

David Larrick Smith presents...



The Catalyst™

Catalyst - noun - pronounced (kat-l-ist):
A person or thing that precipitates an event or change.

A Monthly Inspirational Newsletter

February 2007

You CAN Make A Difference™

www.DavidLarrickSmith.com

Investment vs. Sacrifice

Can you believe it's February already? How are your resolutions coming? I hope that you are having success; remember, the Law of Inertia is working for you: an object in motion tends to stay in motion until acted upon by an equal or greater force. You set your success in motion last month, now it's up to develop self-discipline to keep taking steps in the direction of that success!

A friend said to me "you just gotta make the sacrifice to make what you want happen." I respectfully replied with: "actually I'm making an investment."

Websters.com defines a sacrifice as: "the surrender or destruction of something prized or desirable for the sake of something considered as having a higher or more pressing claim." When you make a sacrifice you actually give something up, and have no guarantee that there will be a return.

When you invest, you make a contribution with the intent and belief that you will earn a return. Your actions are in harmony with Natural Law when you invest because you engage the Law of Return and the Law of Causality. You will reap exactly what you sow, and for every effect in your life there is a specific cause.

I am extremely excited about 2007 as I am very aggressively practicing what I teach! We will manifest in life exactly what we focus on, so you must be cognizant of the thoughts that you dwell upon most! To help me stay focused on my goals, I picked up a new spiral notebook and I use it specifically for writing and re-writing my goals everyday. I write them at least twice a day! This helps me to keep my mind focused on "the why" and "the what" and not so much "the how". The "how" is a natural by-product of taking action for the right "why" and the right "what"; once you know these two elements, the "how" will reveal itself.

I have already made strides to achieve one of my physical goals, which is to increase my overall vitality and lose 10lbs in the month of January; that's 2.5 lbs

a week. At this rate I will achieve my goal weight of 240lbs on May 1, 2007, if not sooner.

The seeds of over eating, eating the wrong things, and not exercising regularly will bare a harvest of obesity and poor health. The cause of my lethargy and low vitality is my lack of discipline when selecting meal options. The effect is being 40 lbs over my ideal weight! My what is improving my health and vitality. The why is simple: to lower my risk of having a heart attack, stroke, or adverse health condition that will limit my life! Pretty compelling if you ask me... what's your what and why?

Take Action - Invest in you!

Conceive, Believe, and Achieve!

1. Conceive - Once you can actually visualize your goal(s) you are in a position to move in that direction. You started that last month, so keep up the good work! Don't let naysayers kill your dreams. Some else's opinion does not have to become your reality!

2. Believe - Seeing your goal(s) is 1/2 of the work, you must also develop belief that what you want is possible! You were not born with the beliefs you currently have - you learned them, just as you learned your limitations. Build new beliefs by using verbal and written affirmations that drive home your new goals and aspirations. Over time you will develop new beliefs about yourself and you will become unstoppable!

3. Achieve – You cannot break the Laws of Natural, you can only break yourself upon them. If you can conceive it and work smart and hard planting the right seeds, you have no other choice than to achieve it!

Until next month, keep your head up!

David

Remember...You **CAN** Make A Difference™

Excerpts from **The Catalyst™** may be reprinted in your organization's media provided the following credit line is included:

David Larrick Smith Enterprises, LLC is a business development consulting firm dedicated to helping organizations increase profitability by helping them to improve the productivity of their people. David Larrick Smith is the creator and author of the trademarked program **Developing The Winning Edge Series™**, which encompasses personal effectiveness, sales success, customer service, leadership, and team member development. To book David for your next event, contact Michele I. Stoute, Business Manager: 214-315-7871, e-mail: miss@davidlarricksmith.com, or online at www.DavidLarrickSmith.com.