

Get Off Your But – With Michael Cyger

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<http://www.domainsherpa.com/get-off-your-but/>

Today's the day to get off your but. I'll tell you how.

Every week I hear someone say something like "I'd be killing it in domain names..."

But I started too late...

But all the good domains are taken...

But expiring domains sell for too much at auction...

The list goes on.

Every time you say the word BUT, you're making an excuse about why you haven't succeeded yet.

Here's the thing. What if you changed your "but" to "and" or "so"?

What if instead of setting up roadblocks, you set up gateways?

And what if every time someone else gives an excuse, it makes your resolution stronger to succeed?

I started too late, so I'm going to work harder than everyone else.

All the good domains are taken, so I'm going to come up with a methodology to find the diamonds that everyone else overlooks.

Expiring domains sell for too much at auction, so I'm going to figure out how to buy them before they go to auction.

Do you come home from work and turn on the TV for five hours until you fall asleep every night?

Or do you have dinner and work from 7pm until midnight growing your knowledge, honing your skills and figuring out your competitive advantage?

When I started my first company, I had a day job at GE. I gave 100% to the general from 8 am – 6 pm.

I didn't say, "I'd like to start a business of my own, BUT I don't have enough time; I don't have funding."

What I did instead was go home, eat dinner, and kiss my wife and newborn daughter good night as they went off to bed.

Then, I put the coffee on and got to work, typically switching off the light around 2 am.

That's an extra five hours per day that I made happen. While everyone else was dreaming, I was doing.

If you're not trying because you have an excuse for everything -- you need to start by changing your mindset.

The next time you hear yourself thinking "I could have but..." -- stop yourself.

Change how you view the world.

Think about how you can better yourself, work smarter, practice longer, outwork your competition, specialize in an area, be faster to the drop, smarter to the purchase.

If you want a domain name, think about how you can creatively get it through a payment plan. If you need mentorship, think about what you can give to get.

There's always a way.

Excuses take away your choices, they take away your control...they are holding you back.

You can be better.

Today's the day to get off your but.

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