



Sailing Rocks– *Momentum*

On an ancient lakebed located on the western side of Death Valley National Park, boulders that weigh up to 700 pounds sail across the almost perfectly flat terrain, leaving grooved trails in their wake. These rocks journey anywhere from a mere few inches to nearly 3,000 feet. Some tracks manifest in straight bold lines, while others coil back on themselves in gracious arcs.

Despite a century of scientific investigation, this curious phenomenon has confounded the geological community and park visitors alike. To this day, no one has ever seen the rocks move. But in lieu of eyewitnesses, countless theories have been put forward over the years in an effort to explain the reasons behind the migrations.

One early suggestion was that the rocks were driven by gravity, sliding down a gradual slope over a long

There are natural elements that will move a rock 3,000 ft. —
What moves you forward?

period of time. But this theory was discounted when it was revealed that the northern end of the lakebed is actually several centimeters higher than the southern end and that most of the rocks were in fact traveling uphill.

For the past ten years, Dr. Paula Messina, professor of geology at San Jose State University in California, has made it her quest to understand what has bewildered geologists for decades. She has found that two components are essential to the rocks movement: wind and water. The fierce winter storms that sweep down from the surrounding mountains carry plenty of both.



The lakebed's surface is made up of very fine clay sediments that become extremely slick when wet. Dr. Messina says, "When you have pliable, wet, frictionless sediments and intense winds blowing through you have the elements to make the rocks move."

What creates momentum for you?

Identify the wind and water in your life. What are the elements in your life that cause you to move? What is your wind that pushes you forward? What is your water that greases the path ahead for you?

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Momentum... Continued

Wind – What pushes you?

Some would say a clearly defined goal motivates, others might say having a deadline pushes them. Whether it is reaching for something or feeling pressured, it is key to identify what propels you.

Water – What keeps you going?

Once your moving, what gives you the energy to overcome the friction? Resistance comes in many forms such as unforeseen obstacles, stress, or fear. To keep going it takes perseverance, focus, and most importantly faith. What is it that allows you to cut through the hard stuff?

Take a moment and write down what pushes you forward and what keeps you going. Identifying elements that move you forward, will allow you to apply them in areas that you need to create momentum...

What areas in your life need momentum?

Are you feeling stuck? Unmotivated? Feel like you are going nowhere? You need to create momentum. Momentum is when things happen with less resistance, where one success follows another and growth accelerates. When you have it you run over obstacles in your path, when you don't everything feels impossible. Momentum allows leaders to move past mistakes quickly, and any kind of change is possible. People throughout the organization are motivated to achieve more, and at a higher level. In sales, momentum is when sales come easy, one after another. In fact, when you are confident going into the next sales' call you will make the sale. In your personal life, momentum is when you are meeting your goals one after another, it is when your life is in

balance and things are going right. You get the idea - it's like sailing rocks.



One way to create momentum is by creating a series of small successes. To start moving forward, set some small goals. These goals need to be specific and achievable. Then go after these small goals with all your energy (your wind and water). Completing your small goals will feel great. You will gain energy, and use that new energy to set bigger goals. You are most motivated immediately following a success. Make use of that motivation to continue the forward motion you've started. A way to sustain your momentum is to constantly have greater goals.

Achieving momentum starts with creating forward progress. Getting started is the most difficult part. It's like the law of inertia: an object in motion tends to stay in motion, and an object at rest tends to stay at rest. Momentum starts when you get moving, and becomes powerful as small success lead to big successes. As momentum happens, there comes a point where you unsure if you have created the momentum or if it's creating you. You can start small and you can start today.



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Taking Steps Forward

Recently on a coaching call, a client described our coaching calls as steps. He said, "Over the past four months I have journeyed far, one step at a time."

That is a great picture of coaching. One step at a time a person moves from who they are to who they want to be.

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