

## **Five Secrets to Overcome Obstacles to Success**

These days we are constantly bombarded with negativity in the media and in many of our day-to-day interactions. The Federal Reserve keeps talking about the need to continue raising interest rates, inflation continues to run higher than preferred and your 401k is still probably worth less than it was a few years ago. It would be easy to think that your financial and life goals are harder to meet these days and may even be out of reach in some cases. So, what do you do when the possibility of missing goals or even failure confronts you? Here are five ways to deal with these concerns and to create new, even bigger success in your life.

### **Remove the head trash.**

One of the greatest tools you have for overcoming potential hurdles to achieve your goals is within you. It is the power of active thought. Controlling what you think and how you think. Your ability to remove negative thoughts and replace them with positive thoughts that lead to taking the actions you need is a great gift. Your mind is capable of solving any challenge you give it. Your thoughts and your willpower reside in your mind. You can program it like a computer to do, think and react however you want it to.

Most people do not use the mind in such an active way and, instead, let their thoughts control them thus creating the head trash that tells them they are going to miss their goals and keeps them from taking action to change. You may hear negative news on the economy or the markets that makes you start questioning your commitment to your current plans. Or, maybe you hear some “expert” talking doom. Maybe you have not been as disciplined on your saving or spending goals. When you start to feel that you may fail, you must remove the negative voice from your head and replace it with positive affirmations about what you can and will do to change the situation. That may mean making a major change to the way you approach your goals, or it may mean staying the course, listening to your trusted advisors and moving forward; knowing which is most appropriate could mean the difference between success and failure.

### **Change your perspective on the relationship of failure to success.**

Most people operate from the belief that failure or setbacks must be avoided at all costs, and they must do everything necessary to keep setbacks, or losses, as far away as possible. The problem is that if you fear setbacks, you have a very low tolerance for risk, and this can hurt your chances of long-term success. Sometimes it is hard to have a really low tolerance for risk and still meet your goals.

Instead, change your mindset on what these setbacks mean and how to use it to leverage your success. Every successful investor has dealt with setbacks at some point along their journey. It is a fact of life. The question is not whether you will some day face setbacks, but what you will do when it happens. The easy way out is to tell yourself you can't handle the volatility and let your head trash get in the way of making sound decisions. The correct response may be to learn from it and keep moving forward.

### **Re-visit, refine and re-work your objectives.**

This is the perfect time to pull out your long-term goals and make sure you have not deviated from the path to get you there. Should you encounter a problem along the way, decide on a plan of action, don't deviate from your destination. Re-visit the current objectives you are working on and decide if there

should be some adjustments to your plan. Don't abandon your long-term goals, just make adjustments to reflect the current realities or changes that have occurred in your situation.

**Use courage to build mental toughness.**

It may sound easy to remove negative thinking, to look at success as a stepping-stone and adjust your plan to meet the new realities. But what will be the fuel that causes all this to happen? Courage! You must be willing to build the courage and self-confidence that you need to stay the course when appropriate, make changes when necessary or re-think your objectives when circumstances have changed.

Courage requires you to look fear in the eye and take the action you need to anyway, even if that means not making any changes. When fear creeps up because of the news cycle, changes in the economy or market volatility, you need to have the courage to not overreact or take unnecessary steps, or to take appropriate action after careful consideration and consultation with your advisors.

**Seek advice and counsel from trusted advisors.**

I've never been able to understand why people are afraid to raise their hand and ask for help when they really need it. A very important step to success is knowing when it is time to ask for help and seek guidance. Seeking counsel from your advisor is a sign of strength. Having the courage to ask questions, listen to the advice offered and proceed on a path toward your goals is essential to overcoming the obstacles that may get in the way of your success. It is the very things that we think we know that keep us from learning what we should know.

Your advisor should be your trusted counsel to keep you on the path to achieving your goals. They should also be the ones to tell you when you have strayed from the plan and might be putting your goals at risk. There may be times you do not like what they tell you, but you need the strength and courage to listen and act accordingly to stay on a true path to success.

Follow these five steps and you will be better prepared to deal with any setbacks you may be facing today or in the future. Success is a journey and not a destination. The better prepared you are for the journey the smoother it will be.

To your Success!

Written by: Dennis Kelley, Managing Partner

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