



Joe **Cala**

BE THE BEST YOU CAN BE TODAY

"Success means doing the best we can with what we have. Success is doing, not getting; in the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be." - Zig Ziglar

Do Your Best

When we do the best we can — where we are, with what we have now — we will live in success. So many people hold back and save their best for later. They wait for a reunion, an occasion, an event, a specific job, an important person with a special title or even a stranger before they show off everything they know and can do. The difference between "The Average Joes" and "The Pros" in sports, business, the automotive industry and in every area of life is the discipline to do your best in your field everyday.

So many times we can get hung up on focusing on the things we don't have, rather than the things we *do* have. We think we need more equipment, more programs, more incentives, more people, more training, and more money to be our best. Don't misunderstand me; more equipment, more programs, more incentives, more training and more money is good and will add value to our lives, helping us become and release our best. However, if we are not maximizing what we have in our ability, in the areas of influence and equipment we have now, we won't when we get more, either. Use what you have now. Sharpen your skills you have now. Master your craft. Practice doing your best and when it comes time for "Game Day" you'll perform your best.

"Don't be afraid to give your best to what seemingly are hard jobs. Every time you conquer one it makes you that much stronger. If you do the little jobs well, the bigger ones tend to take care of themselves." - Dale Carnegie

Give your best in every matter, both small and large, and you will experience the best each matter has to offer.

Don't Wait Until Tomorrow

Give your best *now*. Don't wait until later or tomorrow. Start where you are *now*. Don't let circumstances, people or excuses hold you back from giving your best. If it's in your power to do it now, don't wait

until tomorrow. Matthew 6:34 (New Living Translation Bible) says, "So don't worry about tomorrow, for tomorrow will bring its own worries. **Today's trouble is enough for today.**" Tomorrow has enough worries, problems and situations of it's own. Why add more on top of it to make things even more difficult to deal with? Deal with it *today*. I once heard someone say that today is a gift, and that's why it's called "the present." We need to open up our *today* with the same excitement, attitude and efforts as if it really is a present. We are alive today. Today, we can make a change. Today is always the best time to deal with ourselves. Today!

Don't Worry About it

One of the biggest problems that face our today is our worry about tomorrow. Worry is one of the greatest issues that paralyze people, keeping them from moving into the greatness for which they have been created. I once heard someone say, "I don't worry about the things I can change, because I

can change them. I don't worry about the things I can't change, because I can't change them. Therefore, I just don't worry." This is probably the most liberating statement I have ever heard. Stop and think about the truth of that statement. How many times have you changed the situations you were going through by *worrying* about them day and night? And if they did change from you worrying about them, they probably changed for the worse. Someone once said, "Worry is like a rocking chair—it gives you something to do but it doesn't get you anywhere."

Share your best with the world today, don't worry about tomorrow, and no matter what happens, you will be an Ultimate Success.

Joe Cala is an author, seminar leader, and Internet/Fleet sales manager of Gateway Toyota. He can be contacted at 866.859.6402, or by e-mail at jcala@autosuccessonline.com.

Author featured on AutoSuccess: The Podcast
Visit AutoSuccessPodcast.com

FOR SALE

Revenue Generator



Approximate Investment: \$2,000

WARNING
Accelerated sales will guarantee success in 2008!

Approximate Monthly Return: \$50,000 !!

Powerful, proven revenue generator. Excellent service history. Used by dealerships across the U.S. Perfect for sales, customer satisfaction and bottom line. Runs like a dream.

- Integrated Email
- Email Collection
- Direct Mail
- Voice Messaging
- eNewsletters
- Online Appointment Scheduling

Call Now 866.628.6245
www.autorevenue.com

@AutoRevenue™

A Division of DOMINION ENTERPRISES

We do all the work...SM
You make all the money!