

## Working When You Don't Feel Like It

Written by Steve Marr

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All of us have days when we don't feel like going to work, making the next sales call or putting everything into your job. When faced with these moments we have a simple choice, take it easy or push forward.

To some degree perseverance is a choice. Thomas Edison, one of the greatest inventors in history, was often quoted as saying inventions were 1% inspiration and 99% perspiration. Edison was known for pushing and pushing and pushing to drive a concept into an invention that was usable.

The same thing is largely true in sales. We need to find a way to make one more call or find time to follow up with customers and prospects. When I do sales work, there are days when I don't feel like knocking on a lot of doors or making follow-up calls. However, I know that sales is partly a numbers game. The more calls I make, the better opportunity I will have to snag a sale. A hockey coach once said a shot on goal is never a bad play because you never know when it will go into the net. What we know in sales is that if we don't knock on a prospect's door, the chances of a sale become zero.

Other days we may not feel like serving our customers. Put yourself in your customer's place. You don't want the wait staff at a restaurant to send the message that they're having a terrible day and are tired, grumpy and really don't want to wait on your table. If you were that customer, you would probably be happy to get up and walk out.

A successful pastor once confessed that there were days he didn't really feel like going to church, which is an interesting admission for a pastor. However, Pastor "Don" went on to say that on those Sundays; he disciplines himself to get up, get into his car, and drive to church. After Pastor Don spent some time at church, he started feeling better, more enthusiastic and his attitude began to shift to positive. The point the pastor makes is when we push forward and do those things we need to do even when we don't feel like doing them, that is the beginning of progress.

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In your business when you feel like you're dragging or don't want to muddle through that stack on your desk; ask the Lord to adjust your attitude, strengthen your energy, and give you the perspective to push forward. Paul wrote, "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up." (Galatians 6:9, NIV) On the days when work is the last thing you want to do, follow Paul's counsel and don't give up.

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