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SMALL BUSINESS RESOURCES

## Taking Responsibility

We live in a world of abundance – a world that was created for us and filled with a wealth of resources that we may use to fulfill our needs and satisfy our desires. The abundance in the physical world is mirrored in the abundance of human potential within each individual. Much attention is given to the tragedy of wasted natural resources, and rightfully so. Even more tragic, however, is the waste that occurs when people fail to use their full potential. Recognize the wealth of untapped potential that lies within you and you will begin to marvel at its abundance.

The new-found confidence that is yours from the exercise of personal leadership attracts other people. Understanding and empathy are tools that enable you to motivate others to search for their own potential and to achieve success for themselves. Just as you have learned, those whose lives you touch will also learn that the only genuine understanding is self-understanding; the only true peace is internal peace; the only meaningful motivation is self-motivation based on an attitude of positive expectancy and the conviction that we all possess limitless potential.

When you are successful, you draw vitality and strength from the abundance of opportunity that surrounds you. By setting progressively higher goals, you maintain the necessary momentum to keep yourself on a constant course of personal leadership. The practice of goal setting is intended to be a lifelong pattern. The goal setter, like all winners, is marked by the determination. A winner never quits.

### Taking Responsibility for Improvement

Studies show that the majority of people feel that they are taking the proper steps to communicate effectively. The problem, some individuals maintain, is with "those other people." If blame is always shifted to others, no improvement in communication can be made. If communication is ineffective, both sides have failed and must take responsibility for improvement.

When people are able to communicate with each other effectively, productivity is enhanced and everyone involved feels happy, satisfied, and mutually rewarded. Orders are filled correctly, and on time. Workers have a clear mental picture of the contribution they make to the "big picture." Leaders get good information from their support team. Feelings, instructions, desires, and requirements are all communicated effectively.

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