

Don't Be An Asp

We all have aspirations. We all have dreams. Too often, our aspirations make an **'asp'** of our dreams and relegate them to the stuff bitter disappointment is made of. **Dreams can't come true as long as they are articulated as aspirations.** The language of aspiration is tentative. Even worse, using it **puts the listener in charge** of **when** or **if** your aspirations will ever become real.

When you tell someone you are **'trying'** to do something, you **give them permission** to decide whether you **are** doing it and whether or not you actually **can** do it. One little aspiration word has turned your action item into a referendum to all who hear it.



Fran Zone, creator of
The Zone Method™

Words that Hold You Back

Trying

Hoping

The Language of Commitment

Focused On

Committed To

Here's how to regain control:

- **No Asps:** Remove all tentative language from your vocabulary. **First to go:** words that end in 'ing' like hoping, working, and trying.
- **Get in The NOW.** Commitment language always starts in the now and creates positive assumptions about what to expect in the future. Instead of telling someone what you are 'trying' to do, tell them what you are **committed to or focused on**. That small, deliberate word change puts you in the now and tells others what to expect from you going forward. Try it!
- **Be Deliberate.** Using deliberate, positive, **can-do** language tells others you **can do** whatever you set your mind to.

Colleagues want to know what you are **committed to doing**, **not** what you are **trying to do**. A little self-editing and deliberate language can **put you in charge** of making your dreams come true **now**.

FRAN

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