

# Those Who Dream By Day

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Lawrence of Arabia said those who **“dream by night in the dusty recesses of their minds, wake in the day to find that it was vanity: but the dreamers of the day are dangerous men, for they may act on their dreams with open eyes, to make them possible.”**

The future lies within our grasp if we are willing to make plans -- written, detailed plans -- on how to reach it.

What do plans consist of? Goals. What are the goals? Dreams -- with dollar signs and calendar dates. Dreams are nothing but wishes. They are ephemeral, they disappear. They only become goals when we determine how much they will cost *when* we achieve them, and whether we will pay the cost to reach them. Notice, I didn't write "hope" to achieve them, but rather "when."



When you make a commitment to achieve a goal, you don't just make it to yourself, but you make it to those around you: your spouse, your children, your friends, your employers, and colleagues. To achieve your goals, do what Alexander the Great used to do: place your army with their backs to a sheer cliff, giving yourself no choice but to move forward.

I wear a band around my wrist that reads, "because I said I would," which serves as a reminder that when I commit to doing something, there can be no retreat. (For an inspirational look at the power of a promise, look for Alex Sheen's website at <https://becauseisaidiwould.com/>.)

My father used to read us the "The Cremation of Sam McGee" by Robert Service, which has the line "A Promise Made is a Debt Unpaid." I use this line not only with promises I make to others but for those I make to myself as well.

So don't set goals you don't intend to keep, because then you're just dreaming.