

01 Build a Fire Pit

CHAPTER 1

SHOW UP

“
The world is
run by those
who show up.

– Ron Nehring

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I've coached in business and sports for many years and this is a statement that I repeat often. This is lesson one, action one, on any journey. Show up.

You only need these two words to make a change. If you want to start working out, go to the gym, walk through the front door and show up. If you start a new job and have no idea what is ahead of you, put on your big person pants and show up. If you are avoiding some sort of conflict, go face it and show up. So many of us struggle with this simple concept whether it be because of fear, lack of confidence, self-doubt, or something else. Don't let these get in the way. Show up.

In my first job in sales, I took on a role I had no business taking on. I had a limited amount of knowledge of the particular market I was hired to work in, but I took the job because it was the first opportunity to go out and sell. I had a feeling it was going to be worth the risk. On my first sales call, I met the customer with loads of enthusiasm and energy. This guy had seen a bunch of newbies like myself and was ready for the worst, but he was kind and took my appointment. In my role, I needed to know how to read a blueprint. I didn't have that skill. This potential customer took me to the back of his business and asked me to do a "take off." I didn't have any clue what that meant. As I stared at the papers laid out before me, he quickly realized I didn't have any idea what I was doing. He politely, but with a voice full of irritation, asked me if I knew what to do. I was embarrassed and felt small. With all the courage I had, I said "not a clue." This low moment ended up being a key building block for my career. He sighed, then said, "okay I'll teach you," and started to explain some of the basics. Luckily, I picked it up pretty quickly. After that visit, I went right back to my office and asked anyone that would listen for help. Within a year, that first customer became my largest customer. All because I showed up and asked for help.

If you find yourself in a time of uncertainty, show up. Go where you need to go. Walk through the door. It will seldom if ever be perfect, but it will be an advancement. You can read a thousand self-help books and listen to a bunch of motivational speeches and every one will likely mention taking some sort of action. Many of these books spend a lot of time going around and around about what action to take, but I can simplify it for you for the most important step... show up.