

Stay The Course

Stay the course. Steady as she goes.

Success in life is attained by staying the course. In life, we are always off course and should be always adjusting to course. The key is to stay the course.

Set a course to your goal, to your objective, to your ideal vision. Live to the vision, staying the course. You will be knocked off course. You will be challenged. You will question the value of the course itself. Yet, staying the course leads to success, to the manifestation of your vision.

Our lives are like boats on a course between two ports of call. The boat sets a course and always adjusts to the course. There are a number of challenges during the boat's journey. Tides, storms, obstructions, other boats, equipment breakdowns, and people issues all create distractions which pull the boat off course. Yet, with a well defined course, a goal, the captain always adjusts to course, staying the course to reach the desired destination.

To stay the course, we need a worthy destination. We need a strong WHY: why this destination, a destination that has enough value that we stay the course in spite of all the issues that take us off course. A why with such determination that we always adjust back to course.

I decided to sell my business. It took three years. I had to chart the course, the things I had to do, the team I needed, the tools, and the steps needed to reach the desired conclusion.

Three years is a long time. At the same time, it was the time needed to get prepared, to have the team in place and then to quietly and professionally market the business. Then, when the

buyer arrived we could not be too anxious and we had to negotiate.

The end went quickly. The papers were signed, and the checked cashed. At that point it felt as if it had happened fast. We had reached the destination, the goal was ours.

Victory was based on staying the course. We prepared and then we followed the course. Yes, there were obstructions, detours, and delays. As in most journeys, at one point, I wondered if it would happen. For almost six months there was no action. Then, out of the blue, the phone call from a business associate from my past. Deal done.

If I had not stayed the course, if I had given up, it would not have happened. It's that simple.

In life we obtain what we go after, if we focus on it, plan it, and stay the course.

Think of your victories. Were they not all because you planned, you focused, and you stayed the course? Yes, of course.

To succeed, you must plan the course, follow the steps, and always adjust to course, staying on the course.

The end, the successful conclusion, is also the beginning. The beginning of the new. The next journey, the next port of call, the next adventure. As T. S. Eliot said in his poem The Four Quartets, ".....What we call the beginning is often the end and to make an end is to make a beginning. The end is where we start from."