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# What's luck got to do with it?

The other day a neighbor gave us a backhanded complement.

You are so lucky that your children are well behaved

This drives me nuts as chance has nothing to do with their behavior. It is the decade and a half of parenting that created polite/well adjusted children. It is simple though sometimes not easy. We set boundaries and expectations. When these are violated there are consequences. This is done in a loving manner and is wildly effective.

I hear this in other areas of my life as well. You are so lucky to have such a great customer base. You are so lucky to have such a great family. You are so lucky to be in such good shape. I can't believe you always get lucky and beat me at racquetball.

The key thing that these people don't understand is that my *luck has nothing to do with chance*.

### **Wise advice from a mentor**

Years ago I got some strange advice from a friend. Ironically I had just told him that I envied his luck (he had just landed a sweet promotion). "Brandt, you make your own luck. Remember, luck is when preparation meets opportunity."

Since then I have heard this mantra from almost every productivity/self-help guru. It has been a keystone to my success. I truly believe it is a basic fact of life.

### **A (not so) secret to my success**

It isn't just parenting that I've applied this concept. I try and do it in all aspects of my life.

In sales I quickly evaluate the customer and determine if we are a good fit. If we are I make deep connections at all levels of the company. I help them develop their projects. I earn their business months before a purchase is made. I follow up and make sure projects stay on track.

I'm healthy and in good shape because I take steps every day to ensure this. I exercise daily. I eat a healthy diet (though I'm a bit addicted to ice cream). I do my best to rest and relax on a regular basis. I have a plan to continually improve my fitness level.

In racquetball I have gone from being a novice to being a sponsored "B" player who won third in nationals this year. I evaluate my game and determine where I need improvements. I practice several times a week and focus on improving one area at a time.

Yep. It's luck!

You can also find this article published on [What's luck got to do with it?](#), and on the tag pages [Life balance](#).