



WAKE UP and be AWESOME!

BY JUDY KAY MAUSOLF

**I have the privilege of coaching dental teams nationwide. A recent conversation with a leadership team about their progress since our Culture Camp prompted me to write this article. During our conversation, the doctor made the statement; “It’s not easy showing up being who you want to be every day!”
Such a profound and true statement!**

Showing up being the person we desire to be isn’t easy!

It requires a daily quest to wake up and be awesome! It means not just responding or reacting to circumstances or people based on how we

feel in the moment. Instead, **it necessitates making mindful choices that support our end goal of becoming the person we strive to be.**

It never ceases to amaze me how many people willingly settle

for average or status quo in their personal and their professional lives, yet are quick to judge others for wanting to strive for awesomeness. They consider themselves “rational realists”. I refer to them as the naysayers

of the world. The word “can’t” is the foundation of their outlook and vocabulary. They often look down their noses with disdain and think of strivers as dreamers who are impractical and unrealistic.

I feel sad for the naysayers of the world. Their negativity is often fueled by a lack of belief in themselves. That negativity stops them from going after what they want in life and from being the most awesome they can be. Therefore, if they can’t or won’t be awesome, someone else shouldn’t or couldn’t possibly be.

Unfortunately, many of us have had the experience of being in the presence of a naysayer. Sometimes the naysayer may even be a close friend or family member. Think of the last time you were excited to challenge yourself to raise the bar. You decided to share the news with someone you trusted only to have your spirits dampened by their discouraging words.

I remember confiding in a close friend when I had decided to write my first book. She informed me that I was not capable of writing a book because my writing skills weren’t good enough. After all, who was I to assume that I could attempt such a feat? She was highly educated, (read: more highly than I was), and even she wouldn’t consider such a feat. She remarked that even if I did happen to write something how would I possibly edit, publish and print? I am happy to say I did not heed her words. I have written two books since that conversation, *Rise & Shine!* and *TA-DAH!* which are going on 2nd and 3rd printings. I am currently pondering topics for a third book. I have a goal of writing at least five books in my lifetime.

We can’t let the naysayers in the world stop us from striving for excellence. Just imagine if we did how different our world would be today. For example, Walt

Disney was called a dreamer and was told he couldn’t and shouldn’t attempt his dreams. Disney Land has been thriving since July of 1955. Disney World since October 1971 and between the two, now have over 90,000 visitors per day. Thomas Edison made 1,000 unsuccessful attempts at inventing the light bulb. When a reporter asked, “How did it feel to fail 1,000 times?” Edison replied, “I didn’t fail 1,000 times. The light bulb was an invention with 1,000 steps.” Henry Ford went bankrupt twice before he achieved success on his third attempt. Amelia Earhart became the first woman to fly across the Atlantic Ocean in June of 1928. I presume she received a great deal of negative push back on her journey. Imagine how many awesome achievements would have not been accomplished if the strivers of the world allowed discouraging words and fear of failing to stop them.

Choosing to continue to strive - to wake up and be awesome every day, takes specific character strengths: The strengths of perceptive focus, optimistic conviction and passionate perseverance to become all we are capable of being.

PERCEPTIVE FOCUS

The dictionary defines Perceptive as having or showing keenness of insight, understanding, or intuition, and Focus as a central point, as of attraction, attention, or activity.

When striving to wake up and be awesome, it is crucial to have a clear understanding of what specific actions and attitudes are necessary to help us achieve awesomeness. The more specific we are, the more precise the focus and the better the results. **Once we have defined those qualities, it is imperative to give them our full attention daily.**

Let’s say your goal is to be a more positive person. It is too general and vague to just declare that you want to be a more positive person. It is important to define specific actions and attitudes a positive person would exemplify.

For example, you might say that being a more positive person would mean that you:

- smile at others
- focus on what you can do rather than what you can’t
- speak positively of others
- show appreciation with a genuine compliment
- practice gratitude by saying thank you more often

I would choose at least three and no more than five actions to practice daily. Now you have a tangible daily action plan you can focus your attention on to help you become a more positive person. You can measure how you did by reviewing your day. Did you smile at everyone you encountered today? Did you focus on what you can do versus what you can’t? Did you speak positively of others? Did you genuinely compliment others? Did you say thank you? Practice your actions daily until they become engrained into a habit (which takes approximately 66 days). Once an action becomes a habit, add a new action step to your daily routine to continue to raise the bar.

OPTIMISTIC CONVICTION

The dictionary defines Optimistic as expecting a favorable view of events or conditions and outcome and Conviction as a fixed or firm belief.

We will need an optimistic conviction in order to continually strive to be our best in the face of adversity. Throughout our journey, we will encounter dissuasion from naysayers and discouragement from failures. **It is the firm belief that we can succeed that will allow us to become all we are capable of being!**

I have had failures in my life. What's ironic is those failures have often turned out to open new doors and set me up for even greater successes. At the very least, I have grown as a result of those failures. Think about experiences you have had in your past that you labeled as bad, negative or even failures. Did any of those experiences open a new door for you? Maybe you had a difficult move or change in job or even a divorce that was scary and difficult at the time. However, in the end, it allowed you to be free to strive for much more. We really won't know whether something was a positive or negative in our life until we are ready to take our last breath.

PASSIONATE PERSEVERANCE

The dictionary defines Passion as enthusiasm and desire and Perseverance as steady persistence in a course of action, a purpose in spite of difficulties, obstacles, or discouragement. **It is passion that enables us to inspire others to believe in us enough to help us to achieve our dreams. Perseverance is the determination, grit and endurance we need to keep on striving, even when we are weary from battling the noise to settle for normal.**

I thank my mom, Lone Miller, every day for imparting her strength of passionate perseverance on me. In the very early stages of my speaking career, I lost a speaking opportunity with a larger organization. After reviewing my video, they rescinded the contract because they believed I could not hold the audience's attention. They were accurate with their assessment at the time. I was devastated. As hard as it was to hear, it became clear that I needed coaching and a lot of practice if I wanted to be awesome at speaking. So I worked with speaking coaching and then practiced, practiced and practiced even more. My practice audience was an audience of two. Gus, an orange Persian cat and Zoe an energetic seven pound Yorkie. I videotaped each practice presentation in order to critique

myself, as I couldn't count on more than an occasional meow or bark from Gus and Zoe. The next big meeting I was hired to present at was IACA in San Francisco, in the spring of 2009. I think I practiced that speech over 200 times. I was going to make sure I rocked it! Fast forward to 2017, I now have the privilege and honor of being invited to speak and coach nationally and internationally on a regular basis! No, it's not easy showing up being who we want to be every day...but it is so worth it!

So, I am going to challenge you to identify and change the limiting beliefs and stories that are stopping you from going after what you want in life, and being who you want to be. The truth is none of us are who we were. We are not even the same person we were yesterday, because we are the accumulation of all our life experiences and they continue to shape, change and help us grow with every breath we take.

It's up to each one of us to decide how we will respond to the events that happen in life. How exciting that every day – EVERY day, we have the power and the opportunity to wake up and be awesome! TA-DAH!



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Judy Kay Mausolf is a dental practice management coach, speaker and author with expertise in helping others get happier and more successful! She coaches teams how to grow their practices by becoming better leaders, working together better and delivering service with more passion and fun. She provides teams with what they need to know on how to communicate positively, effectively and have a better attitude on a daily basis. She teaches teams how to get the re-engaged and accountable by building a culture based on happiness, trust and respect.

She is Past President of National Speakers Association (Minnesota Chapter), Director of Sponsoring Partners for the Speaking Consulting Network, and a member of the National Speakers Association and Academy of Dental Management Consultants. She is author of two books; "Ta-Dah! And "Rise & Shine!", and a contributing author for many dental magazines. She also publishes a monthly newsletter entitled "Show Your Shine".

Judy Kay lives in MN with her awesome husband Steve who makes her special coffee every morning and Zoe...it's all about me, 7 pound Yorkie!

