Enjoying the Journey

I hope everyone is doing great! Something that I’ve really been trying to focus on is my own journey in this great business and in life in general, and to remember to enjoy the good and the bad times. Some of the best advice I’ve received is to not get too caught up in the good times and to not get too down in the bad times. It can be easy to allow that to happen and it can throw your emotions all over the place. The best way is to stay even keeled and try to stay positive and do your best no matter what cards you are dealt!

Another thing I’ve been learning to do is turn any adversity into a challenge. Some of the best lessons are learned in the fire and anyone that’s very good at what they do has seen every possible challenge along the way. In the auction business, adversity might be a tough seller or if you do real estate it’s almost inevitable that something will come up in the transaction before it is closed. No matter if it’s a big or a small problem/challenge, remember there is always a solution to the problem and it will work out in the end.

It’s also important to focus on your own journey and find your own path. It has been said that “comparison is the thief of joy.” Don’t get caught up in what anyone else is doing and focus on your own journey. Find out what you like and what your talents are, and do it to the best of your ability. As Abe Lincoln once said, “Whatever you are, just be a good one!”

Keep everything in perspective! Don’t forget to appreciate the little things and whenever you feel overwhelmed, take a step back and remember what’s truly important in life. Starting a family has made me aware of this more and more and I’m so grateful for it. This industry can take a lot of time, energy, and stress at times so don’t forget to take care of yourself and develop some stress relief hobbies such as exercising, reading, praying, etc.

I hope everyone has a great rest of the 2019 auction season and can’t wait to see everyone at the Conference and Show!

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