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## ***Come to your Senses for a Lesson in Success!***

We all remember learning about the five senses; sight, hearing, taste, touch & smell, and we know what they allow us to do physically. But think about it and you can see how these things relate to some very important lessons for success. Take sight for instance, the ability to see. It's important to see and observe what is going on around you. Watch and observe the actions of people you admire and learn from them. Be observant and see the need for your help or attention and be willing to give it without being asked. Set your sights on your goals and stay focused. Envision your success & it will happen.

Hearing is the ability to listen. It's one thing to hear but active listening is required to fully understand what is being communicated. Request clarification to be sure you understand. Listen to those who offer advice and feedback. Listen for opportunities to improve and never stop learning.

Touch is the ability to feel. Allow yourself to feel great when good things happen! Conversely it's okay to feel bad when things go wrong, but don't get caught up in a funk over failure. Learn from it and quickly move forward. Allow yourself to feel compassion for others and always be aware of the feelings of other people and treat them as you would like to be treated. Your attitude touches others and it's contagious!

Taste – of course when you think of taste the mouth comes to mind. We use our mouths to communicate the most. The ability to verbally communicate effectively is critical to achieve success. We verbally communicate good news, ideas, feedback, policies, directions, requirements, gratitude, and to ask questions among other things. If you're not careful, though, you can do a lot of damage with your mouth. Make a point to learn all the facts before speaking. Choose words carefully before saying them so as to maintain the self-esteem of others and communicate most effectively. Always be respectful and tasteful in your verbal communication. The most important thing to remember about using your mouth to communicate is to use the other senses first...listen, observe, make sure you understand and consider the feelings of others before you open your mouth because once you do, you can't take it back!

Aside from the obvious (make sure you're clean and don't wear too much perfume), The most important lesson we can learn from the sense of smell as it pertains to careers, businesses, families...is that life is busy (way too busy), and as you grow in whatever position you choose, the more successful you become, the busier you will become. So be careful not to let the busy-ness of business consume you. Enjoy the people in your life, take time for yourself, never stop doing the things you love and always take the opportunity to stop and *smell* the roses!

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