

September 2006: Learning From Your Mistakes

Learning from your mistakes

It's unavoidable - you will make mistakes, errors or miscalculations in your life. Don't sweat about it; you can't change the past. *Everyone* makes mistakes. If we mastered everything we tried on our first try, life would be pretty boring. There would be no challenge in doing anything!

Part of the thrill in succeeding is the excitement you get after you finally get it right, or for example if you get the sale after several failed client appointments. Most of all it's a valuable learning experience. You can learn from your mistakes and also learn from others mistakes.

Don't see yourself as a total failure just because you failed once, twice or ten times. You just need to learn from each failure and improve on your plan to reach your goal.

Exercise:

As an exercise, try to think of three things you failed at in your life (exam, not getting a job, bad habit). Then, think of three things you could learn from these mistakes.

Now think of three times you failed at, but didn't give up. How do you feel? A great sense of accomplishment, no doubt.

Now, go back to the three original failings and if you could try again, what would you do differently?

If you go through this exercise each time that you believe you have made a mistake, you will get better results in the future.

"You will learn more from your mistakes than your successes" – Confucius

Persistence:

You will always win not by strength, but by persistence.

"In the meeting of a rock and a river, the river always wins" – Buddha

The only way you get anything done in life is through persistence. Keep trying no matter what. You will never achieve your goals by them selves without persistence.

Everyone will face setbacks from time to time. Famous inventor Thomas Edison knew this from first hand experience. He failed thousands of times to invent a working light bulb. If he did not persist, he never would have discovered what *didn't* work, which gave him the information he needed to succeed.

If you do have setbacks, don't worry, just keep going and keep trying. If it seems too hard on your own, many of your colleagues are doing it just as hard. Enlist their help. They may have one idea that could make it all worth while.

Consider this: Just one more phone call, rather than giving up could be the appointment to meet your best client!



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Testimonials

Well presented, concise and very relevant - **J. Sherrnan, (Tyndall)**

Excellent - **S. McKenzie (Melbourne)**

Very Insightful. Well worth the effort - **S. Spezza (BNP Paribas Asset Management)**

Rewarding for me and reinforced what I've been doing over the last 8 months - **J. Triffet**

Excellent thank you - **D. Watson**

Focused Fluent and useful, thank you - **K. Hoff (Hoff Financial Solutions)**

Excellent, entertaining and well researched - **M. Northway (IOOF)**

Brilliant - **C. Kourniotis (IOOF)**