Mike Grigsby – Guest #3

https://www.linkedin.com/in/mikegrigsby

Coming at you from the My Blank Space Studio – [www.mybsstudio.com](http://www.mybsstudio.com)

The world may be changing a bit. Mike has a diverse background of jobs but he has a consistent model of the work he has done.

His work has always been to focus on how he can bring additional value to his employer.

Mike and I met when he was a web designer at an Abilene-based marketing company. He was the New Media Director for the company.

Those who advance in this world have a growth mindset. They continue to educate themselves and believe in their ability to grow.

When Mike and I began working together, he was excited about learning the mechanics of sales. He began to learn some of the innovation and confidence required on our Austin trip.

Sometimes success is based on taking action before your mind has time to talk you out of it.

Everyone wants to buy the thing that provides the needed solution. When we go into an organization and seek ways to help them solve the problem keeping them up at night, we will always be sought after.

Internal attribution says that I am in charge of my life, my thoughts, my actions, etc. External attribution would say that I am not in control. It is my circumstance that controls me.

Learning to be unafraid of rejection positions you for success. This lesson is part of what helped Mike transition from graphic designer to marketing director to police officer to Smart City Initiatives leader. He focused on knowing his audience, connecting with his audience, and providing value.

From Mike:

Quote or Book

Start with The War of Art by Steven Pressfield. Steven reminds us that everything we deal with is internal. Learning to manage your thoughts and emotions will position you for success and happiness in life.

How to find and achieve success: Remember these two tenets and don’t take things personally.

1. There is no place called smooth sailing.
2. Everything is subject to change.

Keep in mind that when you learn to stop evaluating your location and begin to participate in the process, you find joy in that present moment.

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