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## **You Gotta Dream** by Steven L. Anderson, Ph.D., MBA

The other day I had lunch with a friend. He owns his own business. He also has an airplane and a house in the Caribbean. I told him that he was living my dream. I also asked him how he made that dream come true. He said, "Bloody Mary". I said, "What?" He said that Bloody Mary was a character in the movie South Pacific. At one point of the movie she sings a song, "If you no gotta dream, how you gonna make a dream come true?"

What a great song title! And it is so true. If you don't know what you are trying to achieve you certainly will never achieve it. I went on to ask my friend how he had accomplished his dream. He said that he made up his mind fifteen years ago to have his business own an airplane. He then told all of his clients that if they moved away not to get a new financial planner, but he would come to them. Thus he began to create the demand for the services he could only supply to his customers by having his own airplane.

Next he and his wife decided that they wanted a house in the Caribbean. How to make that happen? He began to ask his clients, which are now spread all over the country how they would feel about coming to financial planning workshops in the Caribbean. Naturally, they were much more excited about that idea than coming to Columbus in the middle of winter. Once again, he created the financing to make his dream come true.

If you really want to be happy dream a big dream and figure out a way to make it come true. Turn off the editor inside your head that says you are not smart enough, or talented enough and ask yourself what you would do if you were not afraid and you had unlimited resources. Then start to make a plan to make that dream come true. In my experience, if you want something bad enough you will find a way to make it come true.

Remember, if you no gotta dream, how you gonna make a dream come true?!