

Jon Gordon, The Carpenter

“When you believe, the impossible becomes possible. What you believe will become what is true. Your optimism today will determine your level of success tomorrow.

Don't look at your challenges; look up and look out into the future. Don't focus on your circumstances. Focus on the right beliefs that will help you build your success.”

Small minds can't understand big dreams.”

More people are looking to you and at you so you feel more pressure. You feel you have more to prove and more to lose. The success is greater, so the fall is greater if you fail, and too often the fear of failure becomes a self-fulfilling prophecy that leads to failure. That's why I always told my children do not fear knowing that fear was the one thing that would keep them from their destiny. Does this sound about right?” he asked.

“Exactly like that. Remember, fear is draining. Love is sustaining. Fear is short term.

Love is long term. Fear appears strong, but is weak. Love appears weak, but is strong. Love is the way.”

Love the struggle because it makes you appreciate your accomplishments. Love challenges because they make you stronger. Love competition because it makes you better. Love negative people because they make you more positive. Love those who have hurt you because they teach you forgiveness.

Love fear because it makes you courageous.

It can't exist as just words on a piece of wood. It must come alive in the hearts and minds of all who work with you.

I believe we possess the greatest power in the universe, the power to make a difference in the life of another human being.

His friend Erwin McManus had once told him that courage is the difference between dreaming of the life you want and living the life of your dreams, but as Michael searched his heart, he didn't feel very courageous.

Love, Serve, and Care were becoming more than words at his company.

The carpenter picked up a piece of wood that would become one of the desk's legs. "Everyone wants the quick-fix solution. They want convenient, immediate success. They don't want to get messy. But there's nothing convenient about loving everyone we are meant to love. There's nothing easy about serving others when your own life is challenging and you want someone to serve you.

"It's not easy at all. Love, Serve, Care sounds so simple, but it takes a lot to truly live it," Michael said as he looked at the Heart of Success model on his wall. "It's easy to have a great mission statement, but it's pointless unless your people are on a mission."

“You need to dig down and love deeper, serve greater, and care more. The love of what you are building has to be greater than the challenges you face. Serve greater! Become a mighty servant who serves in small ways, big ways, and sideways. Serve everyone as if they are the only person on the planet. And care more. Care so much that you care enough for everyone.”

Michael was already doing all that the carpenter asked but now he was asking even more of him. But that’s what great coaches do. They push you beyond your limits and past your comfort zone. Getting Michael to do more was the only way to build something great.

The carpenter picked up another piece of wood to measure it. “You and your team complete this sentence: ‘I love, serve, and care because_____.’ When you can complete this sentence you will become a powerful success builder.

“In this spirit, the key to becoming a powerful success builder is to make a difference to one person, one moment at a time. You do it each day, with each person, in each moment, as part of each interaction, and over time you powerfully impact a lot of people.

“What I am about to tell you may seem counterintuitive because we’ve been talking about strategies to build your business, but the key to loving, serving, and caring for one person at a time is this: Don’t focus on building your business. Focus on using your business to Love, Serve, Care, and build others up. If you do this, your business will build and multiply exponentially.”

Don't focus on winning a championship, focus on becoming a champion. He knew that champions made plays that won championships.

He didn't want to just build a company; he wanted to change the world.

Work is meant to be a spiritual experience, not a daily chore and a grind.

All work is sacred. Everything is spiritual. When you bring your spirit to work you will become a powerful builder of success.”