

## Belief

A belief is, to the believer, a truth as well as a fact.

Our beliefs operate as filters in our life. If it does not fit our belief, many times, we cannot see or comprehend it. Think of it as we can only see what we believe. If it does not fit our belief we are unlikely to be able to see and comprehend it.

Henry Ford said, "If you think you can do a thing or think you can't do a thing, you're right."

Your belief at the beginning of an undertaking is the biggest determining factor of your eventual success or failure in the undertaking.

If we can believe it, we can do it. It is that simple, as well as that difficult. We cannot kid ourselves. We may be able to talk a good story to others. However, deep down we know and we cannot fool ourselves. So, how do we come to believe we can do that which we desire to do?

Belief comes in believable increments. Most people cannot believe they can double their income in a year. However, a 25% increase might be believable. If it is, then believe it, focus on it, and accomplish it. The accomplishment is founded in the belief. Take steps that are believable to you.

Belief is also built and grows based on accomplishments. An athlete who believes he is good enough for the Olympics practices and practices until he succeeds. He keeps increasing his skills.

Belief has no room for excuses or reasons why something was not done or accomplished. You can almost tell if someone will succeed when they tell you what they intend to do. If they make a statement of fact looking you in the eyes without hesitation or excuses you will know they believe and will most likely succeed. Those who make a statement in a tentative manner with conditions and a questioning commitment most likely do not believe and, therefore, are far less likely to succeed. It is that simple.

Sales people reach their own level of belief. If they think they will sell enough to earn \$100,000 they will do that. If the employer has a higher goal for them it will not be accomplished unless the sales person believes it

and signs onto it. That is why goals that are assigned are far less likely to be accomplished. The sales person has to make and believe the goal for it to be accomplished.

What is your belief? What is your limiting belief? Your belief may be holding you back. Most people are better than their current belief.

Think about what you would like to accomplish but deep down do not believe you can. Now, think of what you have done and accomplished. If you have a gratitude diary review it. Taking stock of what you have accomplished will make you realize and confirm you are better than you think. So, if you have accomplished those things can you not accomplish something new? You have come this far so why not a little further? If you have come this far can you believe you can do it again and go a little further? Yes, realizing what you have already done you should know you can do more.

So, use your past accomplishments to create and confirm the belief of your ability to do more. In so doing you are already close to the fulfillment of that belief.

Know you are better than you think you are. Know if you can believe in yourself that belief is the foundation and the key ingredient to your accomplishment. Try it and you will believe.