

Life Is A Journey... And You Are Your Leader!

By Terri Norvell

I recently had the honor of being asked to share "one" important lesson that I have learned in my 20 years of business experience in the multifamily industry...and what a challenge! I struggled to distill all that I wanted to share into one thought, as there are so many aspects that are important. Then it dawned on me, there is an overall theme! It's this: You are the leader of your life and your life is more fulfilling when you 'get your Mojo going and release your inner Action Hero'!

What do I mean by this you might be thinking? Well, your Mojo is your zest for life and your energetic enthusiasm for your work. It's getting your groove on, igniting your creativity and passion for living. It's powerful! When your Mojo is going it's much easier for your inner Action Hero to spring into action! Your Action Hero is that powerful, talented, capable, strong and creative part of you that gets things done with ease. It's being the best you can and often, you also inspire others to be the best they can at the same time! What a great way to live life.

Never before has there been so much opportunity to call upon your inner strength and achieve the personal and professional life that you desire. To assist you on your journey, here you have Terri's Top "ABC's of Life" - ideas for getting your Mojo going, releasing your Action Hero and taking the lead in your life. You **are** the Leader of your life, so enjoy the journey!

AUTHENTICITY is the basis for a meaningful life. Determine what is important to you and who you want to become. Trust yourself and then **go for it!**

BELIEVE in yourself...if you don't why should anyone else? Have confidence and trust in your choices.

CHANGE is constant in our lives. It can be overwhelming or it can provide an opportunity to create and grow. How do you deal with change? Learn how to accept it and thrive on it.

DEVELOP your skills. Take the time to continually invest in yourself through whatever means work for you: continuing education classes, a mentor, seminars, books, audiotapes, etc. Become a life long learner.

EFFICIENT to me is multi-tasking the small stuff. I get so delighted when I'm able to accomplish multiple activities simultaneously!

FUN & FUNNY are underutilized in our lives and in our business. Laughter and humor help us to lighten up and relax. How many times do you truly laugh in a day? Try it, it's great!

GENUINE irresistibility happens when you create value for others. People are attracted to those who enjoy helping and giving from their heart.

HONESTY is always the best and **only policy**. This standard will pay you royally now and in the future.

INDIVIDUALIZE yourself. Be known for something, become masterful in your chosen area and abundance will come to you. Honest!

JUDGEMENT is a quality to develop. Learn to trust your instincts and good judgment. I don't mean judging others!

KINDNESS, appreciation and recognition lets those around you feel valuable, too. We all thrive when we feel valued.

LIMITS are self-imposed. This is a harsh reality. We are truly limitless as human beings. What you believe, you can achieve!

MIRACLES happen on a daily basis. Believe in them and they will occur for you. My life is full of miracles...and so is yours.

NO is a word that is open to interpretation. In sales it means more information is needed. In life, use it to set boundaries for yourself so others know what is acceptable to you.

OPENNESS and receptivity to new ideas and approaches enables you to develop and grow. An open mind is like a receptacle to be filled.

PRIORITIZE and then focus on what is most important. This includes both your personal and professional interests! It's too easy to get side tracked.

QUALITY is in the eye of the beholder. This is always subjective, but make sure that everything you do, say and touch is consistent with your quality standards.

RESULTS are the measurement of business at all levels. Focus on specific, measurable results...and then deliver through being a creative problem solver.

SIMPLIFY your life. We all have a tendency to complicate needlessly. Eliminate something right now!

TRUST and have faith in yourself and others. Listen to your intuition...it's always right.

UTILIZE the tools you have and the support of those around you. No one expects us to "go it alone". Ask and you will receive - guaranteed - and if you don't ask it's 99% certain that you won't get what you want.

VOLUME has dual meaning. It can be quantity or level of sound. My philosophy- dance like nobody's watching and sing out loud. We would all have more fun if we would turn up the volume in our lives!

WILLINGLY share of yourself. True happiness is found in giving. Don't be stingy. Give away your smiles!

eXCITED is how I love to live my life! We each have a choice of how to view the world. There is so much joy and happiness to behold if we only take the time to notice and enjoy the simple everyday things.

YOU are special and unique. Take the time for yourself and enjoy your special gifts. You have a lot to contribute.

ZEALOUS approach to life. Discover your passion and have fun along the way. Life is a journey to be enjoyed not a process to get through!

There you have it! Insights and principles to live by to get your Mojo going and really release your inner Action Hero. One of my favorite quotes is 'Action Heroes break through their challenges using their inner

strength and inner knowledge ~ the result...proof of how far they can go.' Where are you going on your journey? What challenges do you need to break through? Remember, you are your leader! Enjoy your journey.