

## Do What You Do Best

I have always loved technology, and I love to teach. With a degree in engineering, I was most happy designing machines and teaching our customers how to use them. I gave seminars and wrote articles for the trade magazines. Everyone gave me positive feedback and I was in heaven! You could say I was on the top of my game and doing exactly what I loved.

When an opportunity came along to make a lot more money as a sales engineer I gave it a try. Big mistake!

I'm not a salesman. I knew that before taking the job! So, you guessed it, I failed miserably. The pressure and stress in the office were so great that I would have to go into the restroom and just sit there trying to regain my composure. It was horrible! My heart was pounding and I was so humiliated! Eventually I quit that job. What a huge burden lifted off my shoulders!

Later that same company hired me back as a consultant to train their sales people in the technology that they were selling. What a world of difference! I was respected, made good money and was completely stress free.

The lesson?

Each of us has a special gift that we can give to others. Maybe you don't believe that just yet, or maybe you haven't yet discovered it, but you will.

Think back over your life. Were there times when you experienced great joy? Have you received positive feedback for some of your efforts? Have you received this positive feedback from people you don't even know? Pursue those things. Real life, unsolicited, comments should be your guide. Discover your special gifts and pursue them. You will start to live the life that you were meant to live!