

TOP PRACTICES

DEDICATED TO YOUR SUCCESS

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A Burning Desire To Be And To Do Is The Starting Point From Which The Dreamer Must Take Off.

Every day of the year I get an email from the Napoleon Hill Foundation (I think they take Saturday and Sunday off). It's free and you can sign up for it at



Napoleon Hill
**THOUGHT
FOR THE DAY**

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www.naphill.org. It is enormously inspirational to me. When I signed up several years ago, I promised myself I would take the 30 seconds or so it takes to just stop and read it every day. I always take the time and I am always so glad that I did. Today I received the Thought for the Day and it had the title above about a burning desire. This is the thought for the day that followed:

“Many years ago, the commencement speaker at a prestigious university asked all members of the graduating class who had a definite plan for their lives to hold up their hands. As he looked around the room, only three hands were raised. Twenty-five years later, when the class held a reunion, the combined net worth of those three individuals exceeded that of the remainder of the class. People who know where they are going always achieve far greater levels of success than those who merely drift through life, expecting circumstances to create opportunities for them. Successful people create their own opportunities by focusing on goals with an intensity that borders on obsession. In this way, every action moves them toward their goal.”

Successful people create their own opportunities by focusing on goals with an intensity that borders on obsession. Heck yes! That is exactly how I see it from my position as the coach to doctors around the world. It is their mindset that makes them successful. Their FOCUS and INTENSITY on achieving what they want that sets them apart.

Does that describe you? If no – why not? If yes – if you're not a member of Top Practices for goodness sake – why not?

What is the alternative? I can tell you – it's not good. It's whatever Washington and the other goofy players in the mix send your way.

Think seriously about joining the winners in Top Practices. You can go to www.TopPractices.com to learn more about how we help our doctors. You can email answers@TopPractices.com for more info and to be contacted by Dave Ryan who has all the answers, or you can call him at **717.725.2679**.

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Planning Course
starting in June at no
cost!

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You Should All Just Get Lost!

By Rem Jackson



Now before you think something like “I think something might be wrong with Rem” please read on...I’ve got a great story to share with you.

You need faith the most when you have the least

Life isn’t easy. We are all faced with struggles and setbacks. I call them Stink Bombs and I think we all get about three each year. Actually I don’t think we do –I know we do. I talk to too many doctors each month to have any other opinion. It’s just how life works. What matters is how we respond. Here is a story that I hope inspires you.

Some of you know that my daughter Iris just finished her second year of law school at Pepperdine Law in CA. As you all know, getting an internship is an important part of the law school experience and you

probably know that getting an internship is pretty competitive. At least in Los Angeles in the entertainment industry it surely is. And Iris wants to work in entertainment law. Iris has been diligently working to find an internship and has been rejected everywhere many, many times. It didn’t work out last summer nor did it work out in the fall or spring semesters.

All throughout this time, her mother and I have been gently coaching her and supporting her. I’ve told her to just keep moving forward with faith because something would break for her and it would probably happen in a way she just doesn’t expect. I also advised her when she went to law school (*The Slight Edge* by Jeff Olson in hand) that she only had two jobs: learn as much as she could; and meet everybody, go to everything, and build her list because that list is the most valuable thing she will ever possess besides herself and her license.

My daughter is a smart cookie

I know she’s a smart cookie because she listens to her dad. ☺ She’s a wonderful young woman (just ask her dad) and she took all of that to heart. Very early on in her first year she wanted to attend a seminar at USC that was about women in law and we encouraged her to attend. She later reported that the content wasn’t that useful, but she stayed all the way through to the end. When she left she couldn’t find her car in the parking lot. She got lost. So, apparently, did another woman who had attended the seminar. She was a lawyer for a major movie studio, NBC Universal, and she was lost too. 20 minutes later, they both had found their cars and Iris had her card.

And here is where it gets really good. She didn’t lose the card. She didn’t save it and maybe connect with her later. She immediately emailed her and told her it was great to meet her and she said she would love to take her out for coffee soon to talk with about her the law and the woman’s career at the studio. The woman not only agreed she invited her to the historic movie lot for coffee and that is where they spent a few hours together.

Time went on and Iris wished her happy holidays around the end of the year.

In the meantime

Iris ran for vice-president of the Women in Law group at Pepperdine and was elected to the office. She found out later that she was the only one running. She also found out the president was leaving at the end of the semester and she would now be the president. Cool. ☺ Oh and all the while she was driving all over town for interviews only to hear that someone else had gotten the internship. Very discouraging.

As president of the group she organized a mixer for law students and lawyers in the entertainment law specialty. A lot of people came. Iris invited every single person who had not hired her in hopes of asking them all if they had any advice for her on how she might have done better and possibly been selected. The woman who had been lost in the parking lot with her couldn't make the event, but asked her if she was looking for an internship this summer. "Well, yes I am," Iris replied.

Oh and speaking of faith. Diane and I continued to support her and tell her that things were going to be fine if she just didn't give up on her goals. Remember the Slight Edge? It will work. I thought to myself: "It better work!!!" Fingers crossed!

Back to the person who was lost with Iris: "Yes," Iris said, "I am looking for an internship." "Send me your info and I will arrange an interview," came the reply.

Iris followed up immediately. She got her interview and discovered that she would be interviewing at the headquarters with 13 lawyers at one time and...well you know how this is going to end...she starts June 8th with NBC Universal for the summer.

It really is all about The Slight Edge

She could've stayed home that day two years ago. She could've left early. She could've ignored the woman who was lost like she was. She could've not asked for her card, not followed up, not stay connected to her list, and she could still be looking for that elusive internship.

She found out later that over 1,000 people applied for that job.

Slight Edge. Faith. Doing the small things. Understanding the value of the list and connecting to it. Funny that life works this way.

Folks, life always works this way. Always. Think of all the great things in your life. Almost every single one of them involved some version of you getting "lost in a parking lot" but following through. Imagine how many of these opportunities we miss by just not doing the small things that we know will make us successful every day. Just imagine.

I told Iris that this story would serve her for the rest of her life. People say there are no jobs for lawyers coming out of school. Well, there are no internships. But there are parking lots to get lost in – everywhere.

We talk all the time about the value of our lists: the people who know you and like you and trust you. Marketing yourself appropriately every day. With faith because people who know tell you it works.

It works. It just does.

So, why don't YOU go get lost? Do the actions and activities you know you should be doing. Follow through with faith and watch what happens.

Dedicated to your success,

Rem

"If you are worried or afraid of anything, there is something in your mental attitude that needs correction."

– Napoleon Hill



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See page one.

You can enroll now in **Rem Jackson's Online Master's Level Goal Setting and Business Planning Course** starting in June at no cost!

When you register for the Top Practices Summit in October you will be automatically enrolled in the Top Practices Goal Setting and Business Planning workshop that Rem Jackson will be leading this summer. The Workshop will begin in mid-June and run through mid-September. This is an extensive program designed by Rem to:

- Enable you to achieve a professional level of focus so you can make the gains in your business life that you need to make.
- Help you get organized so you don't feel so behind and overwhelmed all the time.
- Empower you to take back your nights and weekends and actually have a balanced life.
- Teach you how to plan your business and take the steps needed to move it forward.
- Help you sort out your staffing issues and have a team that is working with you shoulder to shoulder instead of inadvertently working against you.

Here is the great news!

This workshop is no cost to you and included in your Summit Registration Fee. This is another reason to **register for the Summit** by May 31st.

You can begin the workshop with Rem when it starts in mid-June.

