

## **Who are You?**

**Who are you? Do you know? Have you asked yourself that question? Have you found the answer?**

**Actually, it's simple. You are your habits, you are what you do on a daily basis. In addition, you are the sum total of all your years on earth.**

**The reality is our habits run our lives, almost on automatic pilot. Reflect on a day and see if you can count the number of things you do automatically. Have you ever driven to school or work and not remembered driving? That's because your subconscious was in charge.**

**Now, what about your bad habits? We all have them, I know, I have them, too. Bad habits are the toughest to change. Yet, it does not have to be hard.**

**Use your bad habit as a trigger, a trigger for a new, better habit. We have to replace habits with new ones in order to eliminate the bad habits. So, when you feel the trigger for the bad habit, such as wanting a cigarette, or candy, use that urge to do something different. Rather than a cigarette, spend a few minutes thinking what you'll do with an extra**

**ten years of life, think about watching the kids, and grandkids grow up. Instead of the candy, reach for fruit.**

**Picture the person you want to be, find the role model you'd like to follow, and then act as if you are that person. Act the way the role model acts. The saying is 'fake it till you make it'.**

**You can be whoever you want to be. You can. You just have to pay the price, you have to do the work. There are no shortcuts. You need to be in character 24-7. After a while you will be that person. You will be who you want to be.**

**Who are you going to be for 2016? At different times, we are different people. It's about where we are and what the influences are around us. Yet, we need to be our best selves based on our surroundings, and the things we decide to do, the challenges we take on, and life itself. Life itself is the family, the economy, our surroundings, and the things that happen over which we have no control.**

**You can only control how you react to what happens. How will you react to the current stock market pullback? Will you be fearful, or will you embrace the changes you need to make? Will it spur you to action in your own business, or to start**

**a business? Will you pay more attention to how you are spending your money?**

**Start now, and who you are on 12-31-2016 can be much different from who you are today. Think, the better you!**