

*Diane Armitage*

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# DECISION & 8 QUESTIONS

My Name

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Today's Date

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## DECISION

There is a single mental move you can make which, in a millisecond, will solve enormous problems for you. It has the potential to improve almost any personal or business situation you will ever encounter ... and it could literally propel you down the path to incredible success. We have a name for this magic mental activity ... it is called DECISION.

Decisions – or the lack of them – are responsible for the breaking or making of many a career. Individuals who have become very proficient at making decisions, without being influenced by the opinions of others, are the same people whose annual incomes fall into the six and seven figure category. However, it's not just your income that is affected by decisions – your whole *life* is dominated by this power. The health of your mind and body, the well-being of your family, your social life, the type of relationships you develop ... all are dependent upon your ability to make sound decisions.

You would think anything as important as decision making, when it has such far reaching power, would be taught in every school, but it is not. It is also absent from most of the corporate training and human resource programs available.

So, how is a person expected to develop this mental ability? Quite simply, you must do it on your own. It is not difficult to learn how to make wise decisions. Armed with the proper information, you can become a very effective decision-maker.

You can virtually eliminate conflict and confusion in your life by becoming proficient at making decisions. Decision-making brings order to your mind, and of course, this order is then reflected in your objective world ... your results.

The person who fails to develop his or her ability to make decisions is doomed because indecision sets up internal conflicts that can, without warning, escalate into all-out mental and emotional wars. Psychiatrists have a name to describe these internal wars – it is ambivalence ... opposite or warring feelings about the same objective.

It doesn't take a doctorate degree in psychiatry to understand that you are going to have difficulty in your life by permitting your mind to remain in an ambivalent state for any period of time. The person who does permit it to exist will become virtually incapable of any type of productive activity. It is obvious that anyone who finds themselves in such a mental state is not living; at best, they are merely existing. A decision or a series of decisions would change everything.

A very basic law of the universe is "create or disintegrate." Indecision causes disintegration. How often have you heard a person say, "I don't know what to do." How often have you heard yourself say, "What should I do?" Think about some of the indecisive feelings you and virtually everyone on this planet experience from time to time.

Love them – leave them.

Quit – stay.

Do it – don't do it.

Buy it – don't buy it.

Say it – don't say it.

Tell them – don't tell them.

Everyone, on occasion, has experienced these feelings of ambivalence. If it happens to you frequently, decide right now to stop it.

The cause of ambivalence is indecision, but

that's just a secondary cause. It is clear from decades of studying the behavior of people who have become very proficient at making decisions that they all have one thing in common: They have a very strong self-image, a high degree of self-esteem.

## Decision-makers are not afraid of making an error.

If and when they make an error in their decision, or fail at something, they have the ability to shrug it off. They learn from the experience, but they will never submit to the failure.

Every decision-maker was either fortunate enough to have been raised in an environment where decision-making was a part of their upbringing, or they developed the ability themselves at a later date. They are aware of something that everyone who hopes to live a full life must understand: Decision-making is something you cannot avoid.

This is the cardinal principle of decision-making – DECIDE RIGHT WHERE YOU ARE WITH WHATEVER YOU'VE GOT. This is precisely why most people never master this important aspect of life. They permit their resources to dictate if and when a decision will or can be made.

When John Kennedy asked Werner Von Braun what it would take to build a rocket that would carry a man to the moon and return him safely to earth, his answer was simple and direct – “The will to do it.”

President Kennedy never asked if it was possible. He never asked if they could afford it or any one of a thousand other questions, all of which would have ... at that time ... been valid questions.

President Kennedy made a decision – he decided the United States would put a man on the moon and return him safely to earth before

the end of the decade. The fact that it had never been done before in all the hundreds of thousands of years of human history was not even a consideration. He DECIDED where he was with what he had. The objective was accomplished in his mind the second he made the decision. It was only a matter of time, which is governed by natural law, before the goal was manifested in form for the whole world to see.

Once you **make the decision**  
**you will find all the people,**  
**resources and ideas you**  
**need** ... every time.

If that is the only benefit you receive from this particular message on decision-making, burn it into your mind. It will change your life.

**Whether you want to or not**  
**is the only consideration.**  
**Whatever you need** to achieve  
**your goal, you will attract.**

There are any number of people who will say that is absurd—you can't just decide to do something if you do not have the necessary resources.

That's fine if that's the way they choose to think. We see that as a very limiting way of thinking. In truth, it probably is not thinking at all ... it is very likely an opinion being expressed that was inherited from another older member of their family who did not think either.

Thinking is very important. Decision-makers are great thinkers.

Do you ever give much consideration to **your thoughts** ... how **they affect** the various aspects of **your life?**

Although this should be one of our most serious considerations, for many people it is not. Very few people make any attempt to control their thoughts because they don't know how important this exercise is.

Anyone who has made a study of the great thinkers, the great decision makers, the achievers of history, will know they very rarely agreed on anything when it came to the study of human life. However, there was one point on which they were in complete and unanimous agreement and that is:

**"We become what we think about."**

What do YOU think about? We all must realize that our thoughts ultimately control every decision we make. You are the sum total of your thoughts. By taking charge this very minute, you can guarantee yourself a good day. Refuse to let unhappy, negative people or circumstances affect you!

The greatest stumbling block you will encounter when making important decisions in your life is circumstance. We let circumstance get us off the hook when we should be giving it everything we've got.

More **dreams are shattered** and goals lost **because of circumstance** than any other single factor.

How often have you caught yourself saying, "I would like to do or have this but I can't because ..." Whatever follows "because" is the circumstance. Circumstances may cause a detour in your life but you should never permit them to stop you from making important decisions.

The next time you hear someone say they would like to vacation in Paris or purchase a particular automobile but they can't because they have no money, explain that they don't need the money until they make a decision to go to Paris or purchase the car. When the decision is made, they will figure out a way to get the amount needed. They always do.

Many misguided individuals try something once or twice and if they do not hit the bullseye, they feel they are a failure. Failing does not make anyone a failure, but quitting most certainly does and quitting is a decision. By following that form of reasoning, you would have to say when you make a decision to quit, you make a decision to fail.

Every day, you hear about an athlete signing a contract that will pay him a few million dollars a year. You should try to keep in mind ... whatever his or her sport of choice, that same player misses the ball, the goalpost, the goal or the net much more often than succeeding.

Everyone remembers Babe Ruth for the 714 home runs he hit, but they rarely mention that he struck out 1,330 times.

Charles F. Kettering said, "When you're inventing, if you flunk 999 times and succeed once, you're in."

That is true of just about any activity you can name, but the world will soon forget your failures in light of your achievements. Don't worry about failing, it will toughen you up and get you ready for your big win. Winning is a decision.

Many years ago Helen Keller was asked if she thought there was anything worse than being blind. She quickly replied that there was something much worse. She said, "The most pathetic person in the world is a person who has their sight but no vision." She was so right.

At 91, J.C. Penny was asked how his eyesight was. He replied that his sight was failing but his vision had never been better.

When people have no vision for a better way of life, they automatically shut themselves in a prison; they limit themselves to a life without hope. This frequently happens when a person has seriously tried on a number of occasions to win, only to meet with failure time after time. Repeated failures can damage a person's self-image and cause him or her to lose sight of his or her own innate potential. These people, therefore, make a decision to give up and resign themselves to their fate.

Take the first step in predicting your own prosperous future. Build a mental picture of exactly how you would like to live. Make a firm decision to hold on to that vision. You will find that everything will begin to flow into your mind.

Many people get a beautiful vision of how they would like to live but because they cannot see how they are going to make it all happen, they let the vision go. If they knew how they were going to get it or do it, they would have a plan not a vision. There is no inspiration in a plan but there sure is in a vision!

When you get the **vision**,  
freeze frame it with a **decision**  
and **don't worry about how**  
you will do it **or** where the  
**resources** will come from.

Charge your decision with enthusiasm ... that is important. Refuse to worry about how it will happen.

### Advanced Decision-Making

We make advanced bookings when we fly somewhere. We make advanced reservations to eliminate any confusion or problems when the time arrives for the journey. We do the same with renting a car, for the same reason.

Think of the problems you will eliminate by making many of the decisions you must make well in advance. Here's an excellent example: Take a person who is on a diet to release weight. Their decisions are made in advance. If they are offered a big slice of chocolate cake, they don't have to say, "Gee, that looks good, I wonder if I should." The decision is made in advance and, when well tempered with discipline, will lead to the desired results.

Do not participate in discussions of why something cannot be done. The only compensation you will ever receive for participating in or giving energy to that type of discussion is something you do not want. It is amazing to see the number of seemingly intelligent people who persist in dragging you into these negative brainstorming sessions. In one breath these people tell you they seriously want to accomplish a particular objective. And, in the next breath, they begin talking about why they can't. Think of how much more of life they would enjoy by making a decision that they will no longer participate in that type of negative energy.

The humanistic psychologist, Dr. Abraham Maslow who devoted his life to studying self actualized people, stated very clearly that we should follow our inner guide and not be swayed by the opinion of others or outside circumstances. Maslow's research showed that the decision-makers in life had a number of



things in common. Most importantly, they did work they felt was worthwhile and important. They found work a pleasure, and there was little distinction between work and play.

Dr. Maslow said that to be self-actualized you must not only be doing work you consider to be important, you must do it well and enjoy it. He noted that these superior performers had values, those qualities in their personalities they considered to be worthwhile and important. Their values were not imposed by society, parents or other people in their lives. They made their own decisions. Like their work, they chose and developed their values themselves.

Your life is important and, at its best, life is short. You have the potential to do anything you choose, and to do it well. But, you must make decisions and when the time for a decision arrives, you must **MAKE YOUR DECISION WHERE YOU ARE WITH WHAT YOU'VE GOT.**

I'm going to leave you with the words of two great decision makers, William James and Thomas Edison. William James suggested that,

compared to what we ought to be, we are making use of only a small part of our physical and mental resources. We possess powers of various sorts that we habitually fail to use.

**"If we all did the things **we are capable** of doing, we would literally astound ourselves."**

Thomas Edison

By making a simple decision, the greatest minds of the past are available to you. You can literally learn how to turn your wildest dreams into reality.

Put this valuable information to use and recognize the greatness that exists within you. You have limitless resources of potential and ability waiting to be developed. Start today – there's never any time better than the present. Be all that you are capable of being!

**Indecision** causes **disintegration.**

**Aren't You Ready for an Extraordinary Life?**

**Book a Free, One-on-One Strategy Session with  
Diane Armitage at: [ChatWithDiane.com](http://ChatWithDiane.com)**



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## 8 QUESTIONS

**1.** How frequently would you take a vacation if money wasn't a determining factor?

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**3.** What improvements would you like to see take place in your life over the next two years?

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**4.** Describe a recurring concern or problem that you would like to eliminate.

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**5.** How much would you have to earn to eliminate all financial concerns in your life?

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**6.** How would you spend your day, every day, if you could truly do what you love to do?

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**7.** What kind of a contribution do you dream of making to society?

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**8.** If we could show you how to accomplish one or more of the above objectives, would you dedicate a specific period of time each day to make the changes necessary to accomplish the success you seek? How much time would you be prepared to dedicate to this solution?

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