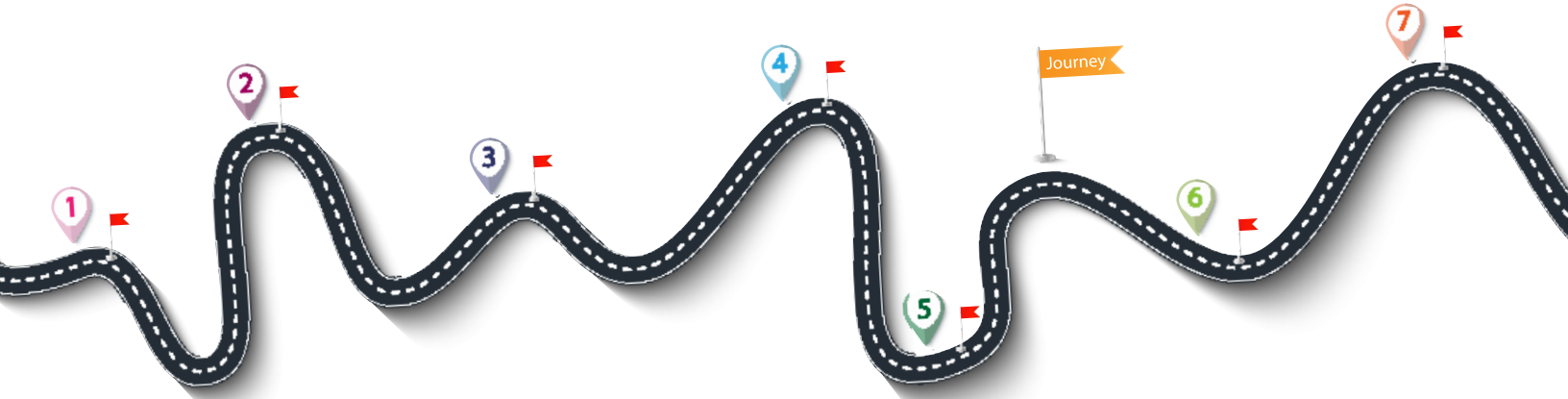


FOCUS ON INCHES AND YOU'LL WIN BY A MILE

Measuring progress is often like watching grass grow. While it's difficult to detect movement on a daily basis, it's simple to see growth over time.



Here are 7 guideposts to keep the grass green on your side of the fence:

MAKE THE LONG-TERM INVESTMENT.

Every major undertaking requires desire, sacrifice, patience, and determination. Remember, it takes many years to become an overnight success.

WIN IN THE SHORT AND LONG TERM.

It's important to set ambitious, yet realistic, short-term goals as you pursue your long-term interests. Remember, small wins provide momentum while long-term goals enable you to win big.

ESTABLISH A CLEAR GOAL.

Before beginning any task, ask yourself, "Is this activity instrumental to achieving my goal?" That's because random activities can be wasteful or even work at cross-purposes with each other. Remember, when tasks work in concert, progress is compounded.

WALK BEFORE YOU RUN.

Success is a game of inches. When you do something well day in and day out, the cumulative impact is huge. As Robert Louis Stevenson said, "Don't judge each day by the harvest you reap, but by the seeds that you plant."

JUST SAY "NO."

The goal shouldn't always be adding to, but should sometimes also be subtracting from, daily tasks. While any single request may seem reasonable, added together unnecessary requests will divert your attention from your priorities.

MEASURE ACTIVITY RATHER THAN PROGRESS.

Sometimes it's difficult, if not impossible, to detect progress. Have faith that positive activity leads to positive results.

THINK SMALL.

Sometimes the hardest thing to do is to get started. Fight the urge to overthink everything. Jump right in without delay.



About Frank Sonnenberg

Frank is an award-winning author. He has written six books and over 300 articles. Frank was recently named one of “America's Top 100 Thought Leaders” and one of America’s Most Influential Small Business Experts. Frank has served on several boards and has consulted to some of the largest and most respected companies in the world. Additionally, *FrankSonnenbergOnline* was named among the “Best 21st Century Leadership Blogs,” among the “Top 100 Socially-Shared Leadership Blogs,” and one of the “Best Inspirational Blogs On the Planet.” Frank’s new book, *BookSmart: Hundreds of real-world lessons for success and happiness* was released November 2016. © 2017 Frank Sonnenberg. All rights reserved.

To learn more, visit Frank's website: www.FrankSonnenbergOnline.com

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