

LEAPS

of

FAITH

**Nine Short Lessons of How to Obtain
Success Through Faith In Your Life**

By

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Lesson# 1 - Are You Ready For A “Really Good Year?”

Many people start out the New Year excited and say they are really ready for a better year. They tell their friends that they are ready for better times and they make lots of New Year's resolutions. The problem is that most people are only excited for the first two weeks of the New Year, and then by the third week they have forgotten their resolutions and are back doing exactly what they did before! And what usually happens is that they end up each year the same way they ended the year before.

Why is that? There are two main reasons. One is that they get caught up in the “New Year’s Resolution Trap;” and the other is because of a lack of continuous motivation. I call it a “resolution trap” because it feels good to make New Year’s Resolutions, yet it rarely actualizes into anything tangible. Statistics show that the sale of diet products and health club attendance are highest in the first two weeks of the year, but the enthusiasm starts to dwindle by the end of the month.

I tell my audiences that resolutions are a nice little feel good activity, but are really a waste of time. They have no substance and rarely, if ever, create any sustained improvement in people’s lives. I recommend you **DO NOT** make any New Year’s Resolutions, but rather you set some New Goals for The New Year! Goals are one of the main keys to achievement.

How can you distinguish a goal from a resolution? Goals are measurable, they are specific, they have a time element attached and they are written. Resolutions are nebulous, are not specific and are almost never written.

Rather than making a resolution of losing some weight this year and making more money this year, I recommend you set some goals. Set a specific weight goal such as, by June 1st I will lose “X” pounds, or I will get to “X” pounds by June 1 and maintain it. In terms of income, decide how much more money you want to make this year and by what date you want to attain it. Whatever you want to achieve this year...set the goal, set the date of achievement, write it down, read it daily and GET BUSY! You will see your life will change!

The second item that stops people from growing each year is a lack of continuous motivation. They get motivated at the first in the year but don't keep it up. Some people say the problem with motivation is that it

wears off! Well, so does bathing! Yet most people bathe everyday (we hope). The same has to be done with motivation...it must be ongoing to maintain effectiveness.

To make your resolutions into realities, it is essential that you make motivation a part of your daily routine. Make a commitment to read or listen to something motivational each and every day. Make a commitment to fill your mind with that which is positive and encouraging. Find something that inspires you such as a book, motivational tapes or inspirational music that encourages you to dream and then motivates you to go after your dreams. I recommend you go to my website for Free Motivation (www.williejolley.com).

Whatever you do...Do Something Each and Everyday to get a daily dose of motivation, inspiration and encouragement. I can attest that it works; and if you invest in yourself you will see results in an amazing amount of time. Make a decision and make it important to seek motivation and inspiration and make it a daily part of your routine; and you will make this a better year...I guarantee it! So folks, On Your Mark, Get Ready, Let's Go and make this an incredible Year!

Lesson #2 - Are You A Lunatic?

I know this sounds strange, but this Business Building TIP is a question I want you to start asking yourself on a daily basis! It will change your business and change your life!

A few weeks ago, I spoke at the Potter's House in Dallas, where Bishop TD Jakes is the pastor. While there, Bishop Jakes asked the audience a profound question, "Are you a lunatic?" Everyone was shocked. But then he explained, by sharing this concept that I want to share with you.

This is not a new concept. I have written about it in my books, as have others. But Bishop Jakes took the concept to another level! The concept he shared is, if you keep doing the same thing, the exact same way and expect different results, then that's insane! In fact, it is lunacy! Unfortunately, that is exactly what most people do! Most people keep doing the same thing, the same way and expect different results. We must be willing to change if we want different results!

In my book, *A Setback Is a Setup for A Comeback*, I wrote, "When I was a little boy my mother told me if I kept doing what I had been doing, I

would keep getting what I had been getting! (And after I got enough spankings I finally figured it out). I learned that if you want different results, you must do some different things!"

Friends, I have written about it, but Bishop Jakes gave it another slant and coined a phrase that I think we must remember and continue to ask ourselves; "Am I acting like a lunatic today? Do I really want different results in my life and my business? Am I willing to try some different things? Am I willing to CHANGE?"

Friends, I ask you again, "Are You A Lunatic?" If the answer is no, then make a point to get busy this day and do some different things, and do some things differently... so you can get some different results!

Lesson #3 - Intention

What is the key that helps you move from "having a dream" to actually "living your dream?" How does a person discover their destiny and then tap into that destiny? I believe one of the most important keys is to implement the power of intention.

When I was a teenager, my mother took me to visit a new youth program being held at Asbury United Methodist Church in Washington DC. One of the first people I met was the director, who was a young seminary student from Wesley Seminary, named Marcus Matthews. When you came into the meeting room, he reached out his hand and smiled broadly and said, "Welcome!" And I actually felt welcomed! Because of his enthusiasm, and his excitement for young people, the church youth group exploded in growth!

One evening during a youth meeting, we asked him about his future ministry plans. We wanted to know if he was going to be our pastor one day. That's when he shared with us that he was still in school and not yet ordained. But he did see himself becoming a pastor after graduation. Then he shared something that I have never forgotten. He said, "Not only will I be a pastor one day, but one day I am going to be a bishop!"

Well, recently, I sat in a church in Philadelphia and watched as my friend, Marcus Matthews, was confirmed as Bishop Marcus Matthews, the newest bishop of the United Methodist Church. He was elected bishop on the first ballot at the United Methodist General Conference and is one of the youngest bishops in the United Methodist Churches Conference of Bishops.

This story of Bishop Marcus Matthews is exciting for a number of reasons. The main one is that I actually witnessed this transformation and saw with my own eyes how he moved steadily along the path and remained true to his journey.

He demonstrated a real life lesson to all of us young people about the awesome power of intention. Oprah Winfrey talks about the power of intention and how it helped her become a television icon and super success. Les Brown "The Motivator," talks about it and I've written about it. But Bishop Matthews' story is a clear object lesson that intention is an incredible force that should not be underestimated!

Webster defines intention as "having your mind, attention and will concentrated on a particular purpose and keeping clearly focused on that goal." I believe it can be said that intention is the power of "calling forth those things that be not as though they are" and actually crafting a life that moves steadily to the specific attainment of that goal.

Yet, it is more than a goal. It is a vision that becomes a part of your very being. See, a goal is something that you have, while a vision, a clear intention, is something that has you!

Bishop Marcus Matthews shared three points in his remarks, that were critical to his success. First, make a commitment to start each day "Seeking and Speaking to God!" Second, make a commitment to associate only with positive people because negative people only get negative results! He said that being a positive thinker means you believe you can actually do "all things through Christ who strengthens you!" Lastly, pray daily "to be a better person today than you were yesterday!" And then go out and make it happen!

As I sat in that church, I thought about his message and how I could personally attest to the power of intention at work! As I left the church, I hugged him and his wife and reminded them of that evening years ago, when he shared his intention to become bishop, and how it inspired me through the years. I told him I would share his story with my readers ... and he asked that I simply remind everybody to believe, and never doubt! For your intentions can become your realities!

Lesson#4 - Catastrophe Strikes! Now What Are You Going To Do About It?

I recently share success secrets for entrepreneurs and business people in Black Enterprise Magazine. The article focused on how to keep personal catastrophes from derailing your success. So now, I'm going to share these success secrets with my friends!

What do you do when you have made up your mind to move forward on your dreams; you've started on your goals, and then calamity strikes?

First, you must decide to keep your eye on the prize and not on the problems! Problems in life will come, in fact, they must come ... it is how we grow. That is why we call them "growing pains". Yet, we must decide whether we will GO through the problems or GROW through the problems! That decision will determine our actions, and our actions will determine our results.

Sometimes life will knock you down, and try to knock you out! Yet, I encourage you to pick yourself up, dust yourself off, catch your breath and get moving again ...in the direction of your goals!

A few years ago, there was a marathon runner who went to war and was involved in a mortar accident, and lost his lower body. He lost so much of his lower body that a prostheses was not possible. He was down, but made up his mind that he was not out. When he recovered from his injuries he told the doctors that the first thing he wanted to do was to start training for another marathon. They reminded him that he had no legs and that it would be almost impossible to move around without a wheelchair. Any movement he made beyond his wheel chair would require him swinging his body from spot to spot.

He thanked the doctors for their concern, but he assured them that he understood that he had no lower body. But he had made up his mind that he was going to run another marathon, without a wheelchair!

He started working on his goal, and worked for months on just swinging his body from spot to spot and moving around his house. Then he started working on going farther. He trained for almost a year and was finally able to swing himself a mile! He kept on training and got up to two miles, then three miles and then four miles and continued to train until he felt he was ready to try twenty six miles!

He started the race with all the other able bodied racers. They all finished that same day, some in a few hours, but not him. It took him three days of non-stop swinging his body from one spot to another. When he finally crossed the finish line the only people there were his family and a single newspaper reporter. As he crossed the finish line, with his hands bloodied and his stump raw, the newspaper reporter could not believe he had continued, considering the intense pain he must have been experiencing!

As his family members prepared to take him to the hospital, the reporter asked how was it that the pain did not stop him. He replied, "Yes it was painful! But every time the pain became intense, I would focus my energy on the goal and I would think about how I would feel crossing the finish line! The joy I would get from achieving the prize was more powerful than the pain of the problem!"

Friends, you will have some challenges in your quest for greater success, but please do not stop, do not give up, do not let it derail your success! Focus on the prize of achieving your goal rather than the pain of the problem. If you do, you will see that in time your prizes will grow and your problems will shrink, and most of all you will Grow Yourself and Grow Your Success!

Lesson #5 - Change

I want to help you grow your businesses! I want you to have the best year ever! Yet, in order for me to help you grow your business you must make a commitment to change. Why? Because your best thinking has gotten you to the place where you presently are. So if you want to grow, and go higher, and get different results, you must be willing to do some different things and do some things differently.

Here are ten steps that have had a tremendous impact on my success. I didn't create all of these steps, but I certainly have benefited from them. Friends have shared them with me and I have stumbled upon a few of them myself over the years. Initially, I was not always ready to move on these ideas, until I realized that I was not happy where I was in my life. I needed to try some new strategies... and I finally tried them. And the results have been incredible!

Try these ideas, then contact me and let me know how things are going. Plus I encourage you to visit my website (www.williejolley.com), and sign up for my free newsletter and I will send you other TIPS and IDEAS that

have been helpful in my growing my business and will helpful to you in your growing your businesses. I told you I want to help you grow your business, so are you ready? If so, let's get going!

Willie Jolley's "10 Steps to Grow Your Future and Your Finances!"

Step #1

Decide What You Want! What do you want? Most people can tell you what they don't want but they have a hard time deciding what they do want. How can you have a dream come true if you don't have a dream? Decide what it is you want!

Step #2

Write it down and be specific! Scripture says, "Write the vision and make it plain, that he that reads it may run the race!" In order for your goals to be most effective, they must be written. And write the goals using the SMAT formula. Specific, Measurable, Achievable and Time-Bound. Make sure your goals are SMAT!

Step #3

Read your goals three times daily! Once you write your goals then you must read them three times daily. Once in the morning to get you started, once again at noon to keep you focused and once before you go to bed. And always keep a pad and a pencil by your bed because sometimes million dollar ideas come at 3 a.m.

Step #4

Set A Date! If you don't set a date you will procrastinate (you know Procrasti-nation...the biggest nation in the world). You must set a date and make yourself accountable to the date.

Step #5

Take Time To Think! Most people are busy from the time they get up in the morning until the time they go to bed at night. They are so busy that they never take time out to think. Take a few minutes every day to think about your goals and dreams and your mind will go to work on how to make those dreams into realities.

Step #6

Dream and Imagine! Use your mind, more specifically your imagination...to see that which you want to achieve! Use the power of positive visualization. See yourself in the house you've always wanted, or

driving the car of your dreams, or paying your kids tuition with one payment. Once you can see it you create an emotional connection!

Step #7

Develop a plan of action! If you fail to plan you are planning to fail. It need not be in concrete but you need a plan to get from Point A to Point B. No great building was ever created without a blueprint. No team wins the Championship without a game plan. The old saying is true. You must "plan your work and then work your plan!"

Step #8

Do three things every day toward your goal! Develop a habit of doing three things every day. Write a letter; make a phone call; ask someone for help. Three things done consistently it is much more effective than ten things inconsistently.

Step #9

Stay Positive! This is one of the hardest things for most people to accomplish, because the first thing most people hear in the morning is bad news! They hear how many people got killed last night, how many fires there were, how bad the traffic is that awaits them. NO!! Make a commitment to start your day with something positive. Read or listen to something positive in the first twenty minutes of your day to program your mind for exceptional success that day. Either you program your mind or the news will!

Step #10

Act as though you've already achieved it! "Sometimes you have to fake it until you make it!" You must learn to act yourself into a new way of thinking so you can think yourself into a new way of acting! Act like you are "Somebody, going somewhere, to do something ...INCREDIBLE!!!!" Act like a millionaire, even if you have a penny to your name. AS you believe, so shall it be unto you!

Lesson#6 - I Love To Sell!

A speaker friend called one day and during the conversation he said, "You know I love speaking but right now we are having difficulty with our sales. Selling really sucks!!" As soon as he said it, I knew why his sales were suffering. I told him, "If you ever want to have success in sales you must never let those words come out of his mouth again, in fact you can

never let those words enter your thoughts! In order to have sales success you have got to love it!"

I told him I learned a valuable lesson years ago, when I was getting started on the speaking circuit and getting on and off planes everyday. At first the travel was fun, but after about a year the traveling lost it's glamour. About that time I had a conversation with another speaker friend, Keith Harrell, who was also traveling a lot. And I said, "Man, I hate this travel!" He said, "Willie you can never let those words come out of your mouth again...because whatever you speak is what eventually becomes your reality!"

Keith asked me a very pointed question, "Willie, what do you love to do?" I said, "I love to speak and inspire people" He then said, "Do you agree that in order to do what you love to do, you might have to travel occasionally?" I said, "Well ...Yes!" Then don't you agree that travel really is the price you must pay in order to get to do what you love to do?" I said, "Well...yes, that's true!" Keith then said, "Then you can never ever say again that you hate to travel, because travel is really just a price you pay to get to do what you love to do!"

I shared that story with my friend who said that "Selling sucks" and told him that he had to think differently. I told him when I was in college I took a logic class, and I learned about deductive logic, which states that if Socrates is a man, and all men are mortal, then Socrates must be mortal. Going along the same line of thinking if he loved to speak, (which he told me he loved to do) and if selling is what he must do in order to speak more, then logic would say that therefore, he loved selling!

He was quiet for a few seconds and said, "You know whatWillie you are right!" He then proceeded to proclaim, "I love selling! I love selling! I love selling!" His sales started to improve because his thinking improved and his attitude improved!

If you love what you do for a living, and you must sell in order to do more of what you love to do, then logic would state that you therefore love selling!!!! Go forth and sell with a passion because from here on ...You Love Selling!!!!

Lesson#7 - Make Up Your Mind

Why do some people consistently win in life, while others never seem to make a dent in the winner's column? It's because of the will to win!

When we think of winning we usually think about those who are first or best in a contest. But that is not the totality of winning. Winning is also about overcoming our own self-limitations in order to reach a goal. It is making a personal commitment to fight through the challenges in order to achieve a goal.

Webster defines winning as, "to gain or get possession of by exerting great effort!" Winning is not always just about being the best or finishing first because the person who runs a marathon without legs and finishes dead last is a winner, once he or she crosses the finished line. The single mom, who decides to go back to school and get a college degree, while still working a still raising her family and takes 10 years to achieve her goal, is a winner!

Winning is not just about finishing first, it is as Webster says also about, "gaining possession by exerting great effort!" And most times the greatest effort comes because you must overcome "you, and your self limiting beliefs" in order to order to achieve your goals. After being the first person to successfully climb Mount Everest Sir Edmund Hillary said, "It is not the mountain we conquered, it is ourselves!" He said he had to overcome he doubts and fears and his hesitancy and thoughts of quitting, in order to achieve the goal.

In order to win in life it takes great effort. And the reason most people do not win is because they are not willing to exert enough consistent effort. Oh, but it is true that it is not easy to sustain and maintain consistent inertia through tough situations. Many people sincerely go out after a goal and really work hard for a while, and work in the right direction for a while, but they fall off. They cannot sustain the effort and therefore don't win.

What can change this occurrence? What can help people have greater success in their personal and professional endeavors? What can help people sustain and maintain the momentum to actually have a string of winning moments? It is the development of a winner's attitude. It is a commitment to develop the will to win! Vince Lombardi put it like this; "The difference between a successful person and others is not a lack of strength or knowledge, but rather a lack of the will to win!"

As I have studied successful people over the years, I'm always amazed at the similarities I have found in those who consistently win. What is most amazing is that these people are not really extraordinary personalities, but rather ordinary people who do extra-ordinary things consistently, and thus they become extraordinary! They are people who start out after a

goal and refuse to give up until they achieve that goal. They are the people who make up their minds that they are not going to stop, and that is the key to their consistent success...they make up their minds! That's right, they make up their minds, and that is the first key to developing the winner's edge...it is a made up mind!

Most people do not succeed in life because they do not make up their minds and do not make the commitment to win. In order to win you must make a commitment and that is what hinders most success - commitment. We talk about wanting to succeed and we think about success, but we do not jump in with everything we have within us. Goethe said, "Until one is committed there is hesitance, the chance to draw back. Always ineffectiveness, concerning all acts of initiative and creation, there is one elemental truth the ignorance of which kills countless ideas and splendid plans; that the moment one commits oneself, then providence (the hand of God) moves too. All sorts of things occur to help that would never have otherwise occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance which no man could have dreamed would come his way. Whatever you can do or dream you can do, begin it! Boldness has genius, power and magic in it. Begin it now!" It takes a commitment in order to win, and that begins with a made up mind. Make up your mind and then...Get Busy!

Lesson #8 - Take Good Calculated Risks

My friend, speaker, author and master businessman, Nido Qubein is one of the most successful speakers and consultants in the country. If you are not familiar with Nido, I recommend you visit his website, www.nidoqubein.com. He is now the President of High Point University, the Chairman of the Board of the Great Harvest Bread Company, a Board member and major stockholder of one of America's largest banks, president and owner of a national advertising agency, owns numerous malls across the country. He is a multi-millionaire.

Recently, I was the keynote speaker for Nido's annual Lenten Breakfast in High Point North Carolina. While at dinner the night before, I asked Nido what was the secret to his amazing success. He said, "Brother Willie, the key is to understand that success is a result of making good decisions. And decisions always involve risk; therefore you must learn to take good calculated risks. Then he shared his risk management formula, that I want to share with you. It is priceless!!!

Nido said, before you make an important decision, you need to ask yourself four questions:

Question #1

What is the best that can happen if I make this decision? Question #2:

What is the worse that can happen?

Question #3

What is the most likely thing to happen?

Question #4

Am I willing to live with the worse to get to the best?

If the answer is Yes, then that is a good calculated risk and you should move on it. But if the answer is no, then you need to walk away. This is an incredible formula for maximizing your success. Try it! It has already had a BIG positive impact on my business!

Lesson #9 - Keep The Main Thing The Main Thing

In order to grow your business you must always stay focused on why you are growing your business. If you ever hear interviews with athletes who have signed multi-million dollar contracts, you will almost always hear them say, "I decided to take this deal because I'm trying to do what's best for my family!"

I believe most of you are working hard to grow your business for the same reasons... so you can do what's best for your families!

Unfortunately, what happens far too often is that in the quest for success, many people lose sight of what is best and end up losing the family in the process. People often forget to keep the main thing, the main thing!

As many of you know, last year I lost my mother, brother and father-in-law in a 25-day period. In fact, today, I celebrate the one-year anniversary of both my brother and my father in law's death. You might think that "celebrate" is a strange word to use in this circumstance, but I actually do celebrate. Maya Angelou said, "If there is something in life you don't like, then change it. If you cannot change it, then change your attitude!"

I realized I have a choice in life. I can either curse because the rose bush has thorns or celebrate because the thorn bush has roses! I choose to celebrate because the thorn bush has roses! I did not have to be blessed with a good brother. Or my mother could have died in childbirth. And I

did not have to meet and marry a lady whose dad was so terrific. I would have been blessed to have them just for a day, but I was blessed to have had them for many years! Yes, I do "celebrate" life because I am truly blessed, and choose to look at this situation as a thorn bush that has roses!

I encourage you to focus on a few points that will help you keep the main thing, the main thing:

1. If your mother is alive then make a point to spend quality time with her because life is short and unpredictable. If you are estranged from your mother, I encourage you to rise above the problems and find some solutions to fix it...NOW! If your mother is not alive then take time to think back and celebrate the time you had with her.
2. If you have siblings then make a point of taking time to reach out to them. I am so thankful that my brother and I were together about 12 hours before he died and we hugged and joked as usual and were like little boys again. We loved each other and were not ashamed to tell each other! Take time today and tell the people you love, that you love them.
3. If you have any issues or problems with family members, fix them NOW! My brother and I did not always agree, but we made a decision early on that we did not have to be disagreeable to disagree and that family always super-ceded everything else! Money, property, and ALL other material things were secondary to family. I rest well at night in knowing my brother and I had no unresolved issues!

Do not let the sun go down on this day with issues on your heart with your family members. Take it from me, tomorrow is not promised! Communicate positively with your loved ones. You will have no regrets. You can build your business with gusto because you have remembered to keep the main thing ... the main thing.

Who Is Willie Jolley?

Willie Jolley is known internationally as the “Master of Music & Motivation!” He is the Speaker who has “CNN Delivery and MTV Pizzazz!”

Willie Jolley specializes in Accelerating Success and Growing Businesses by Growing People, Performance and Profits. He is a dynamic speaker, a powerful singer and a prolific writer...all in one person!

Willie Jolley is a Five Time Washington Area Music Association (WAMMIE) Award Winning singer for “Best Jazz Singer” and “Best Entertainer”. His new ‘Jolley’ music is now the number one downloaded Motivational Music on the Apple I- Tunes site!

Willie Jolley has authored two international best selling books, “It Only Takes A Minute To Change Your Life!” and “A Setback Is A Setup For A Comeback”. His books have been translated into eight languages. As a co-author of Go M.A.D. (Go Make A Difference), a best selling book for youth, which teaches life skills and encourages academic excellence, his message is spreading around the world!

Willie Jolley hosts the “Willie Jolley Motivational Minute” syndicated radio show, which is heard daily in over 50 markets, on the ABC Rejoice Radio Network and on WHUR-FM in Washington, DC.

Willie Jolley writes a column that is syndicated by the National News Press Association and is read by over 6 million readers over the internet via the Electronic Urban Report.

Willie Jolley has been seen on television on PBS with his ground breaking special for teens “Dare 2 Dream, Dare 2 Win”.

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