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## To Be or Not to Be? The Answer is in The Becoming!

I'm sitting on a plane waiting to take the return flight home to Charlotte when I can't help but be drawn to a conversation behind me between a little girl and what must be her mother...

**"I WANT TO BE...A Pilot!"**

The little girl announces loudly.

"I want to BE...a Rock Star!

I want to BE...an Artist!"

As she continues with her list of "I want to BEs," the woman tells the little girl, *"You can BE anything you want to BE, but it will take lots of schooling, lots of practice and hard work, and ..."*

True enough.

And good advice.

Here's the rest of the story.

The reality of this exchange is in instruction that not only requires understanding for children, but for adults as well. Before we can "BE" anything, we must commit to BECOMING!

**Being** is what many people say they want or wish for.

"I wish I could be..."

Why can't you?

How could you?

Shakespeare's question is one most all of us have heard, "To be or not to be..."

Better question,

***"What am I prepared to commit to in BECOMING whatever it is I want to be?"***

Being is great.

Becoming is the process that takes us there.

Fact is, most people won't do what it takes to BE GREAT.

Even when they know what it is. It's the becoming or the process of arriving that seems so difficult or unimaginable. It's really not much different than believing that one day you will graduate, or be married, or be a parent, it's all part of the journey.

And we have the power to choose, by and large, what we become.

I just had coffee with a friend who, after almost 20 years of being something in the same position, decided to become something else. An entrepreneur. With a very focused and specific vision of what he wants to BE. And he is performing a variety of tasks and taking on more jobs and aspiring to management positions that will take him there.

Very cool.

Becoming adds fire to your fuel.

It adds passion to your life.

It causes you to think and act differently.

It is the law of inertia that propels you in a certain direction even though there are many unknowns along the way.

It is the commitment to BECOMING that will one day allow you to BE.

What are you becoming?

And what is it you'd like to BE one day?

It is never too late to BE what you might have BECOME.

Why not start today?

*To Your Uncommon Success,*

*Michael*

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## **BOOKS: What Michael's Reading**

**"Personal Brilliance" by Jim Canterucci**

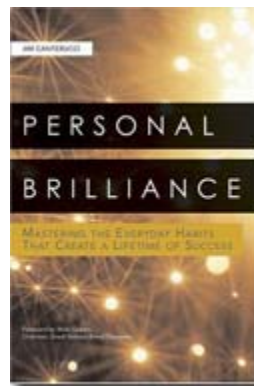
A BRILLIANT BOOK on personal development!

Personal Development is PERSONAL.

Jim Canterucci's new book is personal...and brilliant!

The book is not about creativity, although as Jim states, it is a pre-requisite for personal brilliance. This book is about personal innovation - the practical application of turning creativity into something that has an impact.

Jim takes you through 4 key areas that you can improve to develop your personal innovation (brilliance). Awareness, Curiosity, Focus and Initiative. Jim's examples of each are powerful and to the point.



[Click here](#) to purchase this book at Amazon.com.

## To Your Uncommon Success

- Michael

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### Question:

*Michael,*

*I sell Toyotas for (a new car dealership). I read your article in Auto Success magazine. I am a 19 year old kid who was given the chance to have a great career in auto industry. I have been finding it a bit challenging sometimes because of my age. But I'm not giving up. Your article has inspired me to become the best I can be. I have a goal of being in the Toyota Today magazine by the time I am 20. I am also trying to acquire your short list of things I can do to be "uncommon" or anything that you think might help me. Thanks for all you do.*

*Jason in Walla Walla, Washington.*

*Jason, Good for you! The profession of selling can be a great career path. The bad news is that most salespeople are almost as bad as the perception of them. But for the small group who go to work on themselves, on personal development, and increase their value in the marketplace...selling will reward them (and you) handsomely.*

*Here's your list...*

*I'm giving you a special link where you can download 2 of my E books. I'm also going to challenge you to invest in yourself...in books and tapes. Paying the bills will always be required, but investing a portion of all you earn back into your business (YOU) will bring you big returns.*

*To Your Uncommon Success,*

*Michael*

If you have a question for Michael, [contact us](#). The question we choose for each issue receives a FREE LIVE CD of Michael speaking on The 10 Commitments!