

## THE GOLDEN KEY: PERSONAL & PROFESSIONAL DEVELOPMENT.

*"..where are you on the road to increasing your knowledge."*

By **Bonnie Ross**

522 words | 3 pages

---



More than 2 decades ago I had the never to forget the experience of hearing Les Brown live. I was one of the thousands in an auditorium and honestly thought he was speaking directly to me! It was the first time I had attended that kind of venue, as most of my arena experiences were sports or concert related.

I came home late that afternoon and made a commitment that I would engage in learning. My college degree(s) and franchise training didn't nearly prepare me for the kind of 'life-changing' activities that had the potential to increase my confidence and competence. I was hooked. Since that time, I've never looked back except with total gratitude that Les had the influence he did to make me a better, more well-rounded and successful person – both personally and professionally.

In 'those days' (don't you love it when our elders refer to 'back in the days'), one primarily learned from books and seminars. Online classes, videos, blogging, websites, virtual experiences, social media interaction, etc. simply didn't exist. Today, it's both empowering & overwhelming the resources that are available off and online. We can engage in so many ways, as often as one chooses, efficiently and affordable.

# That being said, the question becomes, where are you on the road to increasing your knowledge, value and contribution(s) to individuals and in the marketplace?

Are you increasing your understanding, expanding your skills and making a more significant impact by applying new insights and information? Teachers and trainers exist because they have a strong desire to teach, to lead and to help others improve their quality of life.

For any intention, including learning new skills, to become a reality, it has to be launched into orbit. To get ahead you have to get started by applying knowledge. While the majority of people have ideas; only a minority does something about them. Thinking about what you want to do or hoping something will happen, gets you nowhere.

## If you don't make things happen, things will happen to you anyway-without your consent.

What have you intended to follow through on? What have you told yourself you were going to do but neglected to implement? What keeps you from moving forward? Every action is a step that will increase your strength, your skill, and your confidence.

Getting started has its own reward; **action energizes**. It strengthens one's resolve to do more. Putting your thoughts into action requires focus and determination. Begin where you are and go where you want to be. Implement a plan and get started. Tomorrow is not guaranteed. Do what you'd rather not do to prepare for what you want. Choose performance over promise; choose action over intention. Always be willing to teach what you've learned and to learn from the experiences of others!



*Robert Butwin~  
Another Great contributing author and leader for the  
TheNetworkMarketingMagazine.com*