



DREAM-A-LOT
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Visionary, Dreamer, Realist, Doubter – Who’s Running Your Business?

By Marcia Wieder

Do you ever feel confused, like there are parts of you saying yes, while other parts are holding you back? There is a cast of characters that live inside of us all and at different times we may be run by one voice over another. The key question here is this: if you are committed to being successful, how can you put your dreamer and visionary at the helm on a day-to-day basis? If you can turn the volume up on the voice of the dreamer, and the volume down on the voice of the doubter, you will create more opportunities for greater success with much greater ease.

What are the voices saying inside of your head? Who are the people in your life and on your team who might be playing these roles? To have this really hit home, let’s set up a scenario. Imagine that your dream is to take risk, a big risk that could really grow your business. Perhaps you would quit your corporate position so you could be full time in your direct selling business or hire an employee or move to a bigger space. Here’s how these voices might typically respond:

Doubter – This voice is often heard saying such things as, “I don’t think that’s a good idea.” “I have my doubts.” Even “Bad idea.” If you were to really crank the volume up on this voice, it could turn into a real annihilator, saying things like, “Are you out of your mind?” William Shakespeare said, “Our doubts are traitors.” Carlos Casteneda said, “In order to experience the magic of life, you must banish the doubt.” My personal favorite quote on this subject came from *The Prophet*, where Kahlil Gibran said, “Doubt is a feeling too lonely to know that Faith is its twin brother.”

Realist – “Be realistic...” If we turn the doubter down a bit, it becomes the voice of a realist. Realists aren’t bad, as a matter of fact, they are important, for they require evidence and solid plans. The way to deal with this voice, is to give it what it needs. If you ignore it, or worse reject it, it can cleverly sabotage you. Being realistic often offers prudence and makes us do our homework. However, if you are overly realistic, you may kill the passion around your dream.

Dreamer – Once the realist is fed (with facts and strategies) there is room for the dreamer. The dreamer says, “What if...” (the doubter often says, “But what if...”) The dreamer imagines what might be possible, is an opportunist, believes in the dream and finds creative outlets. And a healthy dreamer knows ways to make that dream come true. Dreamers talk about their dreams in a powerful way, with clarity and intention. Serious dreamers build DreamTeams as they get others excited about their vision. And most importantly, dreamers take action to make their dreams a reality.

Visionary – This voice says, “Anything is possible, let’s dream big!” You know these people. These are the folks we look up to and admire. Setbacks or failures do not stop them. They have learned the process of realizing their dreams and now they embody what it means to be a big dreamer. Simply put, a visionary has a vision and they invite others to join them. Often people are so inspired by this visionary that they ask to participate. People enroll themselves when they are in the presence of a true visionary.

When Martin Luther King, Jr., gave that riveting speech that echoed around the world (and still does today), he did not say, “I have a strategic plan.” Nor did he say he had a goal, a philosophy or a manifesto. He said “I have a dream.” And it is through our dreams that we can change lives... our lives and the lives of the people we love and care the most about.

A visionary is not defined by the size of the dream, for dreams come in all sizes and areas of life. If you were truly living your dream, even your “dream come true life,” how would it be? What do you see yourself doing, where are you doing it, and who is doing it with you? How many lives would you touch and how many people would you help? Can you see yourself as an amazing Dream Coach™, inspiring others to go for their wildest dreams?

Sabotaging your dream

If these voices are all jumbled together and their message is garbled, the result is often confusion or inertia. The number one way that we kill our dreams, is by projecting our doubts and fears into our dreams. This is a subtle and essential point. For then each time you take one step towards what you want, you'll also be moving towards your fear. Doubts, fears, and concerns which most of us may have at some time or another (especially when embarking on a big dream) do not belong in your dreams. If you have them, they are part of your reality. A simple technique for avoiding this sabotaging pattern is to do this: on a piece of paper, draw a line across the middle. On the top half, write out your dream with as much detail as possible. On the bottom, write out your reality in relationship to your dream, where you are now. Include in the bottom half (the reality section) any fears or doubts you may have.

Now, which one are you more committed to, your dream or your reality? People are more committed to their reality when they have put their doubts into their dream, because reality is safer. But doubt placed appropriately, as part of your reality, allows two things to happen. First, as part of your reality, an obstacle simply requires a strategy to manage it. But more importantly, with doubt where it belongs, you will now be more committed to your dream, not your doubt. All you have to do is demonstrate your commitment to your dream by taking action.

The power of direct selling is that everyone involved can realize their most heartfelt dreams. Nowhere else is there the ongoing support and daily opportunity to move from doubter to realist, from dreamer to visionary. Nowhere else do people care so intensely about your success. Nowhere else are people responding to your dream, no matter how big, with a resounding, "Yes, you can do it and we believe in you." And of course, as you help others realize their dreams, they in turn help you realize yours and vice versa. This is truly the business of making dreams come true.

You are a dreamer at heart, which means you know what you want, what truly matters to you and you know how to make it happen. Follow your heart, dream your most important dreams and take action today. Your vision will inspire others and contribute to countless lives.

About the author:

As America's Dream Coach™, Marcia Wieder is a San Francisco-based motivational speaker, specializing in goal setting, visionary thinking and team building. Her clients include Stanford Business School, AT&T, American Express and the Young Presidents Organization. She is the author of many books, and was featured in her own PBS television special called Making Your Dreams Come True. Reach her at 415 435-5564 or by visiting www.marciaw.com

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