

Dave Kelly's Gonzo Motivation Newsletter
A Monthly Newsletter to Help You Motivate Yourself and Others
Edition 19

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We are at that time of year when we look both backwards and forward. Backwards at the year that was and forward to the year that will be. I was blessed with an explosion in my speaking career this year and got to see a lot of the United States: eight trips to Texas, five to New York, three each to Wisconsin and Indiana, a couple to Connecticut, and single visits to Colorado, North Carolina, Arkansas, Michigan, North Dakota, West Virginia, Ohio, Maryland, Tennessee, Florida, and various trips around Georgia. I was named as a finalist for the 2006 APCA Campus Speaker of the Year Award and I published my first book. Best of all, I got to meet and work with incredible people at each of my engagements and reconnected with many of my friends.

I look forward to an even busier 2007 and many more opportunities to share the excitement of pursuing and fulfilling goals and dreams. And 12 more editions of “*Dave Kelly's Gonzo Motivation Newsletter*”! But before I start on those, here is the final edition of 2006...

This month's motivation tip: *Overnight successes rarely are*

“Instant gratification takes too long”.

That line was spoken by Meryl Streep in the movie “Postcards from the Edge” (1990) and it pretty well sums up how most people pursue their dreams. It usually starts with an initial burst of excitement and energy, followed by some obstacles and challenges, and concludes with a “what was I thinking” attitude. We want what we want and we want it now! And if we can't have it that quickly, “Oh well, I never achieve anything anyway.”

I was speaking with one of my “biggest fans”, Bill, after church one day and we found ourselves comparing notes on our careers. He has had the opportunity to follow my speaking career in these newsletters and in our conversations, but he shared with me about how he was experiencing some success after about 18 months in the commercial real estate business. He doesn't do all commercial real estate. His niche is golf courses and hooking up sellers with those who want to buy. It is a business that you do not just waltz into and become an overnight success. There has been a learning curve for Bill and he has had to be persistent. There have been disappointments and frustrations, but there has also been joy and victories.

I asked Bill what has kept him going through his first closing to now, having several deals on his plate. He offered three thoughts:

- 1) Hang in there
- 2) Be patient
- 3) Learn from good people and success, at some level, will come

“Anything worth having is worth working for” and “the journey is its own reward.” Those old adages are hard to swallow when you have a car payment to make and your only options for dinner are rice and beans or beans and rice. But as Bill pointed out to me, he hung in through those early challenging times and now his learning curve is becoming much easier—he is progressing so fast that the sustained success he has been hoping for in his career is in sight.

Instead of making resolutions on New Year’s Eve this weekend, make a commitment to pursue your dreams and goals in a real way in 2007. And hang in there; success is coming!

“He knows what he’s doing. I promise you!” *Schaeffer C., Orientation Chairperson/SGA Vice-President, St. Joseph’s College—Brooklyn (on my Orientation Leaders Workshop)*

Preparing for New Student Orientation/First Year Experience at your college or university? I can help! I have programs to train your Orientation Leaders that will get them ready to teach your new students the way around campus and provide for an on-going mentor experience. Also consider bringing me into your orientations to fire your new students up, teach them “Super Study Skills for Super Busy Students”, “How To Make The Most of Your 24/7”, and other student success programs. For more information, please visit my web site at <http://www.gonzospeaks.com>, call me toll-free at 1-866-552-6592 or email me at davekelly@gonzospeaks.com.

Do you have friends who need some motivation in their lives? Please forward this newsletter to them. Did you get this newsletter forwarded to you and want to subscribe on your own? Call or email me or visit my website and sign up for the newsletter at the “Contact” tab.

Where I am going to be...*January 2-4, National Student Life Summit, Las Vegas, NV; January 12-14, Circle K Y’All Conference, Jekyll Island, GA; January 27, IUPU-Indianapolis, Indianapolis, IN; February 9-11, Key Leader Facilitator Annual Conference, Hampton, GA; February 16-18, Georgia Circle K District Convention, Peachtree City, GA; February 23, The Leadership Consortium of North Texas Colleges and Universities hosted by Eastfield College, Mesquite, TX; February 24, University of West Georgia, Carrollton, GA...*

Contact me for other dates or click on this link to the speaking schedule on my web site <http://www.gonzospeaks.com/schedule/month.php>. I have many other dates on hold pending final decisions by my clients, so please call or email to double check availability.

Want to see your story in a future newsletter? Email me about how you have been motivated (whether by me or someone else) to overcome obstacles, achieve goals, or surpass the expectations of others—especially those who may have underestimated you.

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That’s it for this issue. Watch your email box for another edition next month!

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