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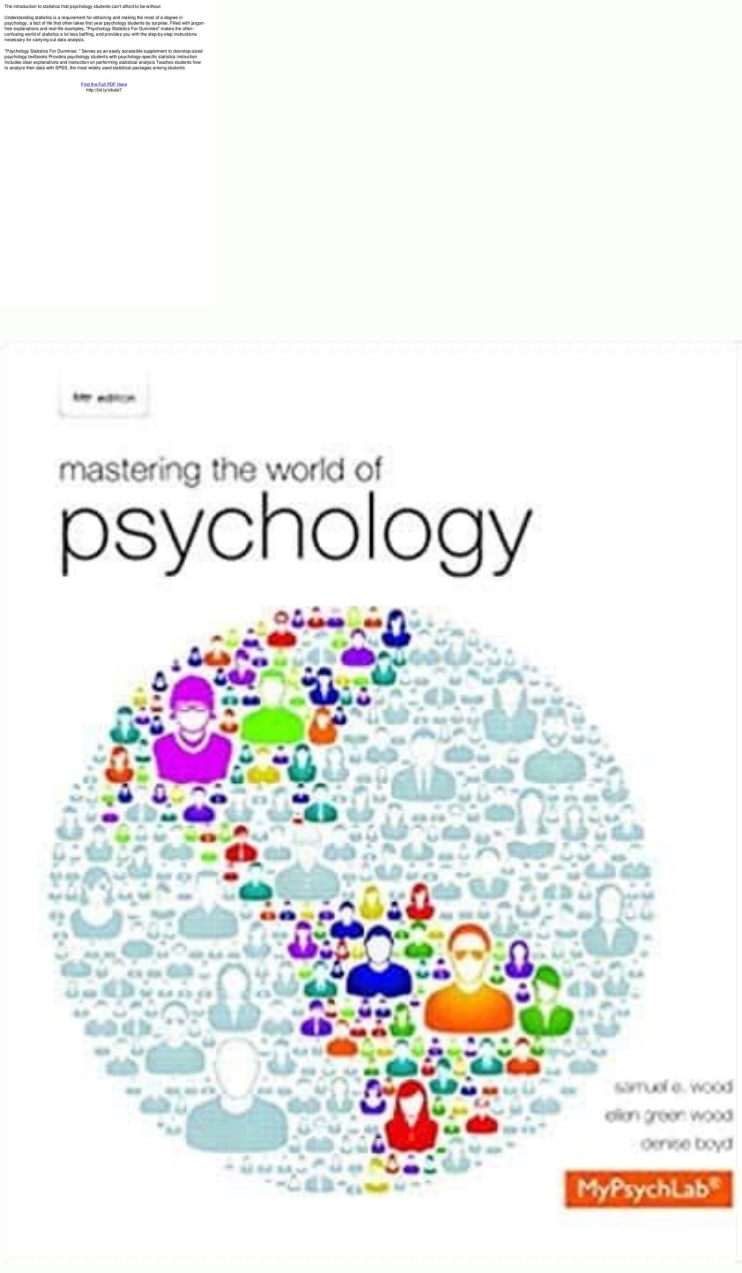
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# Excel Formulas and Functions DUMMIES





Psychology statistics for dummies pdf free download. Why statistics is used in psychology. Psychology statistics for dummies free pdf. What is statistics in psychology. Why study statistics in psychology. How much statistics in psychology.

I've been living under a new mantra these days, and as obvious as it's going to sound, I'm still gonna share it with you anyways :) Mainly because it's Friday and I want you to go into the weekend feeling good about yourselves than the opposite. Today's topic is about accomplishing your goals. Or, rather, not giving up on your goals. Tell me if this sounds familiar: You get super excited to accomplish \_\_\_\_\_. You make it a priority and get all hardcore about it! You last an entire month without slipping up at all Then one day you DO slip up and you cry a little inside You make up for it the following day, and now you're back on track again... Until you slip up again. Then one day becomes two, two days become three, and eventually you've given up entirely. But hey, you "gave it a shot!" If you set New Year's Resolutions, I'm sure you know what I'm talking about :) How are those going by the way? I call this the "all or nothing" mentality. The second your slip ups go into two-day territory it all becomes a downhill spiral, making you feel more and more like a big fat dummy wondering why everyone else has their \$h!t together but you. But here's a hint: they don't. They only put the GOOD stuff on Facebook. Now I've done this with my money, I've done this with my projects, and most recently I've done this almost done this with my health. Well, I'm here to tell you there's been a new revolutionary strategy invented. It's called: "Do the best you can, dummy!" Where you, "ahem", do the best you can and not give up. Because when you give up you get zilch in return and ANYTHING is better than zilch, unless we're talking about STDs (and I'm pretty sure we're not talking about STDs, are we? Am I accidentally posting on Protection1sSexy.com again?). Here are the rules to the game: You genuinely do the best that you can You adapt to life's curve balls and only cry a little about it You don't berate yourself for not accomplishing everything like a Mr./Mrs. perfect goody two-shoes And, most importantly, you DON'T GIVE UP I've been following this strategy for three months now, and I can assure you it's been a much more rewarding experience than simply going big or going home. It feels a little like winning a 3rd place ribbon, if you will. It's not quite the best place to come in, but it's a helluva lot better than getting "honorable mention" :) And your parents will still buy you an ice cream cone later. If you recall, my personal resolutions for 2014 were to cut out sugar and salt, and start exercising more to manage my blood pressure. So I set out to exercise every single day for at least 30 mins (hah!), check my blood pressure daily (worked for a good 3 months), stop eating stuff with massive amounts of salt in it (extremely hard), and then cut out my sugar intake (easier than salt, but still pretty hard). For two months I was pretty solid, giving myself high fives every other second, but then the "slippage" started happening... First I missed a day or two cuz of work loads, then I skipped a week cuz I was feeling pissed off about it all and just wanting to give up, and then we had our 2nd beautiful baby boy and you can only guess what happened next. I gave up on everything entirely, until one day I snapped out of it and realized I needed to jump back on the ship. If for nothing else but my family. Here's what my "do the best you can, dummy!" habits look like now: Work out 1-3 times a week, whatever I can pull off Stop obsessing about the sodium levels on every package of yummy food and just cut back (Also NEVER eat at Taco Bell again - do you know how bad that place is for you??) Stop wondering how many spoonfuls of sugar I should eat daily, and instead limit my portions. (Though I have stopped putting it into my coffee every day and surprisingly don't miss it a bit!) Enjoy a more stress-free, semi-healthier, lifestyle "Semi-healthier" because I still have a long way to go in this area, but again, doing a few things every week vs NOTHING is much better in the long run. And I think that's the part most of us miss. We get so dang down on ourselves, that "doing just a little" doesn't seem quite worth it. We want to win the whole freakin' race, and we want to be doing it now! Perhaps this new strategy comes off as being complacent, it could be, but again when you compare it to the alternative of giving up it seems like a world of a difference. Kinda like when some of y'all got mad at me for drinking bottled water a few years back, even though it was the only method that got me to drink it. You told me to "just drink tap water - it's free!" and "you're being bad to the environment - stop it!" which were all indeed valid points, however after 30 years of trying all kinds of tricks and tips it just wasn't happening. So I had to ask myself if drinking 0 glasses of water a day to save money was better than ultimately being healthy. And I bet you can guess which route I took. (I'll have you know, however, that I DID finally find a solution that solves all problems going forward! I'll be blogging about that soon - I'm pretty psyched about it :) So. All this to say that it's OK not to be perfect with every single goal you set. If you're having trouble saving that \$1,000 for your E-Fund, or nixing your \$3,000 of credit card debt, that's all fine and normal - just don't entirely give up!! Continue stashing \$10 here and paying off \$20 there when possible, and if you happen to cross a nice streak of fortune down the road (whether mentally or financially), you can tweak your plan from there. Just never ever give up! So please, bring back those goals of yours you set in January and let's get this party started again! Only this time try simply doing what you can, dummy. No more going hardcore and burning out in the end. DOING SOMETHING IS BETTER THAN NOTHING! //End motivational speech /// Goes to grab sugar-free coffee and check his blood pressure ----- [Photo cred: Jonny Hughes] (Visited 14 times, 1 visits today) Get blog posts automatically emailed to you! Opinions expressed by Entrepreneur contributors are their own. You need to prospect every day. Anything worth doing once is worth doing every day. I'm not talking about every other day -- I'm talking about every day. You need a big, major, monster commitment. As you build legs and muscle, it's going to get easier and easier with your persistence and tenacity. I've built an entire business around making one call -- cold. Cold calls can be brutal but that business I built is still in business today. Christopher Fitcher | Getty Images These weren't inbound calls. I went calling people and even knocked on doors for weeks at a time. I treated this prospecting thing as the only way I could start my business. What I'm telling you is that I made a full commitment to it. It didn't matter how painful it was, I was committed. Go all in with your energy and creativity because there is no shortage of it. Make prospecting the senior activity, the first one you do each day. If you sold someone today, great -- but what was your prospecting? Don't seek balance, make this a priority. Once you commit to prospecting it's vital that your expectations be correctly set so you won't be disappointed. A man once told me I needed to not have expectations and then I'd be happy. That's crazy. The people who really make it have monster expectations. They align their expectations correctly so they can do the right amount of activity so they aren't disappointed. Related: 7 Ways to Make Extra Income Even With a Full-Time Job Rather than not having expectations, you need expectations. When you go to work you need to know what is expected of you. Not expecting much is not a solution to your problems. Expect a lot and be sure they are based on the activity level necessary to push that return. Remember you want to create and fill up a pipeline. Your expectation in this is of investment, not return. It's activity out, not activity in. It's like farming and planting seeds for next season. You aren't going to eat what you plant today. This isn't like fishing or hunting, where I catch or kill and eat the same day. You aren't going to get rich without an investment attitude, and you won't get rich without expectations that you're going to get rich. In prospecting your expectation should be to expect rejection, losses and people being uninterested in you. Your expectations should be set correctly for the marketplace. Expect "I'm not interested, get out of here, I don't have time." Expect disappointment and that your phone calls won't be returned, because that's what you need to set your expectations for. That's the muscle you need to get ready for. Keep making the investment despite what you're going to hear. This is not getting rich quick, but this is getting rich. There is a harvest, but only after lots of investing. You need to commit to daily prospecting. Prospecting takes time. To do this right, you will have to make it a priority on your schedule. Personally, I never manage time. I want to make time my slave, and then I want to beat it to death. The question is never how much time you have, it's what do you do to create time? Don't think about how much time you have left, start thinking about how you can expand time. Control time so you are in charge of it. Be the master of it so you aren't a slave to a watch. How can I best use time? When you want to create time, you do so in order to get more done. Hiring an assistant is a way to create more time. A call center is a way to create time. Direct mail is a way to create time. Your problem is that you don't want to spend money. You think that money is more valuable than time. The successful guy knows that if he can just multiply himself, he'll be more successful. If you can multiply your time, you'll have more money. Related: 11 Ways to Make Money While You Sleep Time is money. By hiring an assistant, I buy time. I get a maid to clean up the house, I bought time. I get someone to make my lunch, I bought time. Direct mail campaigns to 10,000 people, I just bought time. Buy time to get more done. I use a CRM for follow up to buy me time. You have the same hour I have, I just get more done. If you don't make a commitment to doing your prospecting first, then you'll find something else to do with your time. It's called call reluctance. Nobody wants to do the hard work, the investing. I don't manage time, I cram as much as I can into it. I'm not looking for balance. I'm looking to cram extraordinary results in restricted periods of time. This forces me to decide what to do that's most important. To do many things in one hour, naturally I have to pick the ones that are most important. This is what you do now. An emergency comes up -- someone hits your car -- priority! Cram activities into time and you'll see what you need to do. Don't miss quota, and if you hit quota, are you missing your potential? That's what you should be measuring. What is your true potential? If you are missing quota or your potential, it's a prospecting issue. When you come up short, it's always because of a limited pipeline. You aren't replacing sold customers with new possibilities. You are too busy doing the comfortable things, like organizing and planning. If you spend 14 hours a day working the way you should, the way I do, you'd probably figure out that you need someone else to do your filing and organizing. The opportunities to create a big pipeline should be your senior activity. Spend even just 25 percent of your day on prospecting and it won't hurt you, I promise. Related: How Complaining Rewires Your Brain for Negativity Here's a trick I use with prospecting to collapse time, to push and cram activities in: 1) When I make a phone call, I never hang up, I just hit the hold button quickly and dial another number. Why waste time putting the phone down and picking it back up? I move into the next call a little quicker each time. 2) I always leave a message. Don't waste time calling if you won't even leave a quick message. 3) When I visit a place, I always look to meet multiple people. Never go somewhere and just meet one person. Give your card out to everyone, not just decision makers. 4) Never go to just one place. If I go to visit one business, I'll visit a business nearby. Don't drive across town just to see one place. 5) I never waste time going anywhere, doing anything, without prospecting. Incorporate prospecting into everything you do. Is life all work and no play? Well, I know a lot of people who never play because they don't do enough work. I invest in work so I can play. Always look to get yourself known. When you look at an hour, ask yourself how you're going to get yourself known in the next hour. Prospecting is attention for you, your product and your service. Time management is simple -- just make prospecting a priority. If you haven't yet, pick up a copy of my new book Be Obsessed or Be Average today. Becoming obsessed with prospecting is one way to take your finances to the next level. Are you ready to get rich? 'Corporate America Is Killing Us.' Employees Share Gut-Wrenching Stories That Reveal a Compassion Crisis. Planning a Company Offsite? Here's How to Ensure It's Inclusive. The 'Lipstick Effect' Exposes a Surprising Truth About Our Priorities in a Recession. Here's How Businesses Can Cash In. 'I'm Not Going to Change the World by Myself, But I Can Start': How UOMA Beauty's Founder Merges Activism and Makeup to Fight for Change How to Overcome Adversity and Persevere as an Entrepreneur Peek Inside the Bentley Residences, Which Feature an Elevator That Will Drop Your Car Into Your Living Room How to Start an Urban Air Franchise in 2022

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