

When Do We Do It?

When would *now* be a good time?

Some will argue that it is important to wait for the perfect time. The rationalizations are many: we have to wait until after inventory, the economy just isn't right, we are waiting for our new manager to start, we'll fix this after the summer is over.

Waiting for the perfect time or the perfect opportunity is an excuse. While you were waiting for the perfect opportunity or the perfect time, events happened that changed the market and the conditions. Far too many leaders place far too much importance on timing. The next perfect moment is always around the corner.

Perfection is the enemy of progress. Perfection is an aspiration, a theory.

The question of *when* is a question of commitment. When you commit, you move the question of timing into your control. Until one is committed, there is hesitancy, the chance to draw back. The moment one definitely commits oneself to take action, Providence moves. At the moment of commitment all sorts of things occur that would never otherwise have occurred. A whole stream of events issues from the moment of decision, raising in one's favor all manner of unforeseen and undreamt-of incidents and meetings and material assistance.

Commitment is reality.

Being present in the moment, clearly knowing:

Who you are,
Who you want to be,
What you want to do,
Why you want to do it,
and how you are going to do it,
positions you to the moment of truth.

The decisive moment is the moment that you commit to taking action.

Making the decision to take action is a commitment. Nothing happens until you make the commitment to take action.

When would *now* be a good time?

