

STUCK IN NEUTRAL

HOW TO ACHIEVE SUCCESS BY LIVING LIFE IN DRIVE

CORTNEY WESTBROOK

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CONTENTS

Acknowledgements	viii
Foreword	xii
1 My Journey to Living in Drive	1
2 The Real Way to Find Your True Purpose	9
3 The True Meaning of Your Gift	15
4 The Secret to Getting Ahead is Getting Started	23
5 Don't Believe in Yourself	25
6 Guaranteed Success with God-Confidence	29
7 Building Success with Confidence	33
8 Living a Life of Gratitude	39
9 No Sacrifice, No Success	57
10 Make Adjustments, Not Excuses	61
11 Problems Are Not Stop Signs, They're Guidelines	65
12 Negative + Positive = Power	69
13 Understanding Failure	71
14 The Real Key to Success	81
15 Overcoming Opposition and Negativity	83

13

UNDERSTANDING FAILURE

DON'T LET FEAR KEEP YOU FROM TRYING

Don't let the fear of failure keep you from doing your best. Fear of failure will keep you from giving your 100 percent. If you're honest, the fact that you failed at something before makes you apprehensive about doing it again, and that's because you don't want the same results that you got the last time. However, the very fact that you tried and gave 100 percent effort means that you succeeded. It means that you're a success.

Many people actually never step out there and try, which makes them failures. Do not be afraid of what may happen if you try; be afraid of what *won't* happen if you don't try. You may never reach your maximum level of success if you never give it a shot.

Wayne Gretzky once said, "You miss 100 percent of the shots you don't take." So, my question to you is, would you rather have 100 percent of failure or 10 percent of success? It's entirely up to you.

On a similar note, Coco Chanel said, "Success is often achieved by those who don't know that failure is inevitable." I would disagree with that. I submit that success is achieved by

those who *do* know that failure is inevitable. In order to reach success, you must know that failure is all a part of the journey. The quicker you jump off the cliff of failure, the sooner you will soar in the sky of success. Also, when you step out there and fail at something, your response matters. You have a small window to decide what you will do. What you do with failure will determine if you're a failure or a success. When you reach the door of failure, you have two choices: 1) accept the failure and become a failure, or 2) learn from the failure and become a success. I pray, my friend, that you choose the latter. I want you to take failure and feed it to your success. Let failure be fuel to the fire.

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It's fine to celebrate success but it is more important to heed the lessons of failure.

- Bill Gates

Sometimes by losing a battle you find a new way to win the war.

- Donald Trump

Failure will never overtake me if my determination to succeed is strong enough.

- Og Mandino

It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all, in which case you have failed by default.

- J. K. Rowling

THE CLOSER YOU GET TO FAILURE

When you fail, you gain knowledge on how *not* to do something the next time. When Thomas Edison was trying to create the light bulb, he failed at least 10,000 times before he found the right formula. But he was determined to succeed because he knew the right answer was somewhere inside of him. He knew that at any given time, he could be only one formula away from the right one. And it only takes one.

It's simple. The quicker you get to failure, the quicker you get to success. The closer you get to no, the closer you get to yes. And remember, a no doesn't mean never; it means this isn't it. It means this person isn't the right one. It means this job isn't the right job. It means this opportunity or business isn't the right one. The more *NOs* you get, the closer you get to your yes.

You can't appreciate a *yes* until you get a *no*, because when you don't know what *no* looks like, you will never know what a *yes* looks like. And because you don't know, a *no* could in fact be a *yes*. But because you have no idea of what a *no* is and you have no experience of a *no*, you could, in fact, miss the *yes*! It's the same way when something is given and not earned. You can be given something and not know its value, but it's impossible to earn something and not respect its value.

I could give you \$10,000, and if you don't know the value of that money, you will waste it faster than you can say your ABCs. Then as you look around, wondering where it went, you'll have absolutely nothing to show for it. On the other hand, if you earn \$10,000 on your own, there is nothing

in the world that anyone can do to make you waste that money, because you understand and know the value of it. Give a man a fish, feed him for a day. Teach a man to fish, feed him for a lifetime.

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NEGATIVE EFFECTS OF FEAR

Fear paralyzes you. Fear will make you stagnate, control your thoughts and dictate your actions. It creates indecisiveness that results in immobility. Do you know someone who is talented or gifted in something, but they won't utilize that talent or gift? I believe we all do. Those people will procrastinate indefinitely on using their gift rather than risking failure. Fear of failure will paralyze you and make you lose out on opportunities that are right at your fingertips. Lost opportunities cause erosion of confidence, and the downward spiral leads to being stuck in neutral.

Fear creates bad habits. One of the things that determine your quality of life are your habits. Your life is a direct reflection of your habits. Fear can become a bad habit, and the only way to get rid of a bad habit is to replace it with a good one. The only way to replace a habit of fear is with the habit of risk. Don't be afraid to take risks. Taking risks builds your faith, builds your confidence and strength.

Fear steals joy, peace and confidence. When you're consumed with fear, you're not living as happily as you should; and you're not as enthusiastic about life. The erosion of fear may start in only one area of your life, but it will soon spill over into other areas. After a while, it becomes who you are and everything you do will be done out of fear.

Fear creates an atmosphere of chaos that causes you to always be on edge and nervous. Fear breeds fear. It is a seed that you plant, and you know what happens when you plant a seed—it grows. When you plant the seed of fear, you will reap a harvest of fear, and it will be greater than what was actually

planted. The crop is always greater than the seed.

Fear creates doubt. This is probably one of the most debilitating effects of fear. It makes you doubt yourself and your ability, which in turn will paralyze you, causing you to be stuck in neutral.

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For God has not given us a spirit of fear, but of power and of love and of a sound mind.

2 Timothy 1:7

I've learned that fear limits you and your vision. It serves as blinders to what may be just a few steps down the road for you. The journey is valuable, but believing in your talents, your abilities, and your self-worth can empower you to walk down an even brighter path. Transforming fear into freedom - how great is that?

- Soledad O'Brien

PAIN IN FAILURE

Every failure can be associated with pain. That's why people turn to alcohol, drugs, food addictions and other vices—to try and numb the pain of their failure and overbearing distress. What they don't realize, though, is that drugs and alcohol are only artificial, temporary reliefs. When that high wears off, the fear and the problems are still there. When they come off the hangover, the issues they tried to escape still reside.

One thing about fear and failure is that you cannot cover them up. You cannot sweep them under the rug. So don't try to cover up fear with artificial, temporary relief because it will not go away; it will only get worse.

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LIVING IN DRIVE AFFIRMATION

Living in drive begins with a mindset and translates into a lifestyle. It all starts with the mind. You must make up in your mind today that you will live in drive. So, every morning I re-sight this affirmation:

"From this day forward I'm going to live a life of joy and freedom. I can and will be successful. I will accomplish all of the impossible things that I have told myself I could never do. I am no longer going to be bound by my past mistakes; and I will not be controlled by fear. God has created me for a purpose and I will live the rest of my life being the person that He wants me to be."

TAKE ACTION

Now that you've read the entire book, I want to encourage you to take action on what you've learned and apply it to your life. As you've learned, success has a lot to do with your life in many areas. There are 6 areas of your life that you should always be focused on making better:

1. Personal (development, habits)
2. Family (children, extended family)
3. Relationships (marriage, social)
4. Work (finances, business, job)
5. Health (physical, exercise)
6. Spirituality (religion, mentality)

Take a serious look at each of these areas and set goals, make plans and pray, meditate and think on. If you want to change your life, it starts with you taking action. No one is going to do it for you. So, stop being lazy and complacent and put in the necessary work. If you want success like you've never had before, you must do, think, speak, believe, pray, work and grind you never have before. GO!!

