

## How DOES Your Garden Grow?

Are you a farmer?

Farmers are some of the wisest people on our planet. They have a devout respect for nature, a keen sense of proportion, and an unparalleled **Capacity for Tenacity**. Farmers are incredible people. You may not think of farmers as entrepreneurs, but they, like all entrepreneurs, are real visionaries.

Just think of it. Year in and year out, a farmer plants row upon row of crops motivated by the vision of a bountiful harvest. A Farmer uses this vision to sustain him self through the hardships of seeding, caring for and harvesting the crop.

No matter what you are doing in your life, you can think of yourself as a farmer too if you grab on to this farming principle that “nothing can grow into something of value to others if it isn't planted, watered and harvested”. Get it. It’s a "Germ of an idea."

Well, germs are seeds and seeds get planted. Seeds get watered, nurtured and brought to bloom under the watchful eyes of caretaking people. So therefore, a germ of an idea can be farmed too, provided you create the right vision.

Have you ever bought seeds?

Seeds do not come in a plain brown envelope. Do they?

No. Seeds come in a brightly colored package with an extraordinary picture on the outside showing you the potential of the seeds on the inside. But, what if the germ of your idea is so unique that nothing like has ever existed? What would the picture

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on the outside of your seed package look like?

This is where vision comes into play.

You know, as children we have no trouble allowing our imaginations to run wild in the land of the make believe. While as adults we find it difficult to allow ourselves to dream and even more intimidating to follow that dream. To succeed where no one has gone before requires you to create a vision in our mind, as realistic and vivid as the photo on a packet of seeds. You must imagine every facet of the garden you will plant, right down to the smallest detail.

When you plant the garden of your dreams you must allow yourself to envision it all. So, here's a list questions to ask yourself (by no means complete) that can serve as a guide for planting your garden.

- How many seeds am I willing to plant and care for?
- Will I need the help of others in the care and harvest of my crop?
- Do I know what my crop will yield?

In other words, have you created a picture that shows you what your garden will look like after all of your hard work?

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Thinking of your self as a farmer can be the key to your success whether you own a business, are thinking of starting one, or are a leader, manager, organization head or a volunteer. You can play with this farming metaphor as much as you like. In fact, the more you play with it the better your chances of building a lasting vision will be. So prepare your self to become the farmer of your vision.

### **A Germ of an Idea + A Plan = A Vision**

Jonathan Swift said, "Vision is the art of seeing things invisible." A well-constructed vision can lead you to a powerful affirmation. But you must be willing to "**Walk the Talk.**" So, if you are planning on planting a garden of your dreams or if you currently have seeds in the ground but they have not yet surfaced, remember, **you are the Farmer.** Water your seeds by providing the fuel they need to grow. Nurture your seeds by giving them the attention they deserve. Give your seeds sunlight by exposing them to people who can help harvest your crop.

And the next time someone asks you "How does your garden grow?" you can reply "Exactly according to my vision."

Happy gardening!

And that's The Don E. Smith Experience.