

## THE WAY THINGS WORK

### 1. THE LAW OF MOTION

*Things at rest tend to stay at rest. Things in motion tend to stay in motion.*

-First Law of Motion

Inertia is a powerful force for the status quo. It's probably kept you stuck at one time or another. Remember lazy summer days in the hammock, swinging back and forth? The longer you spent there, the harder it was to get moving again. It took extra effort to overcome your inertia, which Webster's defines as inactivity or sluggishness. Getting into action is the only way to overcome it and prove the law of motion which states simply that things at rest tend to stay at rest and things in motion tend to stay in motion. Once you are in motion, you will build momentum, just like a car rolling down hill. No matter what your objective, the more momentum you build, the faster you will go. One small action in the direction of your objective gets the process started.

**TO USE THIS LAW:** Break your goal into small action steps. Plan out an action schedule. Take your first action, however small, today!

**REALITY CHECK:** You'll know this law has been impacting on your results if you get a burst of energy after taking one very small action in the direction of your goal.

**EXERCISE:** Create a plan to immediately dissolve inertia and begin to build momentum.

1. What is your goal? Write it down in one sentence.

25 MUST-KNOW PRINCIPLES FOR MAKING DREAMS COME TRUE

2. What specific actions will move you in the direction of your goal? For example, if your goal is to change jobs, your action steps might be to define your ideal job, create a resume, research opportunities, network with friends and business associates, etc. Write down as many action steps as you can think of.
3. Create a 30-day timetable for taking the actions you identified. Start your timetable with the action(s) you will take today.

The Way Things Work

Copyright © 2001

Mariette Durack Edwards

ALL RIGHTS RESERVED

For ordering information contact

<mailto:mariette@bizcoachmde.com>

or log on to

<http://www.bizcoachmde.com>