



Are We Still Continuing to Learn?

You know, I find it amazing to reflect back over the last number of years and see all that has changed around us. The advent of computer technology, business management programs, continued development training programs, and systems to assist us in running our business more efficiently, and of course, automotive technology

We often hear people say, and I quote, "I just can't keep up with all the changes going on around me"; we also hear comments like "I'm too old to change" or "I really don't need to learn that - I get by just fine", or "I would like to continue my education, but I just don't have the time", and finally, "I would like to learn more about (*insert subject here*), but it's way over my head."

Let us explore the reasons why we create these excuses in our mind and do not make the time to follow through and register for that computer course, that new technical training program, or that new sales or customer service training; maybe it's deciding to start on a nutrition or exercise program. The present is NOW; we need to get started TODAY. I guarantee you that if you don't start today; you will find that nothing has changed in twelve months, except that you are one year older! Is that where you want to be in a year's time?

Some of the common barriers and resistance to training and education

- **"I don't have the time"** - we ultimately do have control over our schedules. Make the time!
- **Fear of failure** - "I would like to learn more about (*insert subject here*), but I really don't think I will be able to grasp such complicated material."- if you have real conviction about something

that you want, it is proven that you will find a way to attain it. With that conviction, you will not fail!

- **"I don't have the confidence."** - Once you set a plan to achieve a desired goal you will achieve it; your confidence will set in, true learning of new things can be fun; however, the process is not necessarily easy. We commonly find that there can be discomfort in the initial stages of learning something new.
- **"I can't afford it."** - There are many resources, which are not terribly expensive when we weigh the positive outcome over the long-term. The reward is decidedly worth the investment. Whatever your interest, you can take a trip to the library for some research. Take advantage of training programs offered by your distributors and manufacturers. We really cannot afford not to attend these valuable training events.
- Additional resources can be found in audio tapes, which are excellent to take while travelling, in book stores, online sites, and finally, in classroom training programs.

Find it interesting to note that all the above statements of resistance start with the word I? These barriers are merely internal barriers - of which we have control.

In order to overcome this resistance, let us acknowledge it, plough through it, and proceed regardless toward our desired goal. Ultimately, if we want to achieve that desired success, we must begin by opening up our mind to further education and training.

Setting Goals for Our Path to Learning

Five Steps to Goal Setting:

1. Prioritize and set very specific realistic goals
2. Develop an action plan in writing
3. Implement the plan within a specific target, and start & finish time
4. Do follow-up; Don't Give Up
5. (Achievement) Reward yourself

It is interesting to think of the successful people we know - regardless of their age - they all seem to have one common trait - their desire for continued growth through learning. Strive to make learning a lifelong passion, quenching your thirst for it! ■

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