

Discipline is remembering what you want.--David Campbell, founder, Saks Fifth Avenue The myth, which almost everyone believes, is that we "have" self-discipline. "But he has none." Not true. He has as much self-discipline as anyone else does, he just hasn't chosen to use it yet. Just as we all have as many Spanish words to draw upon as anyone else. It is true that the more often I choose to go to my little dictionary and use the words, the easier it gets to use Spanish. If I go enough times to the book, and practice enough words and phrases, it gets so easy to speak Spanish that it seems like it's part of my nature, like it's something I "have" inside me. Just like golf looks like it comes naturally to Tiger Woods. They don't buy the excuses, the apologies, the sad fatalism that most nonperformers skillfully sell to their managers. Whether it's "in" them. Whether their parents and guardians put it there. (Some think it's put there experientially; some think it's put there genetically. It's neither. It's never put "in" there at all. Like a dictionary.) Enlightened leaders get more out of their people because they know that each of their people already has everything it takes to be successful. If the person you lead truly understood that self-discipline is something one uses, not something one has, then that person could use it to accomplish virtually any goal he or she ever set. Self-discipline is the same. They worry about whether they've got what it takes. They just don't buy it. Steve Chandler & Scott Richardson (2005) It's something in us, like a genetic gift, that we either have or we don't. They could use it whenever they wanted, or leave it behind whenever they wanted. Instead, they worry. It's a tool that anyone can use. Like a hammer