

The Power of “Let’s” by Jim Rohn

To really help people in extraordinary ways, learn to deal in challenges. That is what sports is all about—challenges. That is what music is all about—the challenge to play so well that someone is inspired. The challenge to say it so well someone gets it. The challenge to be so gifted in language that someone sees it. Insight is unbelievable, and only human beings can do this.

So, there’s a man. He closes his eyes and puts his hands over his eyes and says, “I see it.” You say, “No, you don’t—you’ve got your eyes closed.”

No. There is more than one way to see. And all someone has to do is see, visualize, an answer they can start on immediately, and within six months their life could start to multiply and change. Within one year, the difference will be extraordinary, and **a person who was lost now becomes a person of influence—just because someone helped them to see, for the moment, what was wrong and the possibility to change it.** And then the challenge to go do it and do it well.

Now here is the best challenge of all: "Let's go do it." Don't always say, "You go do it. You change," but rather, "Let's get healthy, let's go change the world, let's build an enterprise, let's work on this together."

Sometimes it is hard to lift yourself out. It's hard to be self-inspired at first. I always respond better when someone starts with "Let's." It is so inspiring to have somebody say, “Let's do it. Let's build a team. Let's win the championship. Let's walk off with the trophy.”

“Let's.” Wow, there is something about that that can keep you awake at nights. There is something about that that turns on the juices. There is something about that that reaches deep in the soul. A person could do extraordinary things when somebody says, “Let's do it.”

By yourself you're vulnerable, but with a team, nobody is a match. So, as a leader, figure out ways to say, “Let's.”