

Why Wait?

On January 25th, I walked out of our conference room after a meeting with a long-term client couple thinking, "How blessed we are to have them as clients."

The husband had just concluded the meeting, as he had done in meetings past, reminding me of his life mantra, "**Respect everyone, judge no one, and compete like my hair is on fire!**" As I returned to my office after escorting them out, I closed the door to my office and was hit by a wave of emotions. In that moment it dawned on me that someday, hopefully many years from now, they will be in Heaven, and how I will deeply miss our relationship.

You see, over the years, this gentleman (and I mean that in every sense of the word) has been an encouragement to me in more ways than he knows. Going back to our very first meeting in 2015, he shared this piece of wisdom. "Josh, now in my 70's, **I have come to realize that there will be a day in the future that I wake up not as mentally sharp as I am today.** Therefore, although I feel comfortable with how I have managed my investments and financial plan up to this point, I desire to build a relationship with someone I can trust in advance of that day, so I can know we are well taken care of." These words have remained a powerful message that helped shape my conviction for the work we do, and one I have since shared many times over.

On that January day, I wanted to capture the feelings I was having, and wrote down this thought, "One day I can imagine composing a *Live Life Intentionally* message about this wonderful couple and how much they mean to me," envisioning that message being a memorial after they were gone.

This week I thought, "**WHY WAIT?**"

How many times have you waited to do something nice for another person, only to put it off for one reason or another? I wish I could say I never do this, but that would be a lie. In Proverbs it says, "**Do not withhold good from those to whom it is due, when it is in your power to do it.**" This week, this message, is me doing just that. And in doing so, I am encouraging you to do the same.

If we are living life intentionally, it is not good enough to simply think good thoughts. While an important, first step as thoughts come before action, an intentional life includes acting on those thoughts. And doing good.

When the couple I am referring to receives this message, I hope they feel my sincere gratitude for the trust they have placed in our team. Their presence is uplifting every time we meet and we are blessed to be their advising team. And yet while a work in progress, I am personally committed to his mantra:

Respect everyone, judge no one, and compete like my hair is on fire!

INTENTIONAL LIVING CALL TO ACTION: Why wait? Move from thought to action. Share your appreciation for someone this week.