

## **Do You Know Where You Are Going?**

*By Don Boyer*

Have you ever got into your car and started driving without a clue where you were going? I hope you answered no, or at least not very often. Most of the time when we get in our vehicles, we know where we are going or have an idea of our destination. This is just common sense. Yet, thousands of people start their day with no clue or idea what they wish to accomplish, what they are doing, or where they are heading. Conducting your life without a guideline is the reason many people feel frustrated, confused, and accomplish very little.

You cannot plan your day, set goals, or be effective if you aren't aware of where you are going in life. For millions of people, their job and its daily routine dictate their actions and decisions. Why do you think so many are walking around their office like zombies? Unfortunately, they are working at jobs they hate, with people they can barely tolerate, and only making enough money to live from payday to payday. Folks, there has to be a better way; and the good news is, there is a *much* better way. Please remember this; you don't have to work at a job you hate, doing things you don't like with people you can't stand. Yet, this is the plan that millions of Americans have based their lives on, and it may be the plan you are carrying out right now.

If this plan does not work (and we both know it doesn't), what is the answer? The answer is to find your purpose, flow with your passion, and learn how to turn that passion into a profit. This is the plan that most millionaires are following. To them, their work is not work, it is their passion, enjoyment, the love of their life; and they found a way to get rich from it. No matter what your passion is, I assure you someone is becoming very wealthy and very happy by doing that very thing. My question is; Why not *you*? And, why not *now*? There is only one thing that is holding you back...okay, maybe two. The first thing that is holding you back are your own personal limitations. The majority of our limitations are mental and self-imposed. Actually that is good news, because since they are self-imposed, they can be released.

The second thing holding you back is a lack of knowledge. This, too, is good news because I am going to give you the knowledge to find your purpose, live your passion, and turn that passion into profit. Are you ready?

Here we go! The five things you must do in order to leave the workforce of misery, the encampment of lack, and join the ranks of the successful are:

### **1. Know Where You Are Going**

However, in order for you to know where you are going, you must first know what you want. How can you make plans if you do not know what you want in life? Here is a very easy way to find out what you really want in life. Ask yourself, **“What do I want that I currently don’t have?”** Once you answer that question, write it down on paper and ask yourself that same question again; **“What do I want that I don’t currently have?”**. Continue asking yourself that question until you have a complete list of everything you really want but don’t yet have.

When you are done, you will have a list of what you want! Now that you know the things you desire, you must ask yourself if you are willing to pay the price tag to make that dream a reality. Only you can answer that question. What are the price tags of dreams? While each dream will have its own unique price, here are some of the cost factors that all dreams require to become a reality.

- Commitment
- Desire
- Faith
- Patience
- Perseverance
- Knowledge
- Skill
- Planning
- Team work
- Money

My millionaire mentors told me, “Don, if you are not going to complete a project or do it with utmost excellence...don’t start it.” This is great wisdom and advice. If you are not willing to pay the price to make your dream come true, find and pursue a different dream. There is a positive side to this, though. You will never be given a dream without the necessary ability to make it a reality. You see, dreams are seeds that are only planted where they can grow. When the dream is watered and

nourished, it takes shape and allows you to possess it in a real manner or form. In every acorn there is a forest. Your dreams in thought form are the seeds of your dreams in physical form.

The dream is the seed, the price tag is the water, and you are the farmer. What do you want to do? How important is that dream to you, and are you willing to pay the price for it? If your answer is YES!, then that dream must stay on your list.

With the list of the things you desire in hand, it's now time to build a game plan to make those dreams come true. This leads us to the second thing you must do in order to leave the workforce of misery and enter the world of passion and profit.

## **2. Find a Mentor**

Reading this book is a great start, but it is very important that you have mentors in two formats.

1. *Mentorship through curriculum.* Simply stated, you must set aside a certain amount of money and time each month for education, training, and development in the format of books, CD's, on-line training and live seminars. This type of mentorship is invaluable, for in reality you are gaining a wealth of wisdom, insight and experience from the world's greatest leaders at little or no cost! When you purchase a book or CD, you are simply paying a few dollars to cover the ink, paper, or plastic disc. The information is priceless and basically free - now, that's quite a deal!

Books, seminars, and audios hold tremendous power. They can help you change your life, improve your income, increase your successes, enjoy great health, and enable you to reach your goals and dreams. Never underestimate the power of mentorship through written or audio training. Every millionaire and successful professional constantly uses and benefits from this type of format.

2. *Personal Mentorship.* Finding a personal mentor to work with you is a fairly easy task. You should seek a mentor who already has what you want, or has already accomplished what you are attempting to do. You may ask, "where do I find a mentor to help me?" If you are involved in network marketing, you will have no problem finding one.

If you are in someone's organization, I promise you there will be a high-money earner who will be happy to mentor and help you.

If you are not involved in network marketing...get in! Get involved, not for the sake of the money, but for the invaluable training and mentorship it offers. For a few dollars, you can become involved in a reputable company; and the mentorship you will receive is outstanding. Who knows, network marketing may just be your ticket to wealth. It has created thousands of millionaires!

If network marketing is not your cup of tea, there are many great personal coaches and training programs available. I believe one of the best mentorship programs in the market today is the "The Millionaire Club", created by my good friend, Gregory Scott Reid. For a few dollars of month, The Millionaire Club will provide you with the information to guide you to the next level of success. For more information on this mentorship program, go to his website at [www.Alwaysgood.com](http://www.Alwaysgood.com).

### **3. Aim for Your Dreams**

This will take courage, all the courage you have, can muster up, and can borrow from your mentors. Millions of people have dreams, desires and goals; yet their reality seems so far away, they just give up. That is a sad story in itself, but it gets even worse. Not only do they fail to reach their dreams, they feel it is their mission to make sure you don't reach yours, either!

It takes courage to stand up to those who "in the name of love, and want the best for you" say you can't succeed, while circumstances, bills, obstacles, set-backs, and disappointments are all yelling "quit, give-up, it's too hard". Baby, you've got to fight, swing when you are going up, and swing when you are coming down, fight to keep going forward and fight when you are moving back wards. You must keep moving, ducking and weaving, and pick yourself up whenever you get knocked down. When it's all over and the dust settles, you'll find yourself on top.

Courage is not the absence of fear; it is taking action in spite of fear. Courage is what makes champions shine; it's what makes opposition finally retreat and concede. It is the force that raises you up and sets you

on top. If you fall down, make a mistake, or if people laugh, courage says “So What’? and moves on toward the dream. Show me someone who only talks about their dreams, goals and inventions yet never manifests or acts on them, and I will show you someone who lacks courage.

Skills and enhanced talent come from elements without, but courage...only comes from within. Will you dream of achievement or achieve your dream? Courage or the lack of it will provide the answer to that question.

#### **4. Purpose and Passion**

In 1968, I was eight-years old and living on the north side of El Monte, California. I remember walking down the street one day to the corner store, which was owned by good old Hank and Tootie. As I walked, I recall asking myself “who am I, and what am I doing here (on earth)”? It may seem strange for an eight-year old to be asking himself such profound questions. To tell you the truth, I’m not sure where those questions came from or why I was asking them at the time.

The one thing I do know is that it took me 35 years to find the answer to those two questions. Over that 35-year time period, those questions created many sleepless nights and many days of inner anguish. Failure to find the answers caused me to suffer professionally, financially, and in the ministry. Who am I? Why am I here? Those questions have echoed through eons of time. Mankind has been in search of their answers for centuries. Many books over the years have tried to address and answer those questions, only to leave man more confused than ever on this subject.

Little did I know that my mother had been giving me the answers to those two age-old questions since I was four years old. She would look at me before I got into bed at night and say “ Now Donald, do you have to go **PP**”? PP stands for Purpose and Passion! Can you believe that? It took me 35 years of heartache and pain, yet I had the answer all along! When you understand your purpose, you will find that your passion is connected directly to it. Purpose and passion cannot be separated; they are interlocked.

I know you are asking “How do I find my purpose?”. The first thing you must understand is that you were created **on purpose, with a purpose**. God gave you a unique DNA, and He put your unique purpose right into it. When you hit planet Earth, your purpose was already a part of you. There *is* a reason why you are here on this Earth at this moment in time. You were not designed to walk around like a man or woman lost in space...just existing. Heavens no! You possess greatness, and have been given a grand mission - you have a job. Job in this context means Joyous Overflowing Blessing. That is what you will experience when you operate in your purpose with passion.

Let’s walk you through as you find your purpose. I want you to get pen and paper; and I want you to write down, as well as answer, the following three questions.

1. What am I good at?
2. What do I really enjoy doing?

Everyone is good at doing something; most are good at a number of things. It doesn’t matter what those things are – write them down. Next, what do you enjoy doing? What brings you happiness? Is it shopping, cooking, reading, fishing, sports, exercise, or music? Determine what brings you joy, and jot that down on your paper. After you written those items down, take a few moments to really think about them.....

Are you done? Good. Now, I want you to write down and answer the 3<sup>rd</sup> and most important question. Pretend you had 10 million dollars in the bank. Now envision buying everything you’ve ever wished for and traveling everywhere you’ve ever wanted. After doing all of that and realizing you never again have to think about earning money for the rest of your life, **what would you do?**

When you can answer that question, you have found your purpose. If it is indeed your purpose, you will not have a problem experiencing excitement. In fact, your purpose should consume you with red-hot passion! Personally, if I had a billion dollars in my portfolio, I would be doing exactly what I am doing right now with my life - teaching, speaking and writing. That is my purpose, it is my passion.

You might say my passion is I love making pies, but how am I going to make pies all the time when I have a full-time job? Ask yourself why you love making pies. Do you love the aroma of a freshly baked pie, enjoy their flavor, or find delight in the joy you see in other people's faces when you share your pies?

Does that mean you should quit your job and open a pie store? Not necessarily, but the last time I checked, Marie Calendar was making a fortune with those pies of hers. You have to dig deep inside yourself, and ask God how you can best use the gifts He gave you. It is remarkable that many people work at jobs they hate or can barely tolerate. The job they hate is *someone else's* purpose and passion. Yet more unimaginable is that there is a job out there that you would absolutely love, but someone else is doing that job and hating every minute of it. You see, it is your purpose and passion, not theirs.

My point is that regardless of what your passion is and what you like to do, someone in the world is doing it and getting rich from it. The big bear I had to wrestle down and put a diaper on was, "How do I make a living from my passion?". The answer I found was "**when your passion has a plan, your plan will support your passion**". What that means is you will have learned how to create a business plan, a plan of action that will turn your purpose and passion into a payday. Going from where you are to where you want to go takes planning, personal growth, mentoring, and guidance. After discovering their purpose and passion, rarely does anyone leave their current source of income and jump right in full time.

Many have tried to do just that, and it is a painful experience. Trust me - you do not want to take that path. The good news is, with time and proper planning, turning your passion into a payday is very doable and realistic. As my good friend Greg S. Reid, The Millionaire Mentor, says, "When you do what you love, and love what you do, you'll have success your whole life through". That saying epitomizes purpose and passion. Albert Einstein in his final days said "There is no reason to live... without purpose". Don't die and leave this Earth without tapping into your purpose and living out your passion. I promise you one thing: If you make a commitment to find out what your purpose is and let your passion kick in, your joy, energy, spark, juice, and enjoyment in life will increase 10-fold or more.

You will wake up in the morning with joy and a spring in your step. From the moment you awaken, your mind will be spinning and it will energize you throughout the day. The joy of living your purpose and passion will remain with you as lie in bed at night and will be your usher as your drift into a sweet sleep. Yes, it will take some work and time to find your purpose and live your passion. It will take faith, courage, and a certain amount of risk to live out your dreams, goals and visions. But whatever investment you must make, whatever the price tag you must pay, always remember... it's worth it!

Someone once said, "If you don't live your life with enthusiasm, you will be fired with enthusiasm". Listen, one of the quickest ways to get a promotion and a raise is to incorporate enthusiasm into every part of your life. Then, the enthusiasm you display while you are at work won't be just a dance and pony show, it is the *real* you. Nobody wants to work around someone who is dull and looks like they are miserable. I remember telling someone in my youth, "Wow if I felt as miserable as you look, I would commit suicide". I did not say that to be mean or rude, but even as a young boy I recognized that was no way to live.

When I was in school, there were some classes and subjects I hated; and those classes seemed to drag on forever. However, I always got through them by envisioning my goals, my dreams, and what I wanted to do in life. I did not get an 'A' in those subjects (come to think of it, I think I got a grade that matched the first letter in my name...Don), but it got me through times when I felt I would crack if the teacher said "Don, are you paying attention?" one more time!

You may have a job you hate, driving everyday in traffic, working for a boss who...well let's just say needs Jesus big time. It is during these times that you need to find your purpose and passion so you can start working on them part-time. This will give you the endurance to accept that what you are going through right now is just a temporary inconvenience, a mere pit stop on the path to living the life of your dreams. Life was meant to be experienced with zeal, zest, and vigor! However, if you don't understand and live your purpose and passion, it amounts to little more than a boring, stale, and dull existence.

## **5.Take Pride in your Workmanship**

Your workmanship is your signature, branding, and trade mark. Never allow yourself to produce inferior workmanship because you are bored or don't like your job. Poor workmanship is never an option. You will never advance to the next level of promotion unless your current and past workmanship is your very best. Not 'the' best, just *your* best. About 25 years ago, I was a janitor mopping floors, vacuuming carpets and cleaning dirty restrooms. It was not a glamorous job, but my uniform was always clean and pressed, the floors shined, and the restrooms sparkled. During my breaks and at lunch time, I would read success books and dream about becoming successful myself.

With pride in my workmanship and dedication to reading, what was the outcome? Well, today I drive a brand new Mercedes Benz, wear expensive suits, work from home, do what I love, (public speaking and being a published author), make a great income and am married to the women of my dreams...you tell me if you think this stuff works? When I shared this story with my wife, she looked at me and said, "I always wondered why you cleaned our house so well"!

There you go, the five secrets that will lead you from the workforce of misery, to the joy of wealth. If I did it...so can you!

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