

The longer you lie there and think how unpleasant it will be to get up, the more difficult it becomes. Even in such a simple operation as this, mechanical action, just throwing off the covers and putting your feet on the floor, defeats dread.

The point is clear. People who get things done in this world don't wait for the spirit to move them; they move the spirit.

Try these two exercises:

1. Use the mechanical way to accomplish simple but sometimes unpleasant business and household chores. Rather than think about the unpleasant features of the task, jump right in and get going without a lot of deliberation.

Perhaps the most unpleasant household task to most women is washing dishes. My mother is no exception. But she has mastered a mechanical approach to dispensing with this task quickly, so she can return to things she likes to do.

As she leaves the table, she always mechanically picks up several dishes and, without thinking about the task ahead, just gets started. In just a few minutes she is through. Doesn't this beat stacking dishes and dreading the unpleasant inevitable?

Do this today: Pick the one thing you like to do least. Then, without letting yourself deliberate on or dread the task, *do* it. That's the most efficient way to handle chores.

2. Next, use the mechanical way to create ideas, map out plans, solve problems, and do other work that requires top mental performance. Rather than wait for the spirit to move you, sit down and move your spirit.