

Money or Excuses, But You Can't Have Both

By Scott Lamm

I have an old friend. No really; when I say I have an old friend, I mean an OLD friend! He is 95 years old.

This particular friend is worth several billion dollars and has a 5th grade education. Of course he is a bit slower than he used to be. His walk is a bit crooked, his responses are a bit delayed and his gin game is more deliberate. Still, with Father Time delivering the constant march time and space, this man is an endless fountain of insight into what it takes to reach new heights and accomplishments in big business. His insights are generally simple and straightforward; hitting dead center the mark of truth without fail.

One afternoon, while having a bowl of soup and playing a friendly game of gin rummy, I asked him what the difference was between those who make money and those who don't. His answer was instinctive and immediate. His head rose and his eyes sparkled with the look of certainty and congruence that only a life full of sure decisions and financial successes could bring and said, "People can make money or excuses but they can't make both."

This is an absolute truth. We have 2 very clear choices in our financial lives. We can either continue to move forward with personal dedication and responsibility for every step of the process, or we can move forward with our focus on others, and what they may or may not be doing to undo, sabotage or slow our efforts. I would respectfully submit that ALL good results lay down the first path.

Really, when you think about it, making money or an excuse is a choice all of us will make whether we mean to or not! It's kind of like legacies with our families and children; we are leaving one whether we mean to or not. I have found the truth of this simple "money or excuses" statement to be a reminder in my own life, whenever I temporarily stumble into the very human tendency to make excuses or place blame on other things and people, rather than myself.

Are You Making Money or Excuses?

You might find these simple questions to be a good self-test in determining which you have chosen.

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Am I focusing on others and what they have done to "hurt" my progress?

* When I think of accomplishing in business and with finances, is the first word that comes to my mind, "but"?

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Do I believe that my current situation will dictate my future?

If the answer to even one of these questions is yes, then I would encourage you to consider an open and honest self evaluation on this very important issue. To help you following your

evaluation, I have developed two very practical ideas that may help you get back on track after a temporary derailing into the world of excuses.

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Keep your focus in the forward tense -- moving forward, gathering your team and developing your goals and the step-by-step plans to reach them.

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When looking at the past, only allow yourself to sort out the lessons and, specifically, how they relate to your future decisions to be more personally productive.

In closing, we can all recount any number of people who have overcome incredible obstacles and situations to accomplish great things in their financial and business lives. When we delve deeper into each of these stories, we will --without fail -- find that the people who overcome, the people who succeed, the people who are victorious, the people who prevail, the people who finish with what they dreamed of are those who simply chose to make money rather than excuses. Nothing stood in their way. No one drug them down. They were not their situation; they saw where they were going to be and developed and worked their plan.

Scott Lamm is a 1989 graduate of the Robert Allen Challenge training. Since then he has bought and sold over \$36M of real estate and currently owns nearly 100 rentals. His current real estate holdings include single-family homes, commercial properties and apartment units. He recently completed and sold The Hampton's; a 72-acre, 387-lot residential subdivision; his current real estate projects include an apartment / dorm development near Boise State University, several dozen single-family rehabs and smaller in-fill development ventures.

Scott began speaking and training nationally in 1992 upon leaving his management job at upscale retailer Nordstrom. Scott is a featured speaker and trainer for The Robert Allen Institute. Scott is a distinguished member of Robert Allen's Millionaire Panel and regularly appears and speaks at Robert Allen and Mark Victor Hansen's Wealth Retreats and other National Events. He is a Multi-disciplined professional well versed in all aspects of Real Estate, Sales, Management, Mass Audience Communication, Financial Markets and both Internal and External Training Programs. He brings a vast wealth of knowledge and experience to bear in Relationship and Rapport Building, Overcoming Fears, Marketing, Teaching, Training and all aspects of Real Estate Investments and Financial and Securities Markets. His dynamic and unique style of teaching and training, filled with real life learning curves and experiences, is respected and enjoyed by all; beginners appreciate his simplicity and more experienced investors' value his sophistication. Scott has been married for 21 years; has 3 children and currently resides in Boise, Idaho.
