

# PEOPLE FORM HABITS, HABITS FORM FUTURES

*“We are what we repeatedly do.”*

— Aristotle, historical philosopher

**T**he third element in the belief building process involves the hands. With the head, we see our goal; with the heart, we feel it; with the hands, we do it. Goals only become reality if they are pursued. Thinking, wishing, and wanting are important, but are not the same as pursuing. Thinking is passive, pursuit is action. Reaching out through action shortens the distance between us and our desired goal. Vince Lombardi, one of the winningest coaches in NFL history, in a famous essay, said, “winning is not a ‘some

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time' thing, it's an 'all the time' thing. You don't do things right once in a while, you do them right all the time. Winning is a habit." He wrote those words long before by Dr. Stephen Covey ever wrote his famous *The 7 Habits of Highly Effective People* book. If we were to squeeze their works into a distilled essence, it would reveal that the difference between successful and unsuccessful people has everything to do with their habits.

## ***Your Habits***

*"I will push you onward or drag you down to failure. I am completely at your command. Half the things you do, you might just as well turn over to me and I will be able to do them quickly and correctly.*

*I am easily managed — you must merely be firm with me. Show me exactly how you want something done and, after a few lessons, I will do it automatically. I am the servant of all great men; and alas, of all failures as well. Those who are great, I have made great. Those who are failures, I have made failures.*

*I am not a machine, though I work with all the precision of a machine plus the intelligence of a man. You may run me for a profit or run me for ruin — it makes no difference to me.*

*Take me, train me, be firm with me, and I will place the world at your feet. Be easy with me and I will destroy you. You know by now, my friend, that I am your habits."*

— Author unknown

Over a half century ago, Albert E. N. Gray, author of the famous essay *Common Denominator of Success*, put it all in perspective when he said, “The **secret** of every man who has ever been **successful** lies in the fact that he has formed the **habit** of doing the things that failures do not like to do.”

This is a principle that literally transcends time. You can hold this thought up to the light and you can test it until it is worn out. When the smoke clears, the fact will remain obvious that our habits are the common element of high achievement.

This is the reason why some achieve their goals while others don't. It explains why those who have all the obvious talent, ability and gifts to be high achievers quit and become disappointing failures. It also explains why those who look like losers stand up at the achievement plate and proceed to hit the ball over the

fence in spite of their sometimes obvious lack of skill and ability. High achievement depends on a belief system which involves forming the habit of doing those things we don't like to do. Before we set off to accomplish our next really big goal, let's take time to identify those things we do not like to do. Then, we can make a special effort to do those "dreaded" things first. By the way, the things that underachievers don't like to do are the very same things that high achievers don't like to do. The only difference is that the high achievers do them.

But, if high achievers do not like to do the same things that average achievers also do not like to do, then why do they do them? High achievers know that by doing the things they don't like, they will soon be able to

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do the things they want to do — when they want to do them.

High achievers know they must *proactively* form good habits. If they don't, they are destined to *unconsciously* form bad habits.

People form habits. Habits form futures. It's really just that simple.