

Overcoming Adversity in Business

I discuss personal relationships in my presentations and in my life coaching practice. About a month ago, a client called me feeling elated. She said, "Scott, I am so excited. I just broke up with my boyfriend and I'm moving on!"

I suggested that we schedule a session to make sure she had resolved her relationship issues.

"Thanks, Scott, but that's not necessary. It's over," she said.

Two weeks later, she started dating another man and, two weeks after that, she called me again. "Scott, what's going on? This guy was totally different than my ex-boyfriend, but the same old crap is happening!"

My diagnosis: She did not resolve the issues from the last relationship. Even if the other person was responsible for 90 percent of the problem, she did not resolve her own 10 percent. This happens all too frequently in our professional and our personal lives.

Feel Your Feelings

The first lesson in overcoming adversity in business is to feel your feelings. Whether you lost a client or didn't book a speaking gig, emotions are attached to these setbacks. You must allow yourself to feel those feelings. Go outside and scream at the sky, punch a punching bag, talk to someone who will act as your sounding board (and not give you any advice), or express your feelings on paper. By feeling your feelings, you release natural energies and free yourself to move into a more focused state.



Own Your Challenges

The second lesson is to own your challenges. Often, we want to play the blame game when obstacles arise. "If it weren't for this person, I would have ..." or "So-and-so is responsible for me not getting ..."

This sounds like the client who blamed her boyfriends for relationship problems. You must take responsibility for your role in everything, knowing full well that it is not just you, but that you also have absolutely no control over other people. That is tough for some people to swallow because we so desperately want to play that blame game and try to change other people. We can only change ourselves.

There Is No Failure—Only Feedback!

The third lesson is that whatever challenge or obstacle you face, you can

take away a powerful message and a transformational lesson from that experience. Sometimes that message is readily available and, once processed and digested, you can move on. However, there are times when the lesson will come later. Wait for it because it's there. When you uncover it, your life will change.



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