

# Wherever You Are, Be There

I was reading an article this morning by John Maxwell, one of my favorite authors, and in it he referred to a story about John Wooden the great basketball coach. Wooden was talking to a player that was not all there at practice and only giving about a 60% effort. He told the athlete that he knew the athlete was thinking that he could coast that day and make it up with a 140% effort the next day. Wooden said, “You can only give 100%. You can not make it up tomorrow. That 40% is gone forever.” How many of us think exactly like that athlete. I have tried to live by the rule, **wherever you are, be there**. What I mean is when you are working, work. When you are playing, play. Play hard, work hard. So many people do not give 100% when they are working, and then feel guilty when they are playing. I returned from Dubai Saturday. I worked hard. This week I have been playing and it feels good. In order to play guilt free, work hard.

Till next time

Ray Leone

PS - I always appreciate the fact that so many of you are passing Ray's Rules on to your friends. Our subscriber base is growing thanks to you.

PPS – Since I played all week, I will generate another Ray's Rule Monday about how to have you best year ever. Look for it.

[www.salesfunnel.com](http://www.salesfunnel.com)

[ray@rayleone.com](mailto:ray@rayleone.com)