

*April*





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April 1

## How Are You Approaching Life?

"Approach life knowing there will be plenty to go around. Be generous."-Frank McKinney

Do you have an abundance mentality or a scarcity mentality? An abundance mentality lets you express and show gratitude. It is based on and shows faith in positive outcomes.

A scarcity mentality causes you to hoard what you have and not give of yourself. Scarcity is based on fear. Somehow you may run out or not have enough.

How you approach life is your choice.

As we go through life most of us don't look back and say, "I am glad I did less." Most of us look back and say, "I wish I did more." Be generous. Give more. And in the process you will become more.

Why? As Zig Ziglar once said, "Life is an echo. What you send out will come back."

Approach life with generosity and life will be generous to you.



April 2

## How Do You Handle Weeds?

"Without hard work, nothing grows but weeds." -- Gordon B. Hinckley

- Hard work is preparing the soil for the seed.
- Hard work is nurturing the seed for maximum growth.
- Hard work is the harvest of the seed.
- Hard work is staying in the field to do all these things.
- Hard work is seeing a weed and removing it.

This last one, removing the weed is the most important of all. You can put hard work into all the other things but if you don't remove the weeds, they will eventually negate your hard work.

Some people mistakenly think that controlling the weeds, instead of removing them will suffice. You must remove them. They must be eliminated.

Why? There are always times in life where we can't be as vigilant as we would like. We have to leave the field. If we haven't removed the weeds, we are disappointed and angry when we see that they have taken over the field and negated our hard work.

Hard work and part of the process of success is removing the weeds before they grow deep roots. When we are vigilant about removing the weeds, our hard work becomes enjoyable.

It is enjoyable because we can now enjoy the benefits and rewards of our hard work. When we enjoy ourselves, we have the opportunity to recharge. And when we recharge, we have the energy for more hard work and are in a position to enjoy more of the good things that life has to offer.

To keep this process going, remember one thing. Always remove the weeds.



April 3

## How Are You Steering?

From the Dr. Seuss book, "Oh, The Places You'll Go!" means the following:

"You have the brains in your head.  
You have the feet in your shoes.  
You can steer yourself.  
Any direction you choose."

Every one of us has talent. In fact, talent is more plentiful than table salt.

But somehow many people go through life feeling unfulfilled even though they have a great deal of talent. Fulfillment in life is playing well the hand of talent you have been dealt.

That is determined by your choices. The right choices will empower you to become a talented person and build upon the foundation of your abilities.

Why does this truly matter?

When you utilize your talents and amplify them, you will experience more happiness.

When you start closing the gap between what you are and what you can be through greater use of your talents and abilities, peace and the happiness and satisfaction it brings from striving to be all you can be, will take you, your business and your life to a higher level.

Dr. Seuss was right in "Oh, The Places You'll Go!"

"You have the brains in your head.  
You have the feet in your shoes.  
You can steer yourself.  
Any direction you choose."

Lasting success starts from the inside out and comes when you steer yourself in the direction of becoming all that you can be.



April 4

## Overcoming Incredible

When you start out wanting to do something incredible, it can make it much harder to start.

Your first product, service delivery, essay or speech, to name a few examples, won't be incredible.

That's okay. But your twentieth one might not be either. But you will get better. If we use Malcolm Gladwell's example in "The Outliers" that it takes 10,000 hours practice to achieve mastery in what you do.

That translates into roughly 250 weeks, a little less than 5 years of work at 40 hours per week. Maybe it will take you 5,000 hours or 10,000 hours. Regardless, the point is that to reach incredible, you must invest a lot of time.

So to start on the journey to incredible, you will have to start on the road. And that road initially will be not so incredible.

But here is where people get discouraged. They want to do something incredible but after the reality hits that it is going to take time, they decide it isn't worth the effort and quit.

Successful people realize that you have to start somewhere. One of the biggest differences between those who experience success and those who don't is this.

Successful people start something. Unsuccessful people almost start something. Starting is the foundation to a possibly incredible endeavor.

The second part is that successful people finish. If it failed, now they have learned a way that doesn't work. They can now start on a way that does.

Start the process. Embrace the process. And, you will increase your odds of finishing and to traveling the road to incredible.



April 5

## Finish It Before You Start It

Who exactly do you want to be? What kind of person do you want to be? What are your personal ideals? Whom do you admire? Do they have some special traits that you would want to have?

If you wish to become an extraordinary person, you must have clarity. You must be clear in who you aspire to become. You may have all the self-determination in the world but if you don't have a clear vision of who you want to become, you will get lost and lose momentum along the way.

Epictetus, the Greek sage and philosopher said, "Precisely describe the demeanor you want to adopt so that you may preserve it when you are by yourself or with other people." Epictetus died in 135 AD.

He understood what Napoleon Hill wrote about in "Think and Grow Rich", which is, what the mind can conceive and believe it can achieve.

If you want a better future, become specific. When you are specific, your life takes on added meaning. Get a specific vision of the person you want to become. Visualize in detail. Also visualize in detail what you want to have and what you want to achieve.

Some people create a vision board that they see every day to remind them of where they want to be and who they want to become.

When you understand that the power to be what you want is yours that empowers you to create the means for it to happen.

Finish the vision of who you want to become and what you want to see in your life. Look out a year, five years, ten years and 30 years from now.

Get a finished vision fixed in your mind. Now you have the map to start that will take you to becoming the person you want to be and to having the success you desire. That's the magic that occurs when you finish it before you start it.



April 6

## Making A Great First Impression

One of the reasons so much is written about making a great first impression is that it is very important to your well-being, happiness and success.

Here are three points that can support you in making a great first impression.

- **Always Come From The Positive**

Does your presence enhance a room or add to a conversation? Do you give others air time? And when the opportunity comes to speak negatively about someone, do you deflect it and choose not to participate? Instead of negativity, anger and trashing someone you have exemplified positivity, grace and class.

- **Give Recognition To Others**

Walk into a room looking for good. Have the attitude that you are going to be a good finder. Do you walk into a room with an attitude of “Here I am?” Or do you come into a room and excitedly see someone with the attitude of “There you are?” Everyone loves to have their presence recognized. Have yours recognized by first recognizing others.

- **Be a Giver**

Most people go in with a getting attitude and wonder why they don't. Look for ways to contribute and to support others. Practice the art of giving and here's the key, do it consistently. When you do you will be making those deposits of relational good will in other's bank accounts.

Deposit as much as you can as often as you can. Make a great first impression. Others will be much more likely to help you get where you want to go.



April 7

## Happiness and Options

The challenge in today's culture is that we have so many options that can bring us temporary happiness. Temporary happiness is that feeling of well being when we have a good conversation, see a rewarding movie or have a great restaurant experience among many other things.

Temporary happiness comes from outside of us. Permanent happiness resides within us. Who are you when you aren't experiencing the good things that come to you from the outside?

Are you happy or unhappy?

As human beings, we are always compelled to be active in some shape or form. We must be doing something. Back in the early 1900's when most of the travel was by horseback and there was no internet, few restaurants, few stores and no central place to watch a movie, we had no choice but to devote more time within ourselves.

So, are all the options we have today bad? Are they making us unhappy? No. It's our choices and not knowing ourselves that can bring us unhappiness. To make better choices, we must invest time in ourselves.

The greatest satisfaction and happiness in life does not come from our outside activities or adventures outside of us. It comes from becoming a person of value.

When you become a person of value, you look within. Your life experiences have more meaning and depth. Why? You have created more meaning and depth within yourself. You have a greater understanding of you which in turn leads to internal happiness.

Start spending time on the inside and you will start choosing options on the outside that will lead to greater fulfillment and happiness.



April 8

## Leadership and Selection

Are you able to influence others to help you get where you want to go?

Are you able to get others excited about your vision or idea, but have a challenge with putting together a successful team?

If you are looking at something that is bigger than yourself, it will require you to put together a group of people. It will require you to bring them together as a team.

Without teamwork, it will not be possible to accomplish your vision.

The key to putting the odds in your favor of putting together a good team comes down to one skill.

It is your ability to select the right people.

It is counterintuitive but the best teams have several leaders. If your teams are not successful or not producing at the level you would like, you need to look at who you are selecting.

Are these people who will take the initiative? Or, do they have to wait for direction from you on everything? Maybe you have to adjust your leadership style to let them have more initiative.

You want to have people on your team who are influencers with others. They can help you grow your support and expand your base.

Develop the skill of selecting the right people. Find influencers. It will enhance your leadership and the ability to produce better outcomes.



April 9

## Your Bucket Determines Your Bucket List

The bucket list has become a popular reference to what you want to accomplish before you die. It seems that for many, the bucket list gets formed later in life when the realization hits us that our time on this earth is truly limited.

You say to yourself, "There are things I really want to do before I die." The problem is that if you start too late, it leads to a path of frustrations because most of the items will not be accomplished.

I like to look at the bucket list another way. Make your bucket list today about who you want to become. Make a list of what truly matters. Why? That will guide you to become the person you must be to increase the potential of making your bucket list a reality.

Let's put this in another way. If you want more to come your way, you must understand the process.

Think about this. If where you are at now is a one gallon bucket and someone has fifty gallons of opportunities to give you, the problem is not with the supply. The problem is that you don't have the capacity to receive fifty gallons.

But if you decide to get rid of that small container and get a larger one then you are ready to experience more opportunities and possibilities because your bucket will hold more of what life has to offer.

The first step to having a bigger bucket is enlarging your vision of who you can become. Only when you become more are you positioned to attract and to receive more.

That's the law. Enlarge your bucket and you will be able to include and to experience more things on your bucket list.



April 10

## **Sharknado - Let Fear Lose Its Bite**

What do you get when great white sharks get picked up by a funnel cloud, a tornado?  
You get a Sharknado!

The movie, Sharknado, is a fictional account about what the city of Los Angeles experiences when hurricane David lands. This causes extensive flooding bringing ashore thousands of great white sharks.

But there is even more destruction to come as several tornados form off the coast and come ashore. These tornados are unique. They carry thousands of sharks. As the tornados land the sharks wreak havoc. They start eating the residents of Los Angeles as well as bringing immense property damage.

Your imagination is a wonderful thing. It allows you to create. You are the creator. Sharknado was the creation of a very imaginative mind.

Here's the key. You can use your imagination to visualize good things and outcomes. Or, you can use it to focus on the negative.

At first, whatever you imagine is fiction. It is not real, until you take action. Use your power of imagination to create a positive life.

Imagine the good possibilities. Possibilities bring hope. And hope brings with it the desire to act.

When you act you turn what was in your imagination, the fiction, into a true story. A fulfilling life utilizes your imagination to see what can be, not just what is.

Act on your imagination. Be all that you can be. To be all that you can be start taking action to overcome your fears. Action overcomes fear. And with every action you have overcome another shark, another fear, and in the process you move forward. Your actions, based on what you have imagined, have caused them to swim by because they have lost their bite.



April 11

## **Don't Think About The Green Elephant**

If I tell you not to think about the green elephant, it is virtually impossible for you not to think about it.

If we are always thinking about or are focused on the negative, we are enhancing the odds for the negative to become a reality.

Always focus on the positive outcome you desire. Make your self-talk strong. Say "I will do" instead of "I'll try." Try means someday, sometime and very often never.

"I will" is about commitment. "Try" is about involvement. To have success, you must be committed and focus on the positive.

Secondly, eliminate the word "don't." It's hard to do. "Don't" sabotages your desire to act on your goals and accomplish them on your path for improvement.

"Don't" is about fear. Very often, it draws you back to past failures. That type of thinking can and will affect your current and future results.

Let's say, you overspent on food on your last vacation. You have another vacation coming up. Possibly, your self-talk is saying, "Don't overspend on food like you did last time."

That first thought is okay and predictable, but you need to replace it. If you don't, you are more apt to overspend again on food, plus you have already taken away some of the joy of your vacation in advance with this talk.

A possible thought may be, "I will spend up to \$30 a day on food." It is a positive statement. And, it is a number and a goal at which you can direct your energy and focus to bring a positive result. It's a commitment.

And it's a commitment that will drive the green elephant away from your mind and move you in a positive direction to accomplish what you desire.



April 12

## Right 98% of the Time

Recently, I was at a restaurant with a friend of mine. We were sitting in a booth. I had not noticed that two women sat down in the booth behind us.

But very quickly, I was made aware of their presence. They disagreed and the conversation got louder.

Finally, the lady who believed she had a valid point that her friend would not accept said, "Look, you know I am right 98% of the time. Just go along with me on this." Then, the other lady said, "No, I disagree."

The first lady responded. "What's your problem?" I am right 98% of the time."

The other lady said, "And you are only wrong 2% of the time."

To which the first lady who had become very angry responded. "You can't even get that right. I am right 98% of the time and I am only wrong 3%."

There was a pause. I was wondering where this was going to go. Obviously, this was supposed to add up to 100%, not 101%.

The other lady said, "You are only wrong 3% of the time. Did you just hear what you said?"

To which the first lady said, "That's just like you have to always question me. Here I thought you were a friend." She got up and left.

But it reminded me that to have better relationships, you must look into 'what's right' and not 'who's right.'

That's true even if you are right 98% of the time and only wrong 3%. Excuse me, I meant 2%.



April 13

## Counter Coaching

The underlying determinant of our self-esteem is the value we believe that we bring to the world and to others. Every one of us has grown up with messages about us that are counterproductive.

Counter coaching comes from those people in your life who keep sending you a message that keeps you feeling that you are not valuable.

The people who do counter coaching want you to stay in bondage. Their main desire is to control you, not improve you. They are not interested in your self-fulfillment and happiness. They are good at bringing up the past to hold you down in the present. They are insidious.

They tell the truth about you twenty years ago. But here is another truth. Most of us are not the same person we were twenty years ago. What they are saying about you in the present is a lie. And these lies can keep you in bondage.

There are two things that you must do with these people. You either limit their role in your life, or you eliminate it. This is a very tough thing to do. I have had to do it several times in my life.

When you do, it may be painful. You will be doing surgery but you will feel empowered. That's a great boost to your self-esteem. This also gives you the opportunity to add people who bring positive coaching into your life.

Once you step outside of these situations, you will see the truth about them and yourself. With counter coaching gone, you will see the truth. And the truth will set you free. And, the truth will accelerate the process of your successful performance.



April 14

## **Are You The Octopus On Roller Skates?**

Are you the octopus on roller skates? I have always loved the visual it creates. Within it, there is humor and truth.

As human beings, we are compelled to be active. We find activity. But when we have too much activity or activity that is not focused, we can look, feel and become like the octopus on roller skates.

There are times in my life when I have become the octopus on roller skates. I am going many different directions at once. In the short term, I feel good about the activity. But with my scattered focus, my energy becomes drained; I accomplish less and have feelings of less satisfaction.

The octopus on roller skates is a sure way to lose your perspective. With too much going on at once, things become blurred. When they become blurred, everything suffers from work to our relationships.

You start to feel uneasy because you are close to losing control. You feel like you are always having to hold your life together. That's a drain and a strain.

When this happens, it's time to take off a few of the roller skates. I have learned that my satisfaction in life is much better when I focus on doing a few things well instead of trying to somehow find satisfaction in doing more things.

Why am I looking for more things? If I am not getting satisfaction in the present, I mistakenly think, when I have lost perspective, that somehow another activity will fill the internal void of satisfaction.

The only way to fill the void is to limit your activities to those things that are purposeful and meaningful. That will build your self-esteem, your results and your ability to enjoy life.

Yes, it is good to be active and have activity. But to enjoy life, you must develop the skill of taking off the roller skates.



April 15

## Do You Know What To Compromise?

There are two things that you can compromise. You can compromise issues. Or, you can compromise principles.

Let's take a look at these. It is one thing to compromise issues. You can do that any time. But, to compromise principles can have devastating consequences.

The following story about compromise illustrates that you must not only know when to compromise but you must be sure about what you are compromising.

The two characters in the following story are a Russian hunter and a bear.

It was an extremely cold winter in Siberia when the hunter came upon a large bear.

The hunter was very cold and wanted the bear for his warm fur coat.

As the hunter took aim and got ready to pull the trigger the bear engaged him in conversation.

"Hey wait a minute," said the bear. "You don't have to shoot me. Let's sit down and talk about this. I am very hungry and you need a fur coat. Let's see what we can work out."

After a short discussion a compromise was reached.

The bear walked away with a full stomach and the hunter was surrounded by a warm fur coat.

Compromise issues when possible. Avoid compromising principles. The results can be disastrous.



April 16

## **Humility Is A Virtue....Timidity Is A .....**

Humility is a virtue. Humility is a modest view of one's own importance. It is being humble. Yes, you may have great talents and accomplished great things. That is wonderful. But with humility, you are not like a megaphone blaring your accomplishments and your own thoughts on how wonderful you are for all to hear.

Humility is endearing because it is the essence of being human. It is saying that you, regardless of status, awards or recognition are like everyone else. You have areas where you can improve.

Humility is a connector in relationships. It can endear you to others. It draws people to you. Our greatest leaders are the ones who people love.

When you practice humility, good things are more likely to come your way.

Yes, humility is a virtue. It will help you to connect well with others.

Timid people don't get promoted because they have a fear of the unknown or the unfamiliar. People like them, but they exist through life rather than living it. Very often, when it comes to decisions to step out of their comfort zone, they do nothing which is decision against growth and fulfillment.

And when change does come, as it does in our time with increasing speed and ferocity, the timid people are the ones who suffer the most. They never chose to grow. They don't have the skills to adapt with change. Sadly, they are nice people who get left behind.

Humility will do many good things for you. Timidity will take your life in another direction. Don't fake yourself out and confuse the two. Take a sword to timidity and when you do, you will set yourself on a course to have the business and life you desire.



April 17

## **Timidity Is.....**

What is timidity? Timidity is the fear of the unknown or the unfamiliar or of making decisions. I talked about humility in the previous daily reading.

Humility is a virtue. It is about connecting well with others. It is about increasing your attractiveness and what will come your way.

Yet many people make a mistake. When they think they are practicing humility or even give the appearance that they are, in reality, they are practicing timidity.

Timidity is not a virtue. Timidity is a sickness. Timidity will keep you from taking advantage of opportunities that come your way, opportunities that come your way because you were practicing the virtue of humility.

Timidity will keep you from having deep, meaningful relationships. Timidity will steal your joy in business and in life because you are coming from fear. And when you come from fear, you won't take actions that could move you and your life forward.

What are you afraid of with timidity? You are afraid to grow. You are afraid to try new things. In essence, you are afraid to change.

Leading the good life is about your ability to change. Take the sword of action to timidity. Only when you take action will you overcome timidity, grow and create pathways to a better life.



April 18

## Learning

You have to have some learning just to survive. You definitely need some more learning to succeed.

You can learn from your own mistakes. A lot of learning takes place there. And it can be costly, time consuming, expensive and energy draining.

It's okay to learn from your own mistakes. But if you want to speed up the learning process, take the time to learn from the mistakes of others. By reading about the mistakes of others, you can learn in a day what not to do.

Not only have you now learned many ways that won't work that you will not try, but in the process of learning about the negative, you have been given a positive clear path to success. Learning from others is also good because it is less expensive and time consuming.

You also learn from what you read. You learn from the movies you watch. You learn from what you listen to. More importantly, you learn from who you listen to.

When you are learning, it is important to be a selective listener. Are what and who you are listening to planting seeds for flowers to bloom or for weeds to grow? What are they putting in the soil of your mental and emotional garden?

Learning is important. Remember that what you learn and who you learn it from will determine if you plant seeds for growth and success, or if you are always having to pull out weeds.



April 19

## Education

For those who desire success, education is a life-long discipline. It is something that they practice daily. They seek education. And, they are always looking at what they learned from the day. It is one of the ways they measure their progress.

Unfortunately, for many people, their education slows down a great deal or almost comes to a stop once they finish their formal schooling. Yes, they will learn some things and become educated on them just because they exist.

But if you truly want to succeed in life, you must seek out opportunities to be educated. You must be proactive. That is the process to be followed for becoming a person of value. And as you increase your value, that starts the miracle process of having more opportunities to come your way.

Jim Rohn said, "Formal education will make you a living. Self-education will make you a fortune." Your fortune may be in several areas from relationships, to your family, to your business, to your finances and to doing things that are fun for you.

With life-long learning as your guide, you will be on a path of self-education that will enable you to realize more of your potential. And here's the big benefit. As you realize more of your potential through self-education, you will feel and have a greater sense of fulfillment and happiness. That is your fortune.



April 20

## One Person Almost.....

One person almost starts a project. The other person starts it.

One person almost completes a task. The other person completes it.

One person almost decides to take advantage of an opportunity. The other person takes advantage of it.

One person almost passes the exam. The other person passes it.

In the example of the exam, the difference between winning, passing the exam, or losing, failing it can be one point. It can be one percent.

The point is that 'almost' happens to all of us. But when 'almost' occurs regularly, we are not talking about success. At the worst, we are talking about failure. Or, we are talking about a business or life with little or no progress.

The difference between winning and losing has been described at times to be as fine as a "razor's edge." If the score on the exam is one percent higher the exam result moves from fail to pass.

What if you improved yourself by one percent a month? That would be twelve percent a year. Twelve percent improvement will bring positive results.

The difference between 'almost' and 'always' is huge. Always start the project. Always complete the task. Always take advantage of the opportunity. And, oh yes, always pass the exam.

When you move from saying 'almost' less to 'always' more you are creating the map to guide you to more wins and a better life.



April 21

## Are You Winning Your Race?

Are you winning your race?

In the story of the Tortoise and the Hare, the tortoise, Slow and Steady, challenged the Hare to a race.

When the race day arrived the Hare was overconfident. The race started and the Hare took off and was far ahead. Seeing that he was far ahead he decided to take a break. He fell asleep only to be awakened by the noise of the excited animals who were cheering on the tortoise as he neared the finish line.

It was too late for the Hare and he ended up losing the race. Forever after the Hare was reminded of his bitter defeat by the other animals who said, "Don't brag about your lightening pace because Slow and Steady won the race."

The important lesson is in how the Tortoise won. The Tortoise was not faster. He was not a good runner. He couldn't run at all. When it came to skills there was no way the Tortoise should have won.

Yet he did. The Tortoise had two attributes that the Hare did not have.

He had a sense of urgency and a sense of commitment.

Apply these to your business and your life and you will like what happens because you will increase your odds of winning your race.



April 22

## Professionals

Have you ever watched a professional perform? It is a joy because they intrigue us with the skill and preciseness they bring to whatever they are doing.

I had the opportunity to go on a ride for a weekend with a local fire department. I wanted to see what they experienced and how they handled diverse situations. How these men conducted themselves from small fires to larger ones, to accidents was fascinating.

It was amazing because they always demonstrated a skill and precision that brought about the best possible outcome. These firemen worked well as a team. Individually, they performed exceptionally well.

Regardless of the situation, it flowed smoothly. Back at the station where we slept when it was possible and where they prepared their meals, it was obvious that some of the firemen got along better with other firemen.

Yet, when they went out on the calls, it was one solid, united unit. The professional overlooks personal differences as long as they don't affect his performance.

Many people aspire to be professional but they let personal differences that have nothing to do with performance, get in the way. To be professional, you must have skill and precision. You must do the little things well all the time. That leads to a great performance.

But most importantly, a professional stays focused on what truly matters. What truly matters are those things that encourage and support exceptional performance. Use this focus in your conduct and people will be seeing you as a true professional.



April 23

## How Are You Measuring Yourself?

I remember my parents measuring me as a child. They had me stand in bare feet with my back flush against a door jamb. Next they would take a ruler and place it on my head.

The next step that required the most precision and skill was to make that ruler as level as possible on the top of my head. Now that it was level, the big moment had arrived.

With the ruler sitting level and touching the door jamb, my parents would take a pencil and put a light mark where the ruler touched.

Next, they would have me step away. But before I would have stepped away they would already be remarking on my growth. My Dad would have a tape measure and he would meticulously measure from the floor to the mark.

Then, next to the mark, he would lightly write the measurement and the date. Then my parents would say very nice words about how much I had grown.

I remember how much I enjoyed this family ritual. I was measured for who I was. I was not measured against my sister or some other boy in the neighborhood. It was all about me. My parents took joy in my growth.

At some point I stopped growing in height but the marks remained. I would come home from college and they still would be on the door jamb as a reminder of the joy of growing.

Then, when I was in my thirties and feeling directionless, I started setting goals and measuring my growth. I have been doing it ever since.

Set goals. Measure your growth. It is a positive experience. See how you have grown to who and where you are at today. Applaud your growth. Then look forward to see how you can grow to be all that you can be. It's fun to measure how you are reaching your potential, and it's exciting!



April 24

## Just Getting By

I know people who have great success in one area of their life and yet are 'just getting by' in another.

Regardless of what area you may be 'just getting by' in, I can assure you that 'just getting by' does not bring happiness. There are certainly legitimate reasons for 'just getting by' and I have experienced those and empathize with those who are dealing with those situations.

Whether it is 'just getting by' in school, a relationship, a business or a job, the process of always wondering if you are going to make it is draining.

When you experience a 'just getting by' moment, you feel more relief than joy or satisfaction.

And here's the worst part of 'just getting by', worry becomes your constant companion. You are going to have some worry. That's normal. But the worry you create by choosing the 'just getting by' philosophy will drain you and ultimately flatten you.

When you are 'just getting by' you feel like you are on the edge of a cliff ready to free fall into the canyon below. When you are always looking over the cliff, worry has become your constant companion. And to make things worse, you don't feel like you have the energy to act.

What you must do to move beyond the 'just getting by' mode and to renew your energy is to set goals. You must create something to look forward to.

You must become proactive. Your life is your choice. Choose to set goals and then have clear action steps to attain these goals. That is the way you move away from the 'just getting by' neighborhood and into the newly designed and energetic 'just arrived' neighborhood.

With goals, you will always be just arriving at new and better places and in the process you will have left 'just getting by' behind.



April 25

## Who Is Packing Your Parachute?

Charles Plumb was a navy jet pilot. On his seventy-sixth combat mission, he was shot down and parachuted into enemy territory.

He was captured and spent six years in prison. He survived and now lectures on the lessons he learned from his experiences.

One day, a man in approached Plumb and his wife in a restaurant, and said, "Are you Plumb the navy pilot?"

"Yes, how did you know?" asked Plumb.

"I packed your parachute," the man replied.

Plumb was amazed - and grateful: "If the chute you packed hadn't worked I wouldn't be here today."

Plumb refers to this in his lectures: his realization that the anonymous sailors who packed the parachutes held the pilots' lives in their hands, and yet the pilots never gave these sailors a second thought; never even said hello, let alone said thanks.

Now Plumb asks his audiences, "Who packs your parachutes?..... Who helps you through your life?.... Physically, mentally, emotionally, spiritually?..... Think about who helps you; recognize them and say thanks."

Find one of your parachute packers today. Acknowledge their contribution to making your life better. Look for these people every day. When you give them acknowledgement for the good that they bring, you will be pleased at what starts coming back to you.



April 26

## Are You A Positive Thinker?

Are you a positive thinker?

There was a survey done several years ago of tens of thousands of people. Ninety percent of the people identified themselves as positive thinkers. A positive thinker is someone who has a thought and takes the action to make it a reality or to move it toward becoming a reality. Or they will develop new skills and disciplines to move their thoughts forward.

Yet, as the researchers who had designed the survey went through the answers to the questions, they found something different. They found out that ninety percent of the people who identified themselves as positive thinkers were actually positive wishers.

A positive wisher thinks positively but does not act on them. That's a formula for there is not much happening around here. Positive thinkers take action. Positive wishers think about it and do nothing. And that is the formula for "Not much is happening around here."

You do have to start with positive wishes. That is the foundation of positive thinking. Here are some steps to take your positive wishes and turn them into positive thinking.

- Don't wish things were easier. Wish you were better.
- Don't wish for fewer problems. Wish to acquire more skills.
- Don't wish for fewer challenges. Wish for more wisdom.

The next step is to go out and act on your wishes. That is positive thinking. And when you start to act, you will build momentum. You will develop more skills and disciplines.

And with more skills and disciplines, you will be able to do more things and contribute more to others and to life. And, as a positive thinker, that's what makes life rewarding.



April 27

## **Be Happy Now!**

Be happy now!

Why? Happiness must precede having true success. If you think about it, there is no true success without happiness.

The first thing people say is, "I will be happy when I am rich." I find it to be an interesting statement. My question is, "Are you an unhappy person right now and you will carry that into your life and relationships and then flip the switch when you decide you are rich?"

That could be a lot of years of practicing unhappiness. Since life is not a practice session, start being happy now.

Happiness is a choice. You can experience happiness wherever you wish, regardless of the circumstances.

Start with what you have to be grateful for. You will learn that having more isn't the formula for happiness. Appreciating what you currently have is a good start. If you cannot learn to be happy with what you have right now, then you will never be happy no matter how rich or how much good fortune comes your way.

Live in the moment. Learn to be happy now and you will start to practice the art of living better and living well. Do that and life over time will become sweeter, more purposeful and fruitful in what you experience and your relationships. Be happy now!



April 28

## Discovering Meaning

Discovering meaning in your life is critical to your happiness. If you think you can be happy without meaning, then you might as well be like a ship without a rudder.

Your ship of life will go wherever the current takes you. And since you have no destination, there will be no markers along the way to give you meaning. There will be nothing to measure your progress. And without measurement, there can be no meaning.

That's why goals are critical to meaning. Goals allow you to measure how you are doing. Are you utilizing more of your potential? Are you in more healthy relationships? Does your work bring you satisfaction? Are you utilizing your gifts and talents?

Discovering meaning comes from within. And the reward comes when you manifest your gifts and talents to the outside world. Set goals to showcase the good that is in you. It will bring meaning to you and benefits to those you touch.

Discover your meaning and use goals as your guide to set a path to adding significance to you, your life and the people you touch, not to mention it will add to your happiness.



April 29

## Meaning and Happiness

When we discover our meaning, we are taking the first step to inner happiness and a happier life. But to find happiness, you must think about it differently. True happiness is an inside job. It comes when you are on a course to realize your potential.

Too often, happiness is defined by events. That party was great. I really enjoyed the show. I met some interesting people. I bought something that I wanted. I received the promotion. Yes, these bring happiness in the moment. They bring meaning in the moment. And, it is very good to have these experiences but they are short-term experiences.

Once the experience is over, where does that leave you? Do meaningful things to develop yourself and to benefit others that make you happy. There are plenty of meaningful things that won't bring you happiness.

I remember a time when I received recognition in a sport when I won a contest. This should have been a happy time. There was meaning in my victory. To the outside world, I looked happy. Yet, I was not happy. I knew that this victory would set an expectation of more practice and to exceed what I had already accomplished.

What was the problem? I liked the sport recreationally but I didn't enjoy the practice and I had no desire to go further. I enjoyed learning about it and having some mastery. But, that was all. I had no future vision. I was not in alignment with what this sport asked in terms of disciplines and skills.

I learned at a young age to stay with things that are in alignment with who I am. I have had to relearn that lesson several times. And the lesson I learn is the same every time. Stay in alignment with who I am to develop my potential. When I do, I always find great satisfaction because my life is blessed with meaning and happiness at the same time.



April 30

## The Success Killer: Good Enough

How often have you heard, when a task or job was completed, “That was good enough?” I am sure, like me, most of you have either used that phrase or heard others say it many times.

And “good enough” in certain situations is just fine. But in others, it can be deadly. In the world of business when you are competent, you are considered to be “good enough” to do a job.

That is good except for one thing. This attitude can be the number one killer of success. Why? It opposes change and growth.

You may ask; how can that be? If you are an employee in a company, you strive to be competent. You want to be good enough. Yet when change comes, you resist it. Why? You are going to be asked to do your job in a new way and you know that for some period of time, you will not be good enough.

And, when you are in a punitive business culture that overemphasizes mistakes, the last thing you want to do is embark on a process of doing a job you have done well for a long time, poorly for a short period of time. You start feeling like you are playing a losing game of “I bet my job.” I will lose my job if I don’t perform well.

In business cultures that do not embrace change and do not give their employees the tools to become “good enough”, we see decay over time.

Here are some examples of companies who at one time were considered not just good enough, but outstanding. You won’t find Kodak, Montgomery Ward or Steak and Ale. They were competent in an old way of doing things but they were not good enough to change.

Always be good enough to change in business and life. When you do, you will remain competent and relevant. Use the desire to be good enough to change and you will discover new levels of success.