



MONDAY MOTIVATOR

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DETERMINATION

In this edition of The Monday Motivator we're going to examine the topic of DETERMINATION. Here is our first story that may surprise you:

His career started out poorly. He went to law school in upstate New York at a school very few had heard of. He then worked for a few years at a small law firm in Albany, New York, and when that did not go particularly well, he moved to a small town in Wisconsin to practice. He practiced there for two years when his office building, containing his entire practice, files, records and everything else in his professional life, burned down.

He then moved to California to work in a retail store with some of his brothers, but returned to Albany when that did not work out. Having additional trouble in Albany for the next two years, he returned to California. It was there that he and his brothers finally got into a business that



worked ... after four failures. But even with his business success, his life continued to be challenged, and this time by a personal tragedy. His only child died from typhoid fever as a young teenager. The name of this life-buffed lawyer, whose career knew nothing but disappointment for many years, Leland Stanford, co-founder (with his wife) of Stanford University.

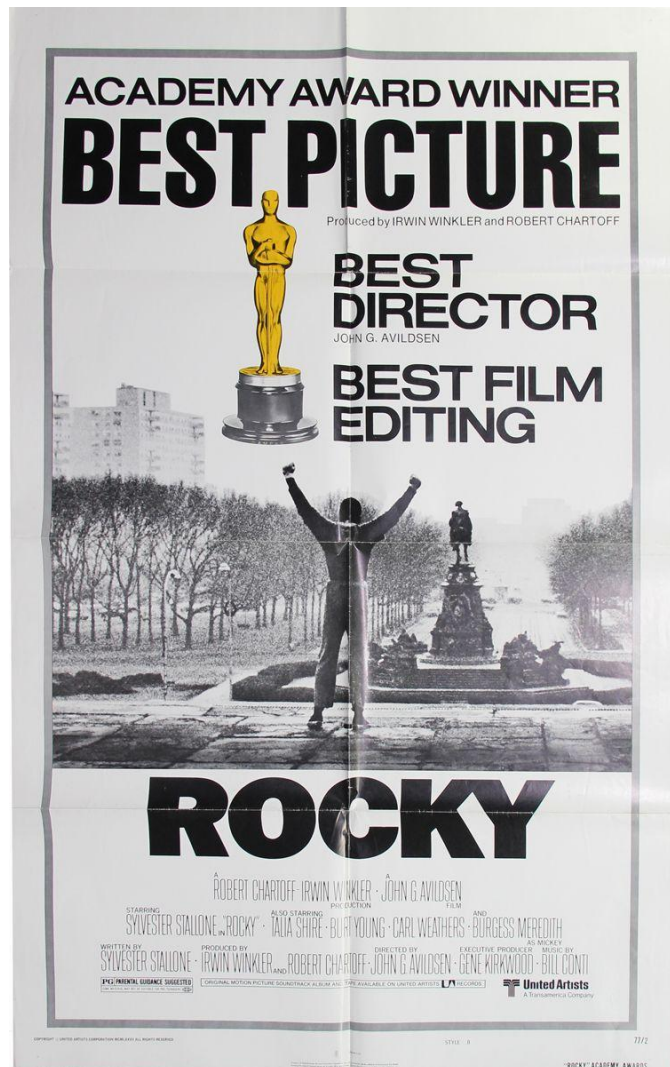
In our next story about determination we start out with a man doing construction work in New York. He got laid off. He could not find another job and eventually had no money at all.

At one point, he was so broke that he stole his wife's jewelry and sold it. That did not go well and thus things got so bad that he even ended up homeless. He slept at the New York bus station for 3 days, unable to pay rent or afford food. His lowest point came when he tried to sell his dog at the liquor store to any stranger. He didn't have money to feed the dog anymore so he sold his beloved dog for \$25. He later said he walked away crying.

Two weeks later, he happened to see a boxing match between Mohammed Ali and Chuck Wepner and that match gave him the inspiration to write a script for a movie. He worked on the script for many days. He tried to sell it and got an offer for \$125,000 for the script. It was a fortune for a near homeless man with only a few dollars to his name. But he had a request that went along with the sale of the script. He wanted to star in the movie. He wanted to be the main actor. The studio said NO. They wanted to cast a real talent with training and years of experience on the set and in front of cameras. They added injury to insult when they said he "looked strange and talked in a thick accent." He left the studio with his script and his self-image battered.

A few weeks later, the studio called him up and offered him \$250,000 for the script. He refused. They then offered \$350,000, a fortune for any script at the time. He still refused. They wanted his script and wanted to produce the movie, but not with him playing the lead role. Once again the writer turned them down. He had to play the lead role and that's all there was to it. Eventually the studio agreed to a much smaller deal. They offered him \$35,000 for the script and agreed to let him star in it! Their thinking was if the writer was so bad as an actor that the project had to be shut down, they still owned the story and could re-cast the lead role and start over.

The rest is history! The movie went on to win the academy award for Best Picture, Best Directing and Best Film Editing at the prestigious Oscar Awards. The man who wrote the script and played the lead role was even nominated for BEST ACTOR! The Movie ROCKY was inducted into the American National Film Registry as one of the greatest movies ever! The writer and star was and is Sylvester Stallone.



There is a back story to what was the launch of a new career for Mr. Stallone. The first thing he bought with his \$35,000 was the dog he had sold. He hung out near the liquor store for 3 days hoping to spot the man to whom he had sold his dog. On the 3rd day, he finally saw the man walking the dog. Stallone explained why he had sold the dog in the first place and asked to buy the dog back. The man refused. Stallone offered him \$100. The man still refused. The offer was increased to \$500 and the man still refused. He even refused \$1000. Stallone had to pay \$15,000 for the same dog he had sold for \$25! Today, the same Stallone who slept in the streets and sold his dog because he couldn't feed it is one of the top movie stars in Hollywood.



What IS determination to you? Is it reaching your goals no matter what lies in your path? Is it losing weight to ward off the medical complications that come from ignoring it? Is determination getting out of debt and having more money in the bank than you need for the next 2 or 3 years? Is it living without credit cards? Is it buying a home? Is it creating and building a retirement plan with a focus on leaving the money alone, knowing it belongs to an old person in your future? Could your determination be more time with your family, or time supporting your community? Let's look at the Webster Dictionary for the full definition of the word "determination."

FULL DEFINITION OF DETERMINATION

1. **1A:** a judicial decision settling and ending a controversy **B:** the resolving of a question by argument or reasoning
2. **2 ARCHAIC:** termination
3. **3A:** the act of deciding definitely and firmly; **ALSO:** the result of such an act of decision **B:** firm or fixed intention to achieve a desired end <A WOMAN OF GREAT COURAGE AND DETERMINATION>
4. **4:** a fixing or finding of the position, magnitude, value, or character of something: as **A:** the act, process, or result of an accurate measurement **B:** an identification of the taxonomic position of a plant or animal
5. **5A:** the definition of a concept in logic by its essential constituents **B:** the addition of a differentia to a concept to limit its denotation
6. **6:** direction or tendency to a certain end: impulsion

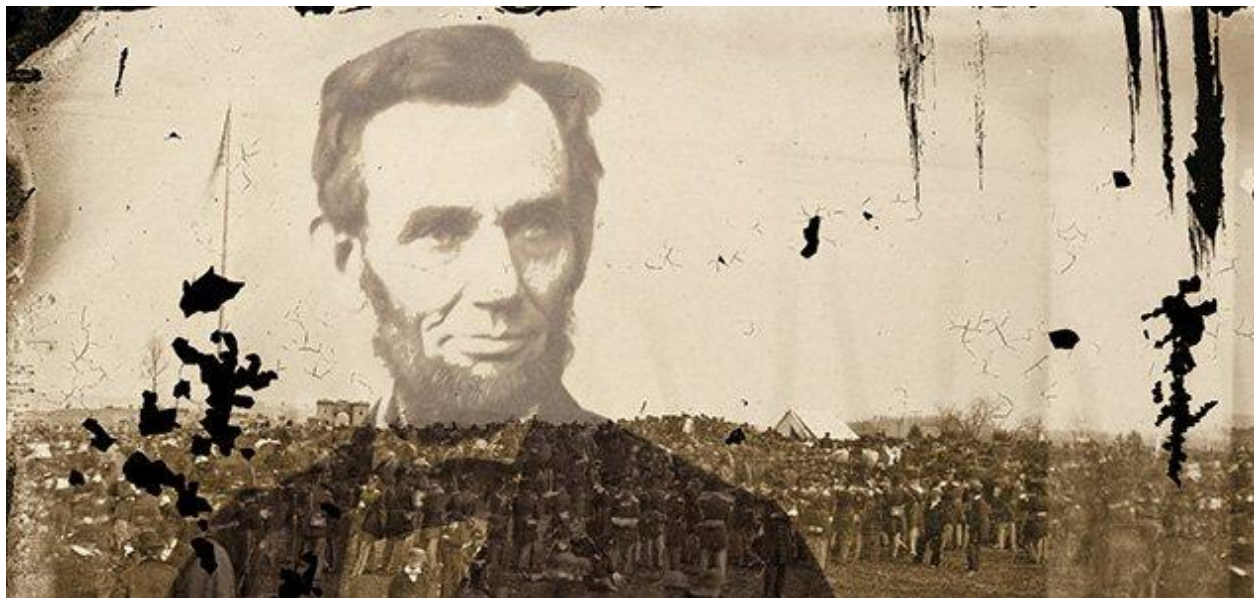
Many people say they are determined to accomplish something but in their heart they don't really mean it. They lack the courage, the drive, the ambition or perhaps the sheer willingness to overcome any obstacle to reach their goal. Even if they have all this there is still the need for a support system. Rarely can one person accomplish lofty goals alone. As an example, climbing a mountain requires helpers. Here is one story to help illustrate this fact:



https://en.wikipedia.org/wiki/Edmund_Hillary

Mt. Everest is 29,029 feet above sea level

There are many stories about people with determination. Here is a link to one man who is known to all of us: <http://www.ducksters.com/biography/uspresidents/abrahamlincoln.php>



In summary, determination is the sum of your focus, ambition, drive, efforts and willingness to overcome all obstacles to achieve your goals. We can all accomplish just about anything we set our hearts and minds to. Yes, we may need help along the way but it can be done.

Until next time I'm Will Robertson sending you good wishes from all of us here at Performance Strategies, Inc. / Corporate Training Consulting Group.

For booking Mr. Robertson as a speaker or trainer for a local, regional or national event, call 1-800-242-1900 or E Mail prospeaker@cox.net .

