

"I can't", should not be in our vocabulary!

I can't, defeats us even before we get up in the morning
I can't, stops us from achieving our goals
I can't, makes us depressed
I can't, makes us negative

I can't, makes us no fun to be around
I can't, creates fear
I can't, stops us from dreaming
I can't, stops us from making more money

These are only a few reasons why "I can't" should not be part of our vocabulary.

To do something that you think you can't do, have a "3 buddy system".

Instead of saying I can't, say I am going to find someone to help me.

Don't try to do it on your own, that is much harder and not as much fun.

I love the **"3 buddy system"**. I know I need to exercise to stay healthy, especially because I sit all day. I like to walk and do yoga for exercise, and if I did not have my friends doing it with me, I would not do it. When you have a **"3 buddy system"**, one of the 3 of you will be motivated to do it and will motivate the others. To try and do this on my own would be so difficult; I would make every excuse in the book why not to do it.

To do something that you think you can't do: set "Realistic Goals".

Most people fail and think they can't do something because they expect too much, and they set their goals too high to start.

A goal is not to show you what you can't do, so you feel horrible and then stop setting goals.

A goal is meant to be achieved and build up your confidence, so you can see what you CAN do...

Start by setting baby step goals, that you know you can achieve. We need to learn to walk before we can run.

Unrealistic Goal - Example:

I have always wanted to do mountain climbing.

I have never taken a lesson but I am going to go climb Mt. Everest next week.

This is unrealistic and you have just set yourself up for failure.

Realistic Goal - Example:



Tammy Taylor, CEO, Tammy Taylor Nails

I have always wanted to do mountain climbing.
I am going to get 2 friends together who would like to do mountain climbing with me, and start practicing and taking lessons.

With a **"3 buddy system"** and a **"Realistic Goal"** you will be able to achieve this goal.

Unrealistic Goal - Example:

It takes me 2 hours to do a full set of nails and 1 ½ hrs to do fill-ins, and I want to book my clients every hour on the hour.

I am going to start booking my clients on the hour tomorrow.

This is unrealistic and you have set yourself up for failure.

Realistic Goal - Example:

It takes me 2 hours to do a full set of nails and 1 ½ hrs to do fill-ins, and I want to "learn" to book my clients every hour on the hour.

I want to start training on how to do faster nails, so I need to call:

1(800) 93-TAMMY, and get my own Personal Company Educator, and then go to **www.TammyTaylorNails.com**; sign into the Pro website and click on Nail FAQ's by Topic and start learning everything I can, about doing faster nails.

And, when the next Tammy Taylor class comes up, I am going to book it.

- I need my **"3 buddy system"** so I will get 2 of my friends to be my guinea pigs, so I can practice on them every week, in between doing my clients.
- I will tell them what my goal is and tell them to watch me as I am doing their nails, and let me know when I start slowing down or getting off track.
- I will give them my step-by-step system that I should be following, and also have them watch the clock and time me.

My goal will start out with baby steps; I want to increase my speed 5 minutes per nail service, every week until I can do all of my nail services in 1 hour or less.

With a **"3 buddy system"** and a **"Realistic Goal"** you will be able to achieve this goal.

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The Little Engine that could

A little steam engine had a long train of cars to pull. She went along very well till she came to a steep hill. But then, no matter how hard she tried, she could not move the long train of cars. She pulled and she pulled. She puffed and she puffed. Choo! Choo! But no! The cars would not go up the hill.

At last she left the train and started up the track alone. Do you think she had stopped working? No, indeed! She was going for help. "Surely I can find someone to help me", she thought. Choo, choo!

Pretty soon she saw a big steam engine standing on a side track. He looked very big and strong. Running alongside, she looked up and said: "Will you help me over the hill with my train of cars? It is so long and heavy I can't get it over." The big steam engine looked down at the little steam engine. Then he said: "Don't you see that I am through

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with my day's work? I have been rubbed and scoured ready for my next run. No, I cannot help you."

The little steam engine was sad, but she went on, Choo, choo! After a while she came to a little steam engine just like herself. She ran alongside and said: "Will you help me over the hill with my train of cars? It is so long and so heavy that I can't get it over." "Yes, indeed!" said this little steam engine. "I'll be glad to help you, if I can."

So the little steam engine's started back to where the train of cars had been standing. Both little steam engines went to the head of the train, one behind the other. Puff, puff! Chug, choo! Off they started!

Slowly the cars began to move. Slowly they climbed the steep hill. As they climbed, each little steam engine began to sing: "I-think-I-can! I-think-I-can! I-think-I-can! I-think-I-can! I-think-I-can! I-think-I-can! I think I can - I think I can - I think I can I think I can--" And they did! Very soon they were over the hill and going down the other side.

Now they were on the plain again; and the little steam engine could pull her train herself. So she thanked the little engine who had come to help her, and said good-by. And she went merrily on her way, singing: "I-thought-I-could! I-thought-I-could! I-thought-I-could! I-thought-I-could! I thought I could - I thought I could - I thought I could - I thought I could - I thought I could - I thought I could I thought I could --"

Teamwork is how this little engine was able to get up that hill, but could you imagine how much faster that little engine could have gotten up that hill with the "3 buddy system"?

with love,



Ties That Bind

We find Solomon's classic exposition on the value of friendship in Ecclesiastes 4:9-12

Two are better than one, because they have a good reward for their labor. For if they fall, one will lift up his companion. But woe to him who is alone when he falls, for he has no one to help him up. Again, if two lie down together, they will keep warm; but how can one be warm alone? Though one may be overpowered by another, two can withstand him. And a threefold cord is not quickly broken.

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