



The Don Hutson Report

© 2020 Don Hutson

Global Expert on Sales & Negotiations

Volume 2020, No. 9

May 5, 2020

A time to stay positive!

(For the coming issues of The Don Hutson Report, be sure to check out our special offers at the end of the newsletter. Most are complimentary.)

The average American today has some reasons to whine and complain. Our lives have been disrupted in a major way. But we still have MORE reasons to be thankful! We represent 5% of the world's population, live on only 6% of the earth's surface, and own more worldly goods than those in any other country! We have more opportunity than anyone else on earth, so why can't we be thankful for our unlimited chance to excel and love living in America?

It is time to re-frame our attitude and create an optimistic demeanor displaying our determination to excel. Focus on opportunities rather than obstacles. Kick your personal discipline up to a new level to achieve more than ever.

Quit worrying about everything. I love the definition I saw that worry is nothing more than negative goal-setting! I'm convinced that 95% of the things we worry about never happen, so the majority of our worrying is a total waste of time and energy - *energy we could be using to accomplish more.*

Keep in mind the Zig Ziglar quote: "We can have everything we want in life if we just help enough other people get what *they* want!" Let's concentrate our focus on solving more customers' problems than ever. The more helpful we are the more money the Law of Compensation will send our way. If you want to make headway in your marketplace,

become known for the problems you solve. Your reputation will spread like a prairie fire on a windy day, in a very positive way. And, you are on the fast track to becoming a “trusted advisor” to those who learn they can depend on your advice and guidance.

Multi-millionaire, Dexter Yager, has an effective grand plan for success: “Develop your vision, define your dreams and set your goals; work out your action plan, develop the right habits then just do it!” That is a simple yet profound formula for proactivity and the amassing of great wealth.

To give yourself more clarified direction, I recommend that you write out a “Personal Mission Statement”; then write a fresh “Affirmation Statement” each year in the present tense. Review these statements every day and stay in tune with them. Each of these essential documents could be under one hundred words – vow to get them done this week. You will develop better habits, take more fruitful actions, and raise your sights higher for measurably better performance!

What are you truly passionate about? That is another element that must be clearly incorporated into your written statements – and into your action plan. Your passion will be your source of energy for improved performance, so get focused and have an *on-purpose* way of living your life! When passion is felt, perseverance is in play, and determination will take you to closure.

Your attitude of the past has helped bring you to where you are now. Your enhanced attitude going forward will take you to new, higher degrees of achievement. Time to ramp it up!

High performers in all walks of life are forward-looking and results-focused. Break away from old habits that have held you back and forge new ones that take you toward your goals and dreams. You are limited only by your imagination. What would you try if you knew you could not fail? You don’t know what your limits are, so assume you don’t have any, and push through to new frontiers and performance levels!

As I stated at the beginning of this Don Hutson Report, some Americans feel they have reasons to whine and complain. This is one of my favorite quotes, “Whiners never win, and winners never whine.” So, determine that you are going to always stay positive. Always!

My Gift to you!... The first 75 of you who email me will have the opportunity to attend my virtual interview of the legendary sales motivator, Brian Tracy. I hope to hear from you! The interview will be this Wednesday afternoon at the updated time of 4:00 PM Central. I will send the Zoom invitation to you upon receipt of your email while seats last! My email address is: Don@donhutson.com.

Question... Is there a book in you? Email me at Don@DonHutson.com and I'll send you information on our Writer Coaching Program. There's no obligation and your “Orientation Call” is FREE.

**The Don Hutson
QuikLook Media Kit**

is our latest approach to Sales Promotion. If you are a Corporate or Association Meeting Planner, you will want to review this Media Kit and consider Don for your upcoming events.

Just click on the image below.



**The U.S. Learning
Online Learning QuikLook**

enables you to review our four top-level programs on Sales, Negotiations, Sales Management and Leadership with sub-topics and video excerpts for educating you to be your best!

Just click on the image below.





Don Hutson is a #1 NY Times and Wall Street Journal
International Best-selling author, a Hall of Fame speaker,
and CEO of U.S. Learning based in Memphis, TN

www.DonHutson.com

901-767-5700