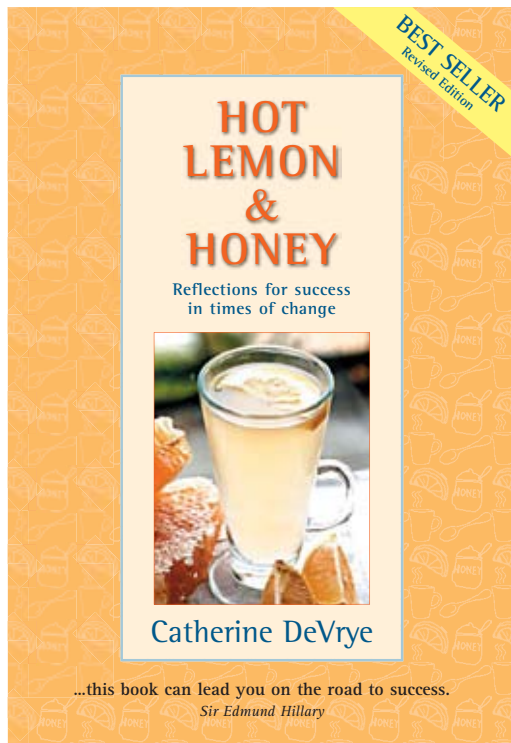




Chapter 19

Excerpt from
Hot Lemon & Honey

Written by
Catherine DeVrye



Copyright © Catherine DeVrye 2000

All rights reserved. No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording or by any information storage and retrieval system, without prior permission in writing from the publisher.

First published in 2000 and reprinted 2000 by
Allen & Unwin

Reprinted 2002 by Everest Press. Revised edition 2004

Reprinted 2006, 2007

PO Box 559

Manly 1655

NSW, Australia

Phone: (61 2) 9977 3177

Fax: (61 2) 9977 3122

E-mail: books@greatmotivation.com

Web: www.greatmotivation.com

National Library of Australia

Cataloguing-in-Publication entry:

DeVrye, Catherine.

Hot lemon and honey: reflections for success in
times of change.

ISBN 0 9580110 2 8.

ISBN-13 978 0 9580110 2 0.

1. Self-actualization (Psychology). 2. Motivation
(Psychology). 3. Conduct of life. 4. Quality of work
life. 5. Figures of speech. I. Title.

158.1

Set in 10/13 pt Rotis Serif

19

'If you travel a path with no obstacles, it probably doesn't lead anywhere.'

Catherine DeVrye



As adults, we've been on our chosen path for some time now and have met with inevitable obstacles—obstacles that even a genius couldn't have foreseen when we were born.

Most of us weren't born geniuses, but from childhood were tested for our IQ. We may have been accepted into Mensa or, alternatively, been disappointed at the results. Some people debate the socio-economic validity of such tests, while others point with glee to those so-called clever individuals who seem to have led tragic lives. Nevertheless, our Intelligence Quotient, better known simply as our IQ, became a recognised measure of brain-power—though not necessarily of success.

This isn't surprising considering the many other factors that influence our quest for success. Our PQ



is just as important as our IQ. I refer here to the Persistence Quotient.

When I was a child, my mother always told me to 'watch my Ps and Qs'. I had no idea what she was talking about, although I knew perfectly well what she meant! So I've defined my own meaning for Ps and Qs as the Persistence Quotient. And we must indeed watch that we do persist in following our dreams or we'll find, like childhood, they'll slip away.

Few could argue that Thomas Edison would have possessed an extraordinary IQ. With hundreds of patents to his credit, the inventor of the light bulb also knew the importance of a high PQ. Without his Persistence Quotient, many inventions would have remained in darkness.

Edison was apparently interviewed when he was still struggling to perfect the light bulb. A young reporter asked:

'I understand that you have had thousands of failed experiments. How do you feel about so many failures with this concept of the light bulb, Mr Edison?'

'Ah,' the scientist replied, 'you're too young to understand that I haven't had 9999 failures. I may have had that many experiments but it simply means that I'm getting ever closer to finding the right solution, by ruling out 9999 that won't work.'

Whether this account of the interview is 100 per cent correct is irrelevant. What's important is the

overall context and its demonstration of the value of persistence.

It's harder to believe that even superstar Michael Jordan was cut from his high school basketball team, but this only served to make him more determined to persist—and consistently succeed as the league's most valuable player. It's not only how good you are, but also how badly you want it. Winners do what losers didn't.

How often do you hear about people with great ideas or talent who never follow through? They're jealous of those who have become what they see as an 'overnight success' without recognising the amount of work invested in laying the groundwork for that success.

A woman recently asked me for advice on becoming a professional speaker and exclaimed: 'I'm willing to give everything it takes and dedicate six weeks to becoming a full-time speaker.'

She was deflated when I informed her that I'd spent years speaking for free before earning a fee. This 'wanna be' speaker had mistakenly thought it was an easy way to earn a living. Another, commenting on the success of my book, added:

'I could have written a book like *The Power of One*, but . . .' Her chain of excuses was endless, with a refusal to recognise that best-selling Australian author Bryce Courtenay expended countless hours of blood, sweat and tears finishing that book. The key word is *finish*. Millions of people start books, but in spite of holding down a responsible job, dealing

with family crises, plus coping with the mundane duties of daily living that could easily have diverted lesser writers, Courtenay actually completed *The Power of One*: a brilliant novel about following dreams. Critics never talk about the lonely hours writing in the middle of the night when friends are partying or nestled snugly in bed, or the frustration of revisions. Still, Courtenay, like authors before him, persisted in his passion for the pen. Like most first-time writers, he faced rejection by publishers, just as we all face rejection in some form. Yet, in spite of the obstacles, he pursued his path to become one of Australia's best-selling authors. He'll go down in history as an author—not a 'would be' or a 'could be' but a genuine author. Just as Edison wasn't a tinkerer but a true scientist and Jordan didn't just dribble but delivered. All were champions because they persisted. Whether in the realm of science, literature, sport, business or any endeavour, never forget the PQ. As Mum always said: 'Mind your Ps and Qs'.

It will help, as you traverse the ups and downs of life's journey, to know that:

'If you travel a path with no obstacles, it probably doesn't lead anywhere.'



Other books, audio CDs, videos/DVDs and postcards by Catherine DeVrye

Discounts available for bulk orders.

Let us know if you'd like a signed copy for someone special.

- *Hot Lemon & Honey* – audio presentation.
- *Hope Happens! ... words of encouragement for tough times*. A best-selling inspirational gift book.
- *Who Says I Can't? ... a memoir*. (Published in North America as *Serendipity Road*). Bryce Courtenay says: 'story of hope and perseverance – when's the movie?'
- *Good Service is Good Business: 7 Simple Strategies for Success*. One of Australia's best-selling business books, filled with practical examples.
- *Good Service is Good Business: audio CDs*. One CD contains excerpts from a humorous, live presentation and the other compiles the best of the author's popular radio drive-time series.
- *Good Service is Good Business: complete easy-to-use training kit*. Includes a 60-minute video/DVD, book, and two audio CDs.
- *The Customer Service Zoo: Create Customers for Life and a Life for Yourself*. A parable using animal analogies to simplify and inspire your customer service.
- *Japan: An A-Z Guide of Living and Working in Japan*. Practical suggestions for those travelling to or working in Japan.
- *Motivational postcards* with colourful photographs and powerful quotes.



Are you so busy running around in circles that you don't have time to stop and think about what you're trying to achieve at work and in your life? Leading author and motivational speaker Catherine DeVrye shares her insights on how to make your personal and professional life more meaningful and effective through better balance.

Using catchy, easy to remember quotes, Catherine encourages you to look at things differently. You'll gain long term benefits and motivation for yourself and your organisation.

'I found this book full of inspiration, valuable insights and useful information—vitamins for my mind and soul. I believe everyone will benefit from a daily dose!'

Jack Canfield, Co-Author of the Chicken Soup For The Soul® Series

Catherine DeVrye is also the author of the #1 best seller *Good Service is Good Business* and 5 other successful books. A former IBM executive and past winner of the Australian Executive Woman of the year award, DeVrye has spoken on five continents to a wide array of audiences from small business and Fortune 500 companies to government organisations and Olympic athletes. She has cycled over the Andes, climbed Mt Kilimanjaro and was honored to carry the Olympic torch on the day of the opening ceremony of the Sydney 2000 Olympics.

ISBN 0-9580110-2-8



9 780958 011020