



Going the Extra Mile will Get You Even Farther

By Jack Canfield

Are you someone who consistently goes the extra mile and routinely over delivers on your promises?

It's rare these days, but it's the hallmark of high achievers who know that exceeding expectations helps you stand above the crowd. Almost by force of habit, successful people simply do more.

As a result, they experience not only greater financial rewards for their extra efforts but also a personal transformation, becoming more self-confident, more self-reliant, and more influential with those around them.

These high achievers stand out from the crowd because of their **extra efforts**. They are unwilling to give up, **even in the face of difficult times**.

They get the promotions, they get the loyal customers, they grow their businesses twice as fast, they get financial rewards, job security, and they go home feeling satisfied.

Do you exceed expectations?

Do you surprise people with more than they were expecting from you?

Do you have the opportunity - but also the personal initiative - to go the extra mile?

To be successful you must change your thinking. You can only win by making extra efforts. People who go the extra mile always get payback. You will discover yourself becoming more self-confident, more self-reliant and more influential with those around you.

People notice the **special services** and all the **small touches** that make dealing with you so pleasurable. And when they are talking to their friends they will mention you and recommend you **because you are the one who stands out**.

People will see that you pay attention to detail, that you consider all the small things that really make a business successful, that you care about your image, and that you belong with all the other people who work hard to achieve. You will attract new business and new opportunities.

Listen to any success story and you will hear of someone who worked exceptionally hard to get what they wanted.

You'll hear how they put in the extra time, did what wasn't part of their job description, and over-delivered on what was asked of them. You'll hear how they stuck at it until they broke through, and usually you'll hear how it only took them a couple of years to do it.

What have you been doing for the past couple of years? Think of what you could accomplish if you made it a habit to exceed everyone's expectations. Image what doors could be open to you if you decided to be of better service and value.

How are you willing to go the extra mile? What kind of extra service are you willing to provide in order to stand out from the rest? What areas of your life could you be giving more of your effort and time, becoming more valuable, and improving your reputation?

Be willing to treat everyone like you'd treat your dearest friend. Don't skimp on service. Don't be mediocre or run of the mill. Show people what you are capable of. Show them that you care about your image and reputation.

When it comes to success, the people who are willing to go the extra mile get there that much faster!