

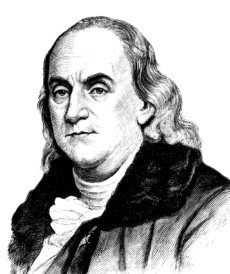
Welcome to the **Balanced Achievement Success Newsletter!** We hope the brief stories and insight put forth will help you in your success and we look forward to being a part of your future endeavors!  
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**In this Newsletter!**

[Benjamin Franklin and Success](#)  
[Balanced Achievement updates!](#)

## Benjamin Franklin & Success

With the 4th of July upon us, I thought reflection on a quote from one of our founding fathers would be appropriate. Benjamin Franklin once said, "Well done is better than well said." If we look at that a little closer, it really makes us think, doesn't it? How often have we had great *intentions* making a promise or committing to something with a business associate, a family member, or friend, only to find that our commitment *wanes* with time? Why is that, do you suppose? My thoughts are that it is as simple as each of us truly wanting to be liked and appreciated! When in another's presence we truly INTEND to act as we say, but sometimes the intention loses momentum after we reflect on the commitment, (or other commitments pile up!).



So how does this impact our personal or professional lives? For some, it's quite significant! So, if it is having a negative impact on our lives, what can we do to insure we meet our commitments, but perhaps more importantly, NOT commit to things that are not REALLY important to us as individuals?

From my viewpoint, it boils down to two things: **self confidence** and a **plan of action**. Firstly, *powerful* self confidence helps us to "Just Say No!" when appropriate. We don't easily get "guilted" into something we really have no desire or motivation to do. How this helps our relationships get stronger is that we are setting boundaries, but perhaps more importantly, we are NOT setting ourselves up for *failure* by not meeting the commitment! Secondly, a plan of action will help us to meet our commitments WHEN we make them! The next time you make a commitment to someone,



let's say we commit to our spouse, "I'll drop off the laundry on my way out this afternoon". **RIGHT THEN**, put it in your calendar or on your task list to treat it like any other commitment! (Can you imagine never using the excuses "I forgot" or "I got too busy" again?! How would that improve the relationship, personally OR professionally?!)

By doing the so, you'll quickly realize how many things you are "committing to" and how many are not REALLY important to your personal or professional success, as you'll probably be overwhelmed very quickly! It then becomes much easier to realize what our priorities are and NOT even making commitments to so many things in the first place! By then prioritizing tasks that do not have a specific time associated with them, we then can ensure we meet our obligations more effectively.

So, how do you think this would impact your life with your friends, family or professional relationships? While ensuring we respect them AND OURSELVES by either committing to a task or time, or NOT committing in the first place, we strengthen those relationships by showing we are of high integrity. In our professional life, we show our clients or associates that we take them seriously, are committed to helping them, and then they will usually reciprocate by supporting us further. IF they don't, then perhaps we need to re-evaluate that relationship!



So, to reflect on Benjamin Franklin's statement, "Well done is better than well said.", won't our individual lives be better by DOING what we SAY we'll do, and NOT SAYING what we have no intention of actually DOING? I sure think so!

I hope this insight has proven valuable in helping to make the RIGHT commitments, realizing that doing so in the first place requires stronger self confidence and a plan of action! If you'd like to discuss this further, feel free to contact Bob to arrange a free initial meeting via phone or in-person in the Austin area!

**Have a GREAT day!**

*Please share this newsletter with your family, friends, co-workers or management at your company to help more people achieve balance!*

**Balanced Achievement updates!**

**Mark your calendar!**



- Bob will be presenting a short interactive sales workshop entitled "Let's Go Swimming in the Suspect Pool!" July 7th at the Northwest Austin Business Connection luncheon. [Click here for time and place!](#)
- We are looking for facilities in Westlake and Round Rock to hold upcoming "Success in Sales" and "Excellence in Leadership" development courses. If you know of one, please let us know! If we use the facility, that earns the first person to make the facility referral \$200 off tuition for either course!
- Follow Bob Kenworthy and Balanced Achievement on Twitter, Facebook or LinkedIn!



To schedule a **FREE, confidential** initial meeting, in person, or via phone, call **Bob Kenworthy** at (512) 961-8314 or e-mail [inquiries@BalancedAchievement.com](mailto:inquiries@BalancedAchievement.com)

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