

G I V E M E M Y M O U N T A I N

NEWSLETTER

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ASSEST OR
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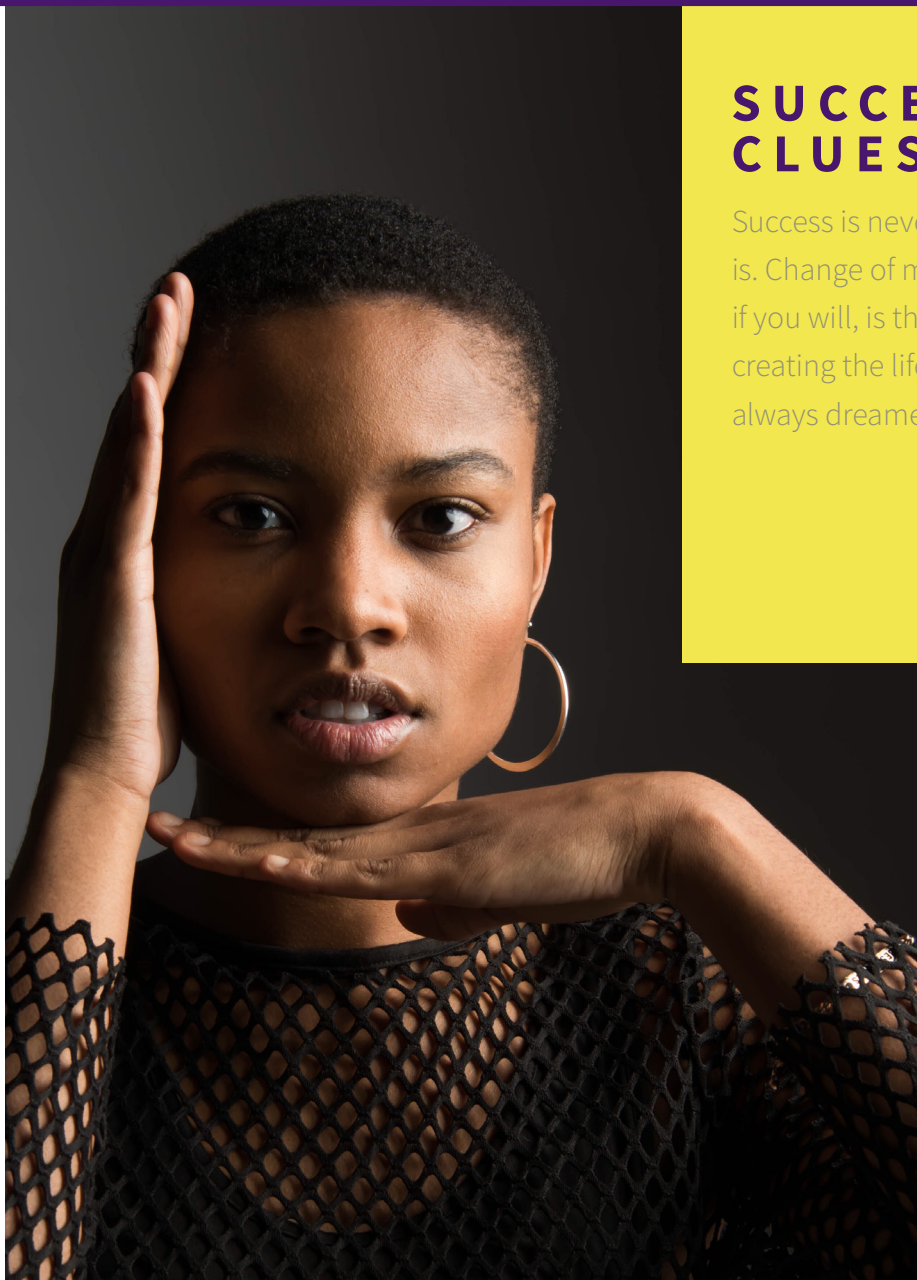
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AND KNOW

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BENCHMARK,
DON'T
COMPETE

SUCCESS LEAVES CLUES

Success is never what we think it is. Change of mindset, or outlook if you will, is the first step towards creating the life that you have always dreamed for yourself.



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The difference that could
change your outlook



A note from Esther

In my opinion, I think that success is the one of the most misunderstood things of our time, and indeed, even of times past. We view success as having a lot of money in the bank, or living in a fancy neighbourhood or driving around town in a big car.

Nothing could be further from the truth. The heart of success lies in the change of mindset. I view success as looking beyond the obvious. And as the saying goes, success leaves clues. What does this mean? It lies in the habits of those people who are perceived to be successful. You will find that there are certain traits that they all have in common; consistency, hard work (whether or not they feel like working), focus and so on. I discuss these at length in my book Give Me My Mountain.

In this issue of the newsletter, we bring you snippets of what goes into being successful. You will find that it all has to do with thinking out of the box, and doing common things uncommonly well.

Finally this month, we celebrate International Women's day whose theme in 2021 is #ChooseToChallenge. It would be remiss not to give an ode to women on this auspicious occasion.

Esther Muchemi

QUOTE FROM THE BOOK
GIVE ME MY MOUNTAIN

Whatever you are doing at the moment, do it with all your might, strength and intelligence.



Asset or liability?

A lot of us especially the middle class invest in things that are liabilities and front them and think of them as assets. Assets help you create income, liabilities use your income.

So a personal car, no matter how posh it is, is not an asset because it does not generate income. A *matatu* (a minivan that is used for public transport in Kenya) is an asset though. It generates income. The house you live in is not an asset, it is a liability. It uses income and generates nothing! Rental houses, even those in the lowest class are assets. They give you rental income. It really doesn't matter how small it is.

If you want to be wealthy and retire wealthy, you must start very early to invest in things that are assets.

With the current pressure to be like so and so, it is very easy to get into the trap of buying show-off assets. This will never make you wealthy!

Learn to make decisions that allow you to climb the ladder of wealth and prosperity and desist from investing in things that do not generate revenue.

Do not be afraid to start small. As small as a mustard seed, which the Bible tells us grows to become a big tree that even birds can build nests on it.

Learn to make decisions that allow you to climb the ladder of wealth and prosperity and desist from investing in things that do not generate revenue.

Be still & know



The consequences of the life of an entrepreneur there are very many pains. Pains like the fear of the unknown, lack of capital, human resource challenges, search pains, legal pains, marketing, and emotional pain.

There are often times you feel like your have reached the end of your tether. When you have tried and tried and it seems like nothing is working, at that point and indeed at any

other point in your journey, when you have reached your end, what do you do next?

I have come to believe that there are only 2 forces in the universe. The power of darkness and the power of the light.

One representing the evil and the other one representing the good. One can choose to use the power of darkness to succeed or one can align themselves to God's power to succeed.

Each path has results and consequences. I have chosen the path of good and this is where I acknowledge it is God and Him alone that gives me power to create wealth. I come from the school of thought that God desires us to be prosperous. So we must pursue it!

I also know wealth or lack of it causes a lot of evil in the world. Some people have too much money yet they kill to get more. Others have none and they also kill chasing wealth. What is the difference, your spiritual perspective of wealth. That's the difference!

It is therefore important as an enterprenuer to have a spiritual compass against which you make judgement as you navigate your daily challenges and pains. And yes, it is within our powers to solve most of these pains, but it is easier when you call out to a higher power to be part of your solution. God is my higher power. What a good place to be!



Each path has results and consequences. Choose the path of good. This is where you acknowledge that it is God and Him alone that gives me power to create wealth.



Your wealth is your health

To be a great entrepreneur, your health should be a priority. Your business is as good as your health. And not only your health but that of your family and your staff. The most obvious one is physical health but emotional and spiritual health are equally important.

But let us focus on physical health. Your physical health is impacted by what we eat, your level of exercise, how you manage your stress level and so on. To remain healthy at this level, you need to watch what you eat. We must learn to put and relate with food in its perspective.

The work of food is just to energise our bodies for work. Eating healthy is very key. Let us eat as many natural foods as we can.

Stress is a killer. Clinical studies show how destructive stress can be. We must be deliberate about health. A lot of discipline is required and demanded from us yet our health determines significantly how high up we will get to the top of our mountains. But as we do this, let us remember that it is only God who can keep us healthy, outside Him, it's tough! Are you willing to make the sacrifices necessary? That's the big question.

REFLECTION

Please pray for me or I am praying for you is a very common saying in our conversations. But have you ever asked yourself, how many people really go on their knees and pray? Promising to pray for someone is a serious commitment. It is a covenant and it means that you agree to stand in the gap for someone. Do you believe that people truly pray for you when they say so by word of mouth? And do you think we take serious the request to pray, serious enough? Have we become too casual in our prayer promises? Please pray when you promise to pray, otherwise don't make a promise that you cannot keep.



Photo credit: Dima Berlin

Benchmark, don't compete

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There is one quality which one must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it.

NAPOLEON HILL

If you start a business to kill a competitor you only end up killing yourself”. Why?

Because the motive, the why, is wrong. Competition is meant to gain supremacy over another person. It often times comes with a feel-better emotion over the other.

Benchmarking on the other hand, is setting a standard against something or someone you consider has got it right. Someone doing better than you.

To overcome my lack of motivation in my exercise regime, for example, you may get a personal trainer.

There is no way I can compete with my trainer, but you can benchmark against him/her.

You can learn from them and in the process, become better. Your motivation, the why, would be to become better not to destroy him. That is the difference.

The same applies in business, your motive of getting into business or doing certain things should never be to destroy anyone.

Ever do what you must do to make things better for the society. To give a solution. To make it better for others and by extension for yourself. Learn to keep in your lane. Don't you agree?

PARTING SHOT

An ode to women



I congratulate you! You are making in roads . Taking your position in homes, communities, nations and the world at large. You have done this against all odds.

Cultural, religious and racial biases have often times come your way. But even then you have achieved alot in the last few decades. Having said that, let the world know, it would be foolish to continue ignoring a nearly 50% of their population. How is it possible to talk of development without women. Where do you even start?

Man, tell me how do you not allow your sister, aunt, spouse, daughter, mother to get to their optimal achievement.

How? Let's focus on the agenda and not the gender. That way all form of biases will give way to merit . And where there's merit there is a benefit to humanity.

Have a Happy Women's Day, and let's meet at the mountain top.



Can't vs How

It does not matter how difficult a task may sound or look; just start with an attitude of how can I do it?

Of course when you do that you will start thinking of all possible solutions. And surely every problem must have a solution. Problems can't exist without solutions. The two words must ever go together especially in the world of an entrepreneur.

People need to know how to solve problems. Problem solving is an asset to have all through your life. There is the famous adage that one can be long on problems, and short on solutions.

There is also a quote by Einstein that says that there are some people who have a problem for every solution. Most people just do not want to stretch themselves just a little bit more in looking for an answer.

It surely does help an organisation when there are more solution givers than problem givers. Problem givers are just problems themselves. Solution givers change the world. These are entrepreneurs.

Are you a solution giver or a problem giver? Let us ask ourselves this on a regular basis. Never stop learning.



**Give Me My
MOUNTAIN**

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