

The Power of Celebration

“Put yourself in a state of mind where you say to yourself, ‘Here is an opportunity for you to celebrate like never before, my own power, my own ability to get myself to do whatever is necessary.’”

Anthony Robbins

We need to spike the football!

I follow the NFL and watch games every week, especially if the Atlanta Falcons are playing and most of the time when someone scores, they spike the football and do a celebration dance. To be honest, I don’t appreciate the dance, because it is more “look at me, I’m great.” It’s showboating.

But when you are performing in the workplace, there needs to be more of it. Not showboating, but celebrating. It does increase your success level to celebrate your successes and help others to celebrate theirs.

Think about it — how often have you felt under-appreciated because it seems that others have not appreciate and acknowledged your achievements? But you know what’s even worse? You not acknowledging nor celebrating your achievements. Or the achievements of your team members. Or the achievements of your clients. Or the achievements of your family.

Why Celebrate?

You should celebrate the achievements of yourself and others because it does re-energize and it does acknowledge success. The danger of not acknowledging success on a regular basis is that you forget the value you deliver.

“The more you praise and celebrate your life, the more there is to celebrate.”

— Oprah Winfrey

***“Celebrate
what you want
to see more
of.”***

— Tom Peters

What Can Be Rewarded?

For You

There are so many ways to reward success. For instance, you might qualify for the company's sales convention. I have had clients that qualifies for the conventions of multiple companies. That's a great motivator and reward for having an outstanding sales year. Some producers award themselves a trip to the MDRT if they qualify.

One thing I have learned is that a more frequent goal and reward can be even more effective. For instance, set a short term goal to meet by the end of the first quarter and define the reward at the beginning of the year for achieving it. Set short term goals throughout the year with the reward defined. The reward doesn't have to be great. Maybe a dinner with the spouse at a nice restaurant or a weekend at the beach or mountains. Maybe you want to new car or a boat. Define the goal, go for it, and reward yourself for success.

Did you ever give yourself a certificate for doing a great job for a client?

For Your Team

Don't allow your team members to miss out on the appreciation and acknowledgement of a job well done:

- a certificate
- a pat on the back or a thank you
- a gift card
- recognition at the weekly staff meeting

There are so many ways and they make a difference. Don't pass on the opportunity.

For Your Clients

Many advisors have client appreciation events or send cards, etc. How about a certificate for the client celebrating the 10th anniversary as a client? Something hardly ever recognized, but greatly appreciated.

For the Family

While you are recognizing, celebrating, and acknowledging, don't forget your family. They are your chief supporters and they share your pain and your success.

Acknowledge their successes:

- certificates for best cook
- certificates for best trash taker-outer
- certificates for best lawn cutter

They play so many roles.

What a difference recognition and celebration can make--especially for your.
Use it as a valuable tool for your success!

Remember, you are great!

*“Celebrate
your success
and stand
strong when
adversity hits;
for when the
storm clouds
come in, the
eagles soar
while the small
birds take
cover.”*

— *Unknown*