

# TOP PRACTICES

DEDICATED TO YOUR SUCCESS

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## You Are Almost Out of Time

By Rem Jackson



By the time you read this, the Top Practices Summit will have already taken place and it will be one year until it happens again. If you were there, then you know what happened and you know what to do. If you missed it, you probably didn't do the **Six Week Summer Goal Setting Workshop** with me this summer either... and you are almost out of time to access this information at no cost.

At Top Practices, we coach our members every month to succeed in marketing and managing their practices. We take this very seriously and if you saw the resources on the Top Practices website behind the secure login screen, you would be astounded at the scope of what is there to help you. The Goal Setting Workshop is there in its entirety and will be for members permanently. But for a little while longer, I am making them available to everyone at no cost because I want everyone to have a great plan for 2015.

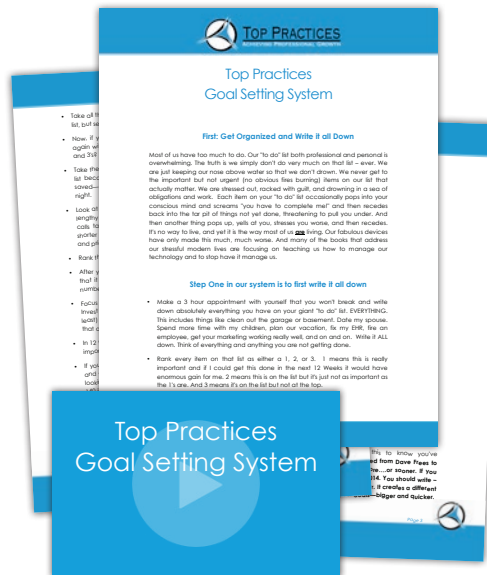
I'm not in the habit of giving things away for free in my business, and you shouldn't be either, but I believe that if you've got your goals set correctly, you just MIGHT want to work smarter on achieving them and THAT is what Top Practices does for it's members.

You can still go to [www.TopPractices.com/goalworkshops](http://www.TopPractices.com/goalworkshops). I'm not going to tell you when they are going to come down for good, but my dad's birthday is October 14th. Just letting you know. His name is Rem Jackson too. Just letting you know.

Your future is too important to just let it happen. Why not drive it?

Dedicated to your success,

*Rem*



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# We Have All "Arrived"

Today, you have a choice. Tonight, you'll have a choice. Tomorrow and this weekend, you'll have a choice.

You can enjoy your life or you can be worked up and stressed out. More often than not, you are most likely living in the future. "I'll be happy when I have X amount of money saved." "I'll be happy when my practice is producing X. I'll be happy when I'm thinner, can run 3 marathons before breakfast, or my dog stops pooping on the rug when I run out to the store."

On and on – an endless list of what's wrong with our lives.

## The TV Still Sucks

Have you seen the news (some of you just answered, "Actually, no Rem, I've been listening to you and don't follow the news anymore" and to that I say, "Awesome!")? But if you check out the news headlines, you will see in an instant that your life is actually rather sweet compared to many people in this country and around the world.

That doesn't matter, however, if you're living in a stress-filled world of things you haven't yet accomplished, need to fix, or have to do.

## I Am as Susceptible as Anyone

I teach mindset. I live it. I STUDY it. And I sometimes find myself with a clenched jaw waking up at 4:30 thinking about everything I have to do and getting a little panicked. I know better, but it happens.

Recently, just as I woke up in the morning, two things happened that have been extremely helpful to me. I hope they work as well for you.

First, I woke up and was feeling anxious. I lay in bed with my eyes closed thinking about why and I wasn't exactly sure. So I remembered to do something I know can work. I smiled.

That's right. Right there in bed with my eyes closed, I smiled a small happy smile. And I instantly felt better. In about 30 seconds, I even felt great. It made me want to naturally think about the blessings in my life: Diane sleeping beside me, my daughters flung all over the world, my trusty dogs snoring at the foot of the bed, the sunrise, my awesome bed which is so

nice it's like a form of entertainment sleeping in it, how lucky I am to be an entrepreneur in The United States of America. I could barely stand how good I felt. I liked that SO MUCH I started doing it every morning and it's now a habit. Try it. Let me know if you like it as much as I do.

Second thing that happened was this. I had this thought in my early morning: "I've arrived." There is nothing else that I need to wait for to be a happy person. Now, to be sure, I haven't been dealing secretly with depression and I have a natural disposition towards optimism, but I have been dealing with something I think most of us deal with. We keep pushing off really feeling relaxed and happy until some point out in the future. "I'll be happy when I'm 230 pounds" in my case, or maybe for you, "when my finances are perfect and I can retire financially independent," for example, or "when my practice or my business is at a certain level, or when my husband doesn't... or when my dog stops pooping on my carpet when I go to the store."

You have arrived. There is not going to come a time when you can start to feel happy and relaxed and in a state of grace. By the time you get your ducks in a row, you'll be worried about being too old to enjoy it or something else.

You have arrived.

You choose to be happy now. You select it over denying yourself peace until you've earned it in the future somehow. This doesn't mean you aren't working and striving for those goals, it just means you enjoy the journey every day. You enjoy the rainy days, the snowy days, the gorgeous days. You look at the sunset and revel in its beauty and are thankful you could see it.

You have arrived. Nothing is going to change that in the future. You could hit the lottery and if you don't choose to be happy and grateful and thankful now, it won't matter, you won't have the skill to do it.

So tonight, remind yourself to remember to smile in the morning. And be grateful. And as you step out of bed in the early hours, be extra grateful that you didn't step in that present your dog left you sometime last night.

Enjoy your day today and tomorrow,

*Rem*





# Does Top Practices Work for Everybody?

**Nope.**

Think about your own experience in your office. A patient comes in with Plantar Fasciitis, for example. You examine them and establish a course of treatment. You know that if they are compliant and they follow the treatment plan, they will eventually be healed. You will need to monitor them, and based on their progress, you may choose different methods to achieve the desired result. They will improve and get their mobility and their life back IF (and this is the big IF) they don't stop following the treatment plan. And, as you know, many patients don't follow through with everything you've told them is essential to their health being restored. They don't do the stretches; they don't wear their orthotics. They will tell you how busy they are, how something didn't INSTANTLY solve their problem and they assumed it wouldn't work. They haven't achieved the result they wish and now it's your fault – not theirs.

Sound familiar? Of course, it does. Well guess what?

Your plan wasn't the problem – it can't fail if it's followed. Their lack of focus, interest, **even faith** is the problem.

**It's the same with you and your practice.**

If you are presented with a plan that has worked for dozens and dozens and dozens of podiatrists all over North America as The Top Practices Marketing and Management Plan has, then just like your treatment protocols, it can't fail. IT works. The only way it can't work for you is if you DON'T WORK IT.

**And let me be very clear about this** – The Top Practices Plan hasn't worked for everyone who has joined Top Practices. Just as you have difficulty with your patients following your plan, we've had difficulty with some of our doctors following the plan.

So, the plan works, the question really is, do you want to change your circumstances enough to give a real old-fashioned serious attempt?

Is it time for you?

Go to our website [www.TopPractices.com](http://www.TopPractices.com) to find out how membership in the Top Practices Mastermind Group works or email Nicole Tully at [Nicole@TopPractices.com](mailto:Nicole@TopPractices.com). You can call her at **717.824.6553**.

## YOU ARE ALMOST OUT OF TIME



See page one.

## What Are You Reading Tonight?

One habit that every successful person has in common is that they are constantly reading (or listening) to great books written by smart people. They ask each other, "What are you reading?" They tell you about a great book they just read. Just go to the Top Practices website and click on the "Must Read List" that you'll see on the home page. This is a list of some of the very best resources that smart people are reading. Check it out!