

WISDOM SESSION

The Importance of Clarity

“You can set goals and be really clear about them, and you can focus on them all the time, but if you don’t have the hard work, nothing at all will happen. Period.”

In his books and presentations, Brian Tracey often emphasizes that clarity is vital to success. You must be crystal-clear about your goals in order to move towards them. But you also must cultivate clear self-perception and level-headedness so your emotions don’t cloud your judgment. “Problems come from brash or bad thinking,” Brian Tracey says. “Negative emotions cause your brain to shut down and you make bad decisions. But if you can think clearly and act well, you can be effective in sales or anything else.”

How you respond to negativity of any type, whether it’s doubt, disappointment, frustration, or anger is so important. “When you get upset, that’s when you must accept responsibility. The starting point for controlling your life is controlling your emotions. It’s so important to deliberately decide to interpret things to yourself in a positive way. A good example of this strategy: “Think about being stuck in traffic. One person becomes upset and agitated, while another person who’s totally calm is inclined to use the extra time to relax or listen to something educational. It’s the exact same situation. But it’s the way you think about being stuck in traffic that determines your experience,” says Tracey.

-Excerpt from Brian Tracey

“Finally, brothers, whatever is true, whatever is honorable, whatever is just, whatever is pure, whatever is lovely, whatever is commendable, if there is any excellence, if there is anything worthy of praise, think about these things.”

-Philippians 4:8

CYTCYR - Change Your Thoughts to Change Your Results

October 19, 2020



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.