for us to set goals, establish visions, and discipline ourselves to achieve all that is there for us! Henry David Thoreau defined motivation as *The pull of anticipation and the push of discipline*. A superb definition indeed! Let's anticipate what we *can* make happen and discipline ourselves to *do* it!

I have heard people talk about the pain of discipline (to work hard today to accomplish something) vs. the pain of regret (the sadness we feel when we know we should have done more). Why do we procrastinate in doing things we know we could do successfully, but just don't do them? A boss I had years ago said we must "build in a HAVE TO", or we might just

take the easy way out. The big question is “What are you going to require of you? Do you have a ‘HAVE TO’ that is a great source of inspiration?”

Here are some examples of where you may want to be sure your discipline has kicked in:

1. Spend less than you make;
2. Subscribe to the principle: *delayed gratification*;
3. Use cash envelopes to save for things you want rather than go into debt for them now;
4. If in sales, *just make one more call* each day, and you’ll be rich some day;
5. When you get a great idea, write it down, act on it in a timely manner and you will be among the high achievers; (Many people have good ideas whizzing by their head all the time, but they rarely capture and act on them!)
6. Get up early and plan your day and you’ll have a better day! It works that way on weeks, months and years as well!
7. In goal-setting, remember that when you write them down you triple your commitment and probability of achievement; assign a time frame to them and you will quintuple commitment and results!
8. Pay yourself first. You deserve it!
9. Live on 80% or less of what you make. The advice of giving 10% to your maker and putting 10% in a savings device is still a good rule for most.
10. If you are further along in life and already have “the runway made”, as we say in aviation, your need to exercise discipline may be even greater in order to demonstrate that you are going to be an excellent steward of the gifts you have received.
11. Forget the things you have given away, and give thanks for the things you have received.

12. Do it now! Whatever it is, you will feel much better about knocking it out sooner rather than later.

Hopefully these ideas will trigger additional thoughts about how you can add to your quality of life by exercising discipline *today* to make your *tomorrows* more joyful. Have the discipline to be a Champion!

Cavett Robert, founder of our National Speakers Association, used to say that character is the willingness to carry out a worthwhile resolution long after the mood in which you made it has left you.

You may want to forward this issue of the Don Hutson Report to your kids and grandkids.

I certainly wish someone had told me these things when I was younger.

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