

TUNNEL VISION

To the pessimist the light at the end of a tunnel belongs to an oncoming train. To the dreamer the light is an unshakable faith and belief in an idea. In our society, dreamers are labeled optimist, cockeyed or otherwise. Pessimists, especially in business, are called realists or at best analysts. Most decisions are made on the side of Caution, even if made in error. But even a cautious decision must be made with a dash of hope. And that by the way, "the tendency to hope for the best" is the classic definition of optimism.

The "Summer of 1969" was an incredibly powerful era for dreamers and believers. Between Landing on the Moon and Woodstock a generation found a moment to define itself. To not only carry the torch of humanity, instilling within countless spirits the belief that we do indeed "live in the best of all possible worlds." So why, with so much promise and potential, do we continue to listen to the skeptics and pessimists among us?

I'll tell you why we listen to them. **We listen to their words** not for direction but **for inspiration**. Because, in the end, after many long hard hours, days or even years of perseverance - we who dream, we who remain eternally optimistic, and we who still believe in the invincible nature of the human spirit, will succeed. Not to say, "I told you so," but the greater, "I knew I could."

This among all others is the reward for tenacity, to claim for your self the right of self-actualization. It is earned, not out of blind ambition, but out of an undying faith in your self and the rightness of your unique aspirations. Among the dreamers are scientists, statesmen, artists, composers, play writes, actors, athletes, industrialists, educators, mechanics and more. We fit the mold and character of every human being who has ever held within the limits of their inner being a vision, not for what is, but for what can be.

Tenacity + Fire = Destination

The trek from belief to reality is long, mostly uphill and with little understanding of what lies on the other side. It requires lots of tenacity. For the dreamer, tenacity is not a burden - it is a partner. No self-respecting adventurer should embark on any journey without packing a sufficient quantity of tenacity.

Like "The Little Engine that Could", it is the realm of the tenacious to stretch the limits of human ability, human understanding and human endeavor. Whatever your personal goals or desires may be, they are yours. Be your own little engine. Let the fire of your desire be your greatest advocate. Draw down on the energy of those whose purpose it is to distract you from your vision and use it to stoke the furnace of your desire. Stoke it and fan the flames daily. If you do, I guarantee that you will discover the light at the end of the tunnel to be the flame of your own desire guiding you closer to your dream.

And that's The Don E. Smith Experience