

“Great works are performed not by strength but by perseverance.” Samuel Johnson

How do you know what success looks like, if you don't set a goal, or create a definition of said success? Recently a friend of mine told me they wanted to lose weight before Christmas, specifically it was to lose 42 lbs. (“the number has been changed to protect the innocent”) My first reaction was “that is a lot weight in three months.” The reality is they have defined what success is to them. Difficult or easy, they will know on December 24<sup>th</sup> if they have or have not lost 42 lbs. Had their goal just been to lose weight, well any number would technically be a success, however losing 5lbs let's say may not really make a difference in their life. “I lost weight, I don't feel any better, so was it a success or not?” -that depends on the individual, but likely no, they did not have a define goal and now they don't have a defined result or feeling.

Now let's say the 42-lb. goal is in place and they manage to lose 38 prior to Christmas. Failure or success? That again depends on the person and their outlook. One could say well I worked hard and still did get what I want, so nice try but where's the Christmas Pie. Or with that vision of success at 42 lbs. lost in mind, they think – hey I came close, and if I give myself one more week I know I can start the new year at the weight I had viewed as success.

Define your expectations and make them attainable, perhaps by breaking them down to smaller blocks which build to your overall vision of success. Rome was not built in a day, and retirement accounts don't grow in a day either. The work to build a successful legacy takes place one day at a time, however it takes the vision of what you want that legacy to be in order to understand if you are really heading there; otherwise you are just fooling yourself by remodeling the same room, and not actually building anything new.

Enjoy the attached market update, share with family and friends, and take a moment to envision your future legacy- are taking at least one step in that direction this week?