

# Breaking through the wall

*Learning is not child's play; we cannot learn without pain.*

— Aristotle

Success in any field does not happen easily. I have stressed that it usually results from a series of small actions repeated until they combine to cause an outcome that is anything but small. However, the universe seems to have the habit of holding back its favours until it has tested you almost to breaking point. Then, once you have proved you can bear the pressure, it is released, and you find yourself effortlessly performing tasks at a level that once seemed impossible.

One of my closest friends, Eric, a successful businessman, once said to me: “One day, if you keep trying, life will become a freeway”. I was 30 at the time and far too young to understand how true those words were. I hope that my sharing them with you now may help you to find the freeway faster.

### **CASE STUDY 1:**

*It is 14 October 1947, and pilot Chuck Yeager is about to try to break through the sound barrier, which many scientists had claimed was impenetrable. Some had predicted that both plane and pilot would disintegrate as the plane hit the equivalent of a brick wall. It didn't happen. That day Chuck Yeager broke through the sound barrier and touched Mach 1.06 (approximately 1,130 km per hour). Three weeks later he reached Mach 1.35 and six years later attained Mach 2.44 or almost 2,600 km per hour.*

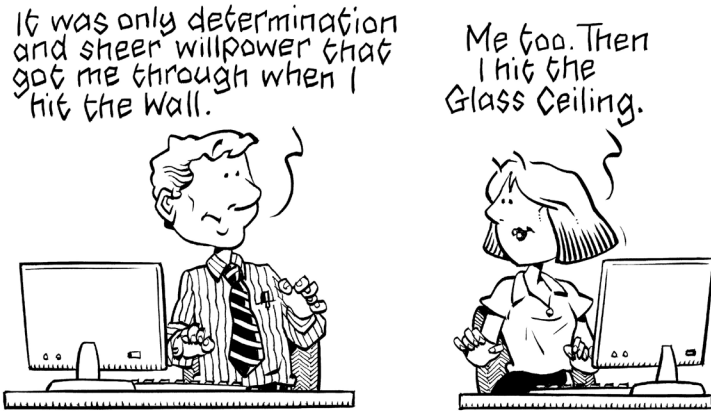
*In his autobiography he wrote: "It was as smooth as a baby's bottom ... I was thunderstruck ... the real barrier wasn't in the sky, but in our knowledge and experience of supersonic flight."*

### **CASE STUDY 2:**

*Now turn your thoughts from the miracle of flight to a small boy trying to ride his new bicycle. I can still remember the Saturday morning vividly. On the patio was our young son Mark, dressed in his red tracksuit with the sun shining on his golden hair. He was so keen to master the art of bike riding; repeatedly he would stand the bike up, sit astride the seat and try to push himself off. Each time he fell over. No matter how much we tried to help him the result was always the same. The morning ended with him in a tearful and frustrated state and vowing never to go near the bike again. However, he **did** try again and within two short weeks was riding it like an expert. He had broken through the wall.*

### **CASE STUDY 3:**

*I made fast progress when I was writing the original manuscript of Making Money Made Simple back in 1986 and completed almost 75% of the book between January 1986 and April 1986. Then I struck the wall. My back started to ache, my eyes were forever sore, I was plagued with self-doubt, and almost gave the project up. However, thanks to support from family and friends, I eventually got back on track and completed the final drafts by October 1986. I had hit the wall and broken through it.*



If you look around you, there are walls everywhere: the wall faced by the marathon runner, the wall you feel when you start an exercise program, the wall that will spring up when you start the budgeting and saving program. Real estate experts say the first two years of owning a property are the hardest; business consultants will tell you it takes two years to surmount the problems in starting up a business.

There are many kinds of walls, and you may find yourself hitting at least one at any time. Sometimes you have to keep chipping away at them; sometimes a mighty burst of action will bring them tumbling down. Nevertheless, no matter how you attack those walls, they do exist, and you had better know about them. I am telling you about them because I want you to get the most out of this book and use it to enrich your life and the lives of those around you. Hitting the wall is the reason most people fail at what they start. They stop, wrongly thinking that they don't have what it takes to succeed.

Many people will read *Making Money Made Simple* and resolve to start travelling down the road to financial independence — or some other book or film might inspire them to start an educational course or a hobby. For the first few weeks all goes well, then the enthusiasm starts to wane, the project seems far more difficult than they ever imagined, and they start to slacken off. Within a few weeks they give it up — beaten by the wall they probably still don't know existed.

So, what do you do when you hit the wall? Know it is there and understand that you will face it at some point whenever you try to move forward from where you are now. You may go through it, under it, over it, or around it, but in the end, all walls tumble to those who are persistent. Jim Rohn says it best: "Don't wish it were easier, wish you were better." Usually, if you work on developing your skills, the rest falls into place.

## **\$ MONEY CLIPS**

- ~ *Success in any field does not happen easily.*
- ~ *Success is usually the result many small actions that compound to cause a big outcome.*
- ~ *Hitting “the wall” is the reason most people fail at what they start.*
- ~ *Know it is there and that you will face it at some point — many points — as long as you are learning and growing.*
- ~ *You may go through it, under it, over it, or around it, chip it away, or burst through it, but you must persist to make it to the other side.*