



Steel Ball



Just keep it moving

“In my years of selling (it's all I've ever done) I have found that activity is like a big steel ball; *very difficult to get moving but relatively easy to keep going.*

The key to our success has always been our ability to get clients. This stems from nonstop marketing and client contact. When it comes to prospecting the results are not always directly connected to the effort. But fear not, prospecting effort always pays off.



The best prospecting you can do is to *talk to clients and prospects all the time*. Simply call them and ask them how they're doing.

Call and ask people how they're doing and then listen, listen, listen.

If the activity ball comes to a halt, getting it restarted can be very difficult.”

— Email Received, D_Brochu, July 2004

Interpretation

Upon reflection, this “activity ball” can be likened to one’s commitment to a relationship, a spiritual practice, the determination to improve performance, a commitment for better health. “Doing the work,” keeping this ball moving, is a simple, but wise metaphor for maintaining and renewing one’s commitments.

Image (search “Huge Steel Ball”) courtesy of: [FlyD](#) [@flyd2069](#)

The Tim Dukes Method provides an opportunity for self-reflective individuals to cultivate the capacity to receive into consciousness hidden aspects of the self, claiming your unique gifts – ensuring that today’s brilliance successfully transitions into tomorrow’s wisdom. The Tim Dukes Method is designed and implemented by Dr. Timothy Dukes for determined creatives to ensure long-term viability — as a continuing investment in the well-being of yourself, family, organizations, culture, society, and the Earth itself.