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Devotionals Designed to Empower and Grow Our Spirits

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Each One! Bless One!

You Make a Difference!

THIS IS A WORKING PREVIEW OF CHAPTER FOUR OF
DR. AC BROWN'S:

"BE GREAT IN SALES: MAKE A FORTUNE" (PART TWO)

Chapter 4

Overcome Your Obstacles

(CONTINUED)

Johnny Langston

You can overcome any obstacle in your life if you: 1) accept an obstacle for what it is—an obstacle—do not be in denial. 2) plan on how to overcome your obstacle—getting advice or counsel is not a bad idea, and 3) meet your obstacle

head-on, go through it, go around it, or jump over it. You cannot overcome your obstacle by avoiding it. You will have to deal with obstacles in one form or another—it may be financial, emotional, physical or mental—but there is an obstacle with your name on it.

Let me introduce you to my contractor Johnny Langston. If you do not understand anything I have said, please understand this one thing. This Caucasian brother Johnny Langston built thousands of homes for me. He developed subdivisions. We built the Brown Construction Company office building directly across the street, in front of A & T College which is a university now.

I used to drive up to the Brown Construction Company every morning, looking over at A & T College waving my “C” and “D” transcript – all the while I was making hundreds of thousands of dollars! If I can do it this way, you can too! Do not allow your personal failures to hinder your progress. Do not allow your issues to get in your way.

I had to encourage myself. When no one out there encourages you, know this: you must depend on yourself for encouragement. You’ve got to encourage yourself, when no one else will.

Like I said, Johnny, this Caucasian brother built thousands of homes for me. He was running four crews. But Johnny Langston and I had to come together in love and truth, seven days a week. You have to let go of those old prejudices. You have to look past race, economics, color, ethnicity, sexual preference, gender, age, disability or the lack thereof and see everything and everyone as an opportunity for them to benefit from what you have to offer.

That's the way you get "big time," by coming together. This is what took place.

I was at my peak as a builder. One of my competitors filed a complaint against me. And this was the complaint: "You are building out of your price range." My license only covered me to build homes up to \$80,000 in value. A client who was a doctor persuaded me to build a home that cost \$300,000. I had gotten the home halfway finished; here comes the state department from Raleigh, North Carolina putting a big condemned sign on the home: "*Cease All Construction.*"

When you are climbing that ladder to your personal success, obstacles and hurdles are guaranteed to come your way. It is how you handle these delays which matter the most to you. Be positive in your approach to your obstacles. Learn to overcome your obstacle, realizing that an obstacle is only a stumbling block which you step on or over to get to your prize. No pain, no gain—remember. See your obstacles as opportunities.

Your competitors may become angry, jealous, or bitter towards you because of your success or your potential success. Stay focused on your goals and be determined to reach them. Keep your head up as you climb your ladder to your personal success so you can see anything else negative which may fall your way. And be mindful of those below you who may attempt to bring you down—but your main focus is your sales goals, your customers' benefits, and referrals.

AC Brown who didn't do anything in math at A & T College now has a challenge. Now he's got to go to Raleigh, North Carolina and take a math test of 125 math problems – nothing but estimating lumber materials. Now here is a real challenge for me. I had to stay focused on my goals. I had to do what was necessary to attain my goals. I dreamed about being that big time developer and here was my opportunity to move up to the next level in the home building business.

I was determined to pass this test. I was not going to allow this test to hold me back nor turn me around. Suppose you and I would approach each and every situation in our lives with the determination that we were going to win. Create the discipline you need during tough times by practicing that type of discipline in good times. How can I do this you may ask?

Practice positive expectations. Practice perseverance. Change your expectations. Practice focusing and spending time working on and working your goals. Practice not only talking the talk of success, but live the life style of the successful by practicing successful personality traits. Put your heart into what you are doing. Put your nose to the grindstone. Press your foot down on the accelerator and get moving in your sales. The success of so many people lies dormant within them. Unlock your potential.

In my heart, I knew that if both Johnny and I took the test, one of us would pass it. I was to study at night when I got off work with Johnny. We had two weeks to get ready. I learned more about Johnny Langston in those two weeks than I had known for a period of twelve years. We studied at his home. Johnny would

put on a pot of coffee and we would sit there until 1 or 2 am in the morning. Oh, I knew we had the exam in the bag because Johnny Langston could figure building materials so close he could put the leftovers in the trunk of his automobile. But I didn't know about AC Brown. That Monday morning we headed to Raleigh, North Carolina. When Johnny started taking his examination, he received a telephone call from home. His wife had passed.

(END OF PART TWO)

Dr. AC Brown says,

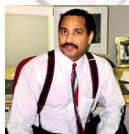
"You God to Believe It From the Top of Your Head to the Bottom of Your Feet!"
THE WORD OF GOD CAN DO ANYTHING BUT YOU HAVE TO BELIEVE IT!



Dr. AC Brown

(770) 498-7927 (From 7-9 pm only)

"LEARN HOW TO DO SOMETHING ELSE
WHILE YOU GOT THAT GOOD JOB."



Bro. James Anthony Allen

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