

ARE YOU HOPING OR EXPECTING TO WIN?

A good friend is successfully building a business based on the network marketing principles and we were pondering the difference between those who achieve high levels of success and those who don't. Earl Nightingale describes this difference in his best selling tape **The Strangest Secret**. The secret—successful people “expect to win”. In support of Nightingale's secret, I happened to listen to a recent interview with Derek Jeter, the successful short stop for the New York Yankees, who credits his success on the fact that he expects to get a hit every time he's at bat and to catch every ball that is hit toward him.

Now the question is why do so many people not achieve higher levels of success? One answer that contributes to this difference is—people “hope” to win without fully “expecting” to win. This difference makes a big difference. Those who expect to win very existence is saturated with the anticipation of winning. Losing is not a word in their vocabulary. They know that being locked on their vision of success provides the energy to successfully maneuver the obstacle course and overcome any fears associated with stepping out of their comfort zone.

People “hoping” to win, on the other hand, are hoping that their belief in God or the assistance of other people will somehow allow them to achieve their goal. Either they lack the necessary self-confidence (believe they can) or self-esteem (believe they are worthy), or both, to really believe they're going to win. Both of these psychological realities will regulate the degree of achieved success.

Doing whatever is necessary. Those expecting to win are eager to do whatever is necessary, because they realize that every completed act brings them one-step closer to success. Yes, they realize the journey to success equals 99% frustration and disappointment. This reality doesn't deter them as they realize the road of hard knocks is their personal development course and they are eager to learn both the attitude and skills needed to achieve their vision.

Bounce back. Yes everyone gets the wind knocked from their sails, but those expecting to win have a high “bounce back” factor. That is, they are resilient—they quickly pick themselves up and continue their journey. These individuals have learned the essential behavioral blueprint to convert “what may seem like a defeat” into a victory. Here's their secret to winning through adversity.

- **Self-esteem.** They understand that bad things happen to good people. The “bad things” are integral to life and are no reflection on them as a person.
- **Self-confidence.** They have created a history of winning based on their “I can” attitude and they know they will win again.
- **Optimism.** These individuals do not waste time with a pity party. Instead, they immediately lock onto their vision and begin looking for the silver lining in the experience.
- **Perceived control.** These individuals exhibit internal control as opposed to allowing external factors control them. They understand that what happens to them is not as important as is their reaction to what happens to them.
- **Mistakes = Learning.** These individuals realize that life is a mixture of both positive and negative experiences and they make every effort to convert mistakes into a positive learning experience. It would be a waste to make a mistake and not learn from it.

Now the big secret. In the words of William James, “*The greatest discovery of my generation is that man can alter his life simply by altering his attitude of mind.*”

STRESS MANAGEMENT

One of the benefits of the internet is that people share some really meaningful stories. My wife, Shelve, forwarded the following to me and I think you'll agree the message is excellent.

A lecturer, when explaining stress management to an audience, raised a glass of water and asked, "How heavy is this glass of water?"

Answers called out ranged from 20g to 500g.

The lecturer replied, "The absolute weight doesn't matter. It depends on how long you try to hold it. If I hold it for a minute, that's not a problem. If I hold it for an hour, I'll have an ache in my right arm. If I hold it for a day, you'll have to call an ambulance. In each case, it's the same weight, but the longer I hold it, the heavier it becomes."

He continued, "And that's the way it is with stress management. If we carry our burdens all the time, sooner or later, as the burden becomes increasingly heavy, we won't be able to carry on. "

"As with the glass of water, you have to put it down for a while and rest before holding it again. When we're refreshed, we can carry on with the burden."

"So, before you return home tonight, put the burden of work down. Don't carry it home. You can pick it up tomorrow. Whatever burdens you're carrying now, let them down for a moment if you can."

So, my friend, why not take a while to just simply —RELAX.

Life is short. Enjoy it!

Here are some great ways of dealing with the burdens of life:

- ☺ Accept that some days you're the pigeon, and some days you're the statue.
- ☺ Always keep your words soft and sweet, just in case you have to eat them.
- ☺ Always read stuff that will make you look good if you die in the middle of it.
- ☺ Drive carefully. It's not only cars that can be recalled by their maker.
- ☺ Never buy a car you can't push.
- ☺ Nobody cares if you can't dance well. Just get up and dance.
- ☺ When everything's coming your way, you're in the wrong lane.
- ☺ Birthdays are good for you. The more you have, the longer you live.
- ☺ Some mistakes are too much fun to only make once.
- ☺ **A truly happy person is one who can enjoy the scenery on a detour.**

In response to the question of how she could be so happy after having a philandering father and husband, giving birth to a mentally defective child, losing one son in WWII and having two murdered, Rose Kennedy replied, "*Birds sing after a storm don't they, why shouldn't I?*" Do you find it interesting that people don't act nearly as well as these birds?

It's all in our head. We create our thoughts and our thoughts make us. Or, as Harold McAlindon said, "*change your thoughts and you change your world.*" Rose Kennedy learned how to enjoy life in spite of life's many burdens—she learned how to change her internal world by changing the way she thought.

A MESSAGE TO YOU... HAPPY HOLIDAYS.

I thought the snowman picture would be a welcome sight for some of us to cheer about as we welcome in the holiday season after many of us had such a hot summer that seemed to never end.



2005 turned out to be an interesting year and, frankly, not one I want to repeat anytime soon. About three years ago, Ray Pelletier asked me to be a member of his team to complete a rather extensive employee research. Unexpectedly Ray died after hernia surgery this past May and just one week after his most recent book, **It's All About Service**, was released. I'm a better person for having Ray come into my life. He introduced me to opportunities to visit the Pentagon and numerous experiences to work with the military. He was truly a mentor and friend. One of his famous quotes was "*today is January 1,*" which meant regardless of what happened yesterday, today is a new day to start over. Needless to say, Ray is missed.

We sometimes forget how lucky we are. All of us can review 2005 and allow the energy associated with our disappointments to overshadow the good things. But if you've got health and enough money to live—you've got plenty to be thankful for.

As we approach 2006, all of us would be wise to work harder to maximize the enjoyment of life. In the words of Rose Kennedy, "*I'm going to sing like a bird after every storm*" to recognize the beauty in life. Yes, in the words of Ray Pelletier, "*today is January 1.*" We don't want the yesterdays to steal the enjoyment of today. My wish for you is to adopt the working expectation—*I'm going to expect to enjoy everyday instead of hoping that everyday is a day to enjoy.*



Recommended Books

The first book on my list is **Reject Me, I Love It!** by John Fuhrman. The author points out that rejection is an integral part of life. We normally associate working with rejection as an integral component of the selling process and this book addresses that subject. But the author is quick to point out that rejection is an integral part of life and I think you'll enjoy applying the contents of this book to improve the quality of your life. Thank you, Terry Nichols for bringing this book to my attention.

The second book is **The Lord is My Shepherd: Healing Wisdom of the Twenty-Third Psalm** by a favorite author, Harold Kushner. Each chapter is a line from the psalm and his interpretation to real life. You may be surprised how he interprets the line, "*I shall not want.*" His chapter on "*walking through the valley of death*" focuses on handling adversities and fits nicely with the theme of the lead article in this newsletter.



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Thoughts to think about...

"Never fear shadows. They simply mean there's a light shining somewhere nearby."

- Ruth E. Renkel

"Friends are angels who lift us to our feet when our wings have trouble remembering how to fly."

- Unknown.

"Money will buy a pretty good dog, but it won't buy the wag of his tail."

- Unknown

"Success seems to be largely a matter of hanging on after others have let go."

- William Feather

"The manner in which it is given is worth more than the gift".

- Pierre Corneille

"An apology is the superglue of life. It can repair just about anything."

- Lynn Johnston

"There can be no happiness if the things we believe in are different from the things we do."

- Freya Madeline Stark



"You can either complain that rose bushes have thorns or rejoice that thorn bushes have roses."

- Unknown

"Am I not destroying my enemies when I make friends of them?"

- Abraham Lincoln

"You're the only person on earth who can use your ability."

- Unknown