

Creating Results Through Risk

Personal growth solutions for accomplishing
ALL your goals and dreams!

Stepping into and embracing RISK is the key to achieving greatness – the life you’ve only dreamed about.

Taking risks is growth. It’s being and doing something different. It’s brainstorming new and different ideas. It’s making mistakes and not always looking good. Sometimes it’s about taking action and forging ahead, without any compass or roadmap, and not knowing the outcome. It’s the doorway to extraordinary. It’s getting comfortable with being uncomfortable!

The word risk scares many people and may even scare you. In Miriam-Webster’s dictionary, risk is defined as *the possibility of loss or injury, a dangerous element or factor, to expose to hazard or danger*. In other words, it is the opposite of safety and comfort! Please re-read the definitions again. It is “a possibility of loss or injury, a dangerous element or factor, an exposure to hazard or danger.” It’s a *possibility*, an *element*, an *exposure*. It is the **unknown** of taking risks that leaves us feeling afraid, vulnerable or hesitant.

What if in the context of what it takes to achieve an extraordinary life, risk **IS** the key component for success? What if risk is simply part of the equation like $1 + 2 = 3$? One being where you’re at today, two is the required risk and three is achieving your dreams! In fact, what if we re-defined **risk** as *an element of the unknown that establishes the possibility of achievement*? Risk is nothing to be cautious, worried or intimidated by. It’s just part of the process like getting dressed in the morning before you head out into the world. If you re-frame that paradigm, wouldn’t you then be **EXCITED** about taking risks? Wouldn’t you then be making confident choices by taking risks and being on the other side of your comfort zone where all your HUGE goals and dreams are?

When you’re in the realm of possibility, anything is achievable. As mentioned in Chapter 7 of my book, probability thinking will not get the job done; it’s like an old pair of sneakers in your comfort zone. They feel good when you put them on and you know what to expect from them. They’re comfortable. Possibility

thinking on the other hand is where you'll find the latest and greatest styles and technology of sneakers. Although they may be a little uncomfortable at first, over time, they will support you on the court of life!

Why is risk perceived as "bad?" Is it because, once upon a time, someone defined the word as being a bad thing and, based on your education or upbringing, it was re-enforced as bad? If that was the case, you bought into someone else's belief system as your own. Not good or bad, just a notice. Regardless, it's time to take a hard look at your belief around risk and shift your thinking in the context of your personal development. Begin by embracing **risk!**

When you commit to HUGE goals and dreams, you will be challenged. You'll be challenged many times in your life in fact, and when you are, one of three things will most certainly happen.

1. You will face risk, stop and retreat to your comfort zone.
2. You will face risk, take it on, and still not accomplish your goals.
3. You will face risk, take it on, achieve your goals and dreams, and experience the extraordinary life you deserve!

The difference between the first scenario and the other two is when you retreat, you're not only giving up on your dreams, but you're creating a smaller comfort zone for yourself to live in. In the seminars I facilitate around the world, I meet people in their 60s, 70s and 80s who have been operating their entire lives this way and are at a point where they've lost hope of ever achieving their dreams. Their comfort zone is so small, any goals or dreams they've had can only be seen through a telescope from their comfort zone. It's just too overwhelming for them to even consider giving it one more attempt. Thus, they settle for an unfulfilled life. You may be able to relate.

On the other hand, in the second and third scenarios, your comfort zone will grow and expand. Is it possible though to take on risk and still miss your intended target? Of course it is. However, is there personal and professional growth even when taking on risk and coming up short? Absolutely. The action of taking on risk itself will not harm you physically. It's just simply like stretching before your workout. Any trainer will tell you that stretching may not feel comfortable; however it's the best way to keep your body from injury.

What's important to remember is when you take risks, growth is inevitable. Growth leads to a different result than the one you currently have. And **THAT'S** the idea! Although the result you create may be different and not necessarily be the result you want, something different **IS** outside the comfort zone. The alternative is scenario 1, in which you become a hamster on a wheel, doing the same thing over and over again, expecting a different result. Sounds like insanity actually! Staying

in your comfort zone and being busy is not enough. Being busy, stepping into risk and breaking through your limitations will certainly stretch you and your paradigms.

Let's take scenario 2 and 3 one step further. By risking, you will create new evidence in your life that taking on risk isn't quite so debilitating. You will develop a new level of "OK"-ness around risking, which in turn supports you in achieving more than you have to this point. If you change your existing belief around risk, will risk look as scary or be so bad the next time you face it? No, of course not. In fact, your comfort zone will actually continue to grow and expand until the HUGE goals and dreams are captured within your new boundaries of comfort.

That being the case, by staying in your comfort zone, or even diminishing it by retreating from risk, you will never have the open, honest and intimate relationships you've always wanted. You will never have the financial freedom you deserve. You will never get that extra weight off and have less stress. You will never have the spiritual connection you want with your God. You will never be completely happy and fulfilled. You will never start your own business or write the next great novel.

Which is more scary – risk, or the guarantee of never achieving anything extraordinary in your life?

As I have said many times in my life, "If not now, when?" If you are up for playing a bigger game in life, then take your first big risk now! Write down in the space provided below all of the things you've wanted to do, people you've wanted to meet, missions you've wanted to take, places you've wanted to travel to or businesses you've wanted to start. Take as much time as you need and get everything you can down on this page. No item is too small or ridiculous. Maybe it's to drive a race car around a track, volunteer with the Peace Corp, jump out of a perfectly good plane. Maybe it's to visit the Seven Wonders of the World, climb the highest mountain, start an orphanage, build a school or church in a third world country, or maybe it's to visit the site of where Jesus was born. Take some time and write out your dreams. What do the dreams stars outside your comfort zone represent for you?

To be clear, your HUGE goals and dreams will always be outside your comfort zone. If they weren't, you'd already have them. To achieve them, you need to consciously **choose** moment by moment, day by day, week by week, month by month and year by year to **embrace** risk and stretch your game. Probability and comfort won't win the game. Some say the size of the risk is in direct proportion to the size of the dream. In other words, the bigger the dream, the bigger the risks. That may be true, however I believe that your extraordinary life and everything you want in it, might also exist just outside your comfort zone. You may think its way out of your reach, for example, a big and profitable new client, being a multi-millionaire, having the largest team or network in your industry, being the next super model, starting your own church or dealing with Bill Gates on a business venture. However, it may just be a phone call, a meeting, a day, or one risk away.

Taking on and embracing risk does not have to be overwhelming. If you keep in mind that risk is just part of the process, then you can change your paradigm and start getting EXCITED again about taking risks. Playing life outside your comfort zone is a big game with big wins! Call forth the courage it takes to live an extraordinary life. GAME ON!

If you haven't already, go back to <http://www.TomHaupt.com> and buy your copy of my new book, ***Time-Out! Winning Strategies for Playing a Bigger Game in Life*** TODAY!

Here is what a few people have said about my book:

“To be a millionaire it takes a certain mindset, Tom will help you unlock your greatness with his strategies for success!” - **T. Harv Eker, author of #1 NY Times Bestseller *Secrets of the Millionaire Mind***

“Winning in business and in life is a matter of pursuing your own dreams, breaking through your own barriers, and living out your destiny. *Time-Out!* will give you practical steps to reach your own personal success.” - **Jim Stovall, author of *The Ultimate Gift***

"An insightful look at how to identify and replace limiting beliefs that hold you back from the success you are seeking." - **Randy Gage, author of *Prosperity Mind***

“Tom’s fresh perspective on identifying the eight most common self-limiting beliefs, will help you overcome any obstacle in your personal or professional life. *Time-Out!* is the perfect book to get you back on track!” - **Debbie Allen,**

International Business Speaker & Best Selling author of *Confessions of Shameless Self-Promoters*

"You need a Playbook to win this game called 'life'. This timely book puts you on the offense to go all the way!" - **Denis Waitley, author of *The Psychology of Winning***

"If you are in sales of any kind, read *Time-Out!* and apply Tom's proven experiential exercises to achieve new sales records!" - **Lou Cassara, author of *From Selling to Serving***

"To change your results in life, you need to understand the game you are playing. This transformational guidebook teaches you how to examine your actions, check in with the feelings behind them and discover the thought processes that drive both. Are you ready to design new, dynamic and effective plays? Read and be inspired by the powerful success stories of people who have dramatically changed their results by simply shifting their mindset. You can, too!" - **Josephine Gross, Ph.D., Editor in Chief, *Networking Times***

"*Time-Out!* is truly a 'seminar in a book'. It's your opportunity to take yourself on and break through your limiting beliefs. It's a must read for achieving your goals and dreams!" - **Chris Widener, author of *The Art of Influence***

"No nonsense – just solid, dependable strategies for success in sales." - **Eric Lofholm, Master Sales Trainer, Eric Lofholm Int'l, Inc**

"*Time-Out! Winning Strategies for Playing a Bigger Game in Life* is a great find and must read. It superbly achieves the goal of assisting the reader in creating a playbook to greater success, both for individuals and organizations. Every direct seller should read this book, as it combines a highly effective common-sense approach with frank guidance to enhance results in all areas of life." - **Nicki Keohohou CEO & Co-Founder Direct Selling Women's Alliance**

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