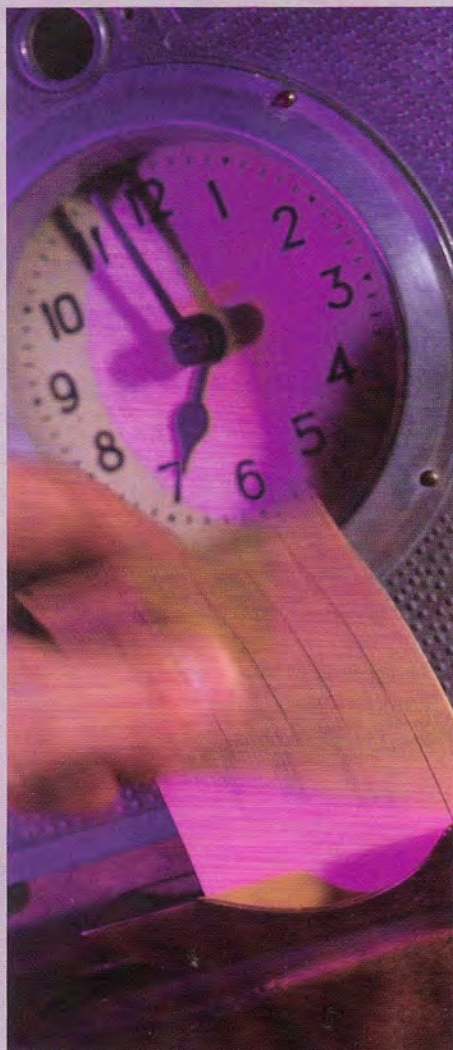


# ARE YOU COMMITTED OR JUST INVOLVED?

by Craig Harrison



Are you working a job or building a career? Are you punching a time clock or chiseling a body of work, a day at a time. Perhaps you have heard about the two laborers setting bricks at a construction site. When asked, one said he was building a wall, while the other boasted he was constructing the Sistine Chapel. What is the big picture? Are you a bystander or are you in the game? It's time you commit.

If you're unclear on the difference between being involved vs. committed, consider your last ham and egg breakfast. The chicken was involved. The pig...committed. (Have you heard an oeuף already?) Your career is too important not to be committed to it. Committed fruit-pickers don't quit once the low hanging fruit's been picked. They know where the best fruit is to be gotten. They commit to climb high and reach far out on the branches!

### The Long And Winding Road

Successful professionals think longer term. Lay your own foundation for the long haul. Do you look around the bend and anticipate what's to come? Do you create plans in terms of decades and years, rather than months and days? Invest in yourself and plan for the marathon ahead.

### Many Moves Ahead

Are you saving or just spending? Are you preparing for rainy days and down

times, for hurricanes and floods? Are you building a support system and continuing to educate yourself in your chosen field and beyond? Are you reading *Transaction World* cover to cover? Cover all bases by staying ahead of the field. Chess masters play many moves ahead. It's not enough to show up for each match. Play to win!

This year, commit to taking a new class, read cutting edge books on subjects of relevance to your field, attend the annual ETA Meeting and Expo, engage a sales or professional coach, or otherwise commit yourself to excel in 2006.

### Motivate From Within

Committing to be the best means being your best. Excellence starts within. I can egg you on to bring home the bacon but ultimately it's the fire within you that will fuel your success. With this column I thee commit to greatness this year! Game on. ■

San Francisco Bay Area-based Professional speaker Craig Harrison founded Expressions of Excellence™ to provide sales and service solutions through speaking. For information on keynotes, training, coaching, curriculum for licensing and more, call (888) 450-0664 or visit [www.ExpressionsOfExcellence.com](http://www.ExpressionsOfExcellence.com) or E-mail [excellence@craigsspeaks.com](mailto:excellence@craigsspeaks.com) for inquiries.

