SIX MINUTES TO SUCCESS

COME FROM THE HEART

BOB PROCTOR

Hello there and welcome to Six Minutes. You know, I was reading Price Pritchett's book today. Right at the back of the book he quotes the lyrics from "Come From the Heart." It's a song that Kathy Mattea sings—and it's so good. Just listen: "You've got to sing like you don't need the money; you've got to love like you'll never get hurt. You've got to dance like nobody's watching. It's got to come from the heart if you want it to work."

I am going to repeat that and I want you to ask yourself, "Am I approaching what I do every day from this perspective? Or am I holding back?" Listen again: "You've got to sing like you don't need the money; you've got to love like you'll never get hurt. You've got to dance like nobody's watching. It's got to come from the heart if you want it to work."

Now I want you to take four or five minutes and ask yourself, "Am I approaching what I do for a living—what I do to build my business—from that perspective?" I'm going to tell you something—that's the way I work at my business. I sing like I don't need the money. I love like I'll never get hurt. I dance like nobody's watching. I know it's got to come from my heart if I want it to work.

You've got to let it come from inside you, too. You've got to love what you are doing. Spend the next four or five minutes reviewing those lyric and ask yourself, "Am I doing this?" You will do yourself a favor.

This is Bob Proctor. Thank you.