

WISDOM SESSION

Fleas

“Don’t spend most of your time on the voices that don’t count. Tune out the shallow voices so that you will have more time to tune in the valuable ones.” - Jim Rohn

Do you know the story of the trained fleas? I’m serious. It’s critically important that you know the story, because until you do, you will never make it big. I’ll emphasize that statement. You are not going to make it big, success-wise or happiness-wise, until and unless you know about the trained fleas.

The flea trainer trains fleas by putting them in a jar with a top on it. Fleas jump, so they will jump up and hit the top over and over and over again. As you watch them jump and hit the top, you’ll notice something interesting. The fleas continue to jump, but they are no longer jumping high enough to hit the top.

Then, and it’s a matter of record, you can take the top off and though the fleas continue to jump, they won’t jump out of the jar. I repeat... they won’t jump out because they can’t. The reason is simple. They have conditioned themselves to jump just so high. Once they have conditioned themselves to jump just so high, that’s all they can do.

Enterprise is always better than ease. Every time we choose to do less than we could, this error in judgment has an effect on our self-confidence. Repeated every day, we soon find ourselves not only doing less than we should, but also being less than we could. The accumulative effect of this error in judgment can be devastating.

- *See You at the Top* - Zig Ziglar

“Therefore, as we have opportunity, let us do good.” – Galatians 6:10

OOTO - Obstacles are simply Opportunities to Test Ourselves

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David Trent, founder of Trent Capital Management (www.trentcap.com), believes that wisdom comes from continually seeking to learn and grow through relationships and reading, which leads to personal development. In an effort to inspire learning in others, David Trent sends out weekly Wisdom Sessions. He recommends purchasing and reading any book source used in these Wisdom Sessions.