

A photograph of a sunlit forest path. The sun is low in the sky, creating a warm, golden glow and long shadows on the ground. The path is lined with tall, thin trees, and the foreground is filled with lush, green grass. The overall atmosphere is peaceful and serene.

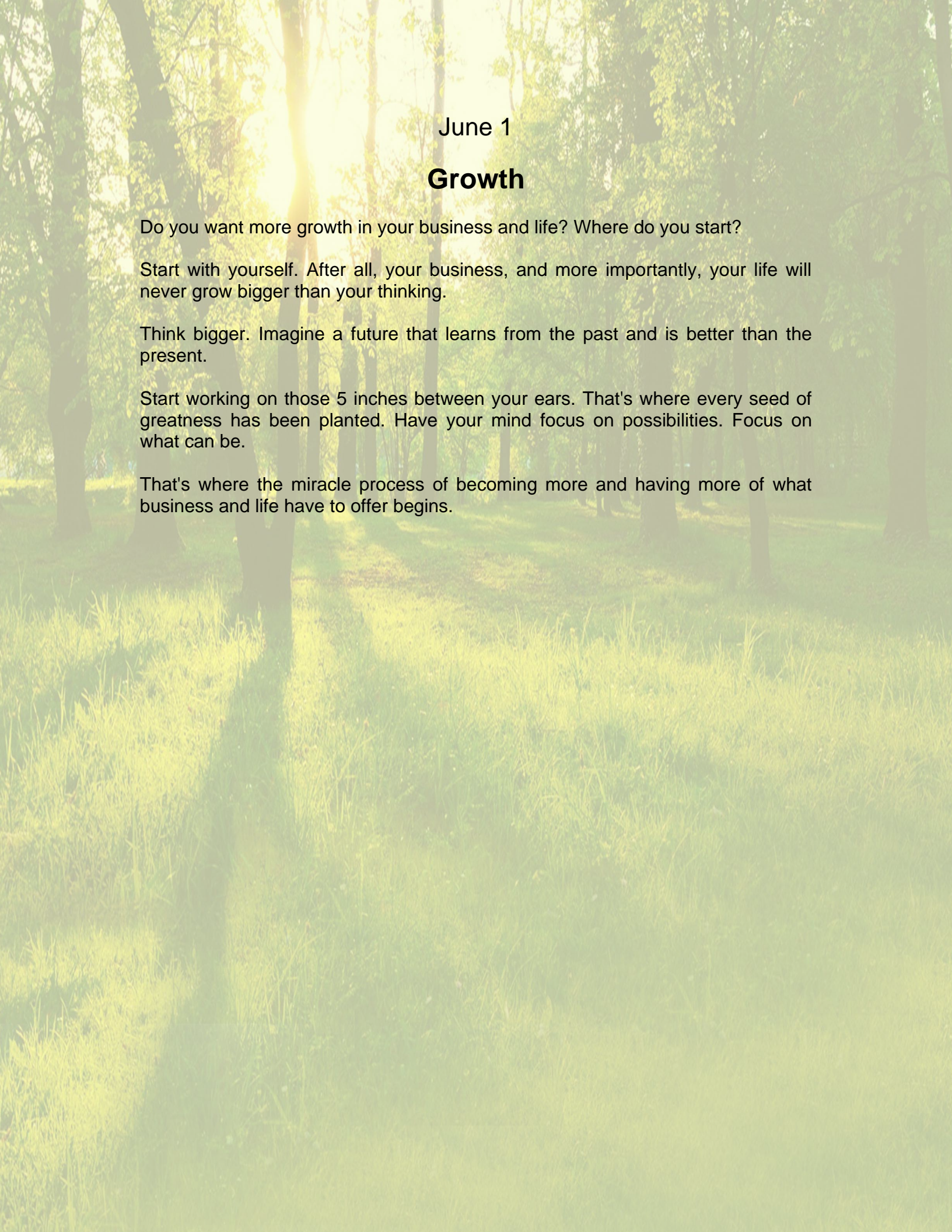
June



## June

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A sunlit forest path with tall grass in the foreground and trees in the background. The sun is shining brightly through the trees, creating a warm, golden glow. The path leads into the distance, flanked by tall grass and trees.

June 1

## **Growth**

Do you want more growth in your business and life? Where do you start?

Start with yourself. After all, your business, and more importantly, your life will never grow bigger than your thinking.

Think bigger. Imagine a future that learns from the past and is better than the present.

Start working on those 5 inches between your ears. That's where every seed of greatness has been planted. Have your mind focus on possibilities. Focus on what can be.

That's where the miracle process of becoming more and having more of what business and life have to offer begins.



June 2

## What Are Your Expectations?

There's the story of the older man who lived across the pond from a young man. One day, the older man was watching the young man fish.

He noticed that when he caught a fish, if it were large he would throw it back. And if it was small, he would keep it.

Curious and wanting to know how come the young man was throwing away the bigger fish, the man walked around the pond to where the young man was fishing.

He said, "Son, I've never seen someone fish like you. You throw the big ones away and keep the small ones. How come?"

The young man said, "Oh sir, you don't understand, I only have a 7 inch frying pan."

It is easy to get stuck in our comfort zone. When we are stuck in our comfort zone, there is no room for growth. And hence, there is no growth in expectations.

The excitement of being young is that you have all these expectations ahead of you. You can keep that excitement when you are older and I suggest that you must if you want a fulfilling life.

I met a lady several years ago who was full of enthusiasm and vigor. She did not look or act like she was eighty-five. I asked her how come she was so excited. She told me that she had just completed her fifteen-year plan. She had all these expectations that would take her to age one hundred.

Don't let your expectations expire. Life is about enlarging your expectations.

How do you do that? You do it by getting a bigger frying pan.



June 3

## **Is Your Mind Ready For Success?**

Is your mind ready for success? Do you want more improvement, progress and ultimately success?

All you have to do is understand the meaning of two words; CAN'T and WON'T.

Successful people truly understand what they CAN'T do and still find ways to accomplish many of their goals. As a result they continue to move forward and receive more of the good life has to offer.

Unsuccessful people say they CAN'T achieve a goal or move forward. But most of the time the truth is that they WON'T do what it takes to start and complete something.

What are you thinking? CAN'T, more often than not, when it comes to what you will do is a statement built around fact. WON'T is a state of mind.

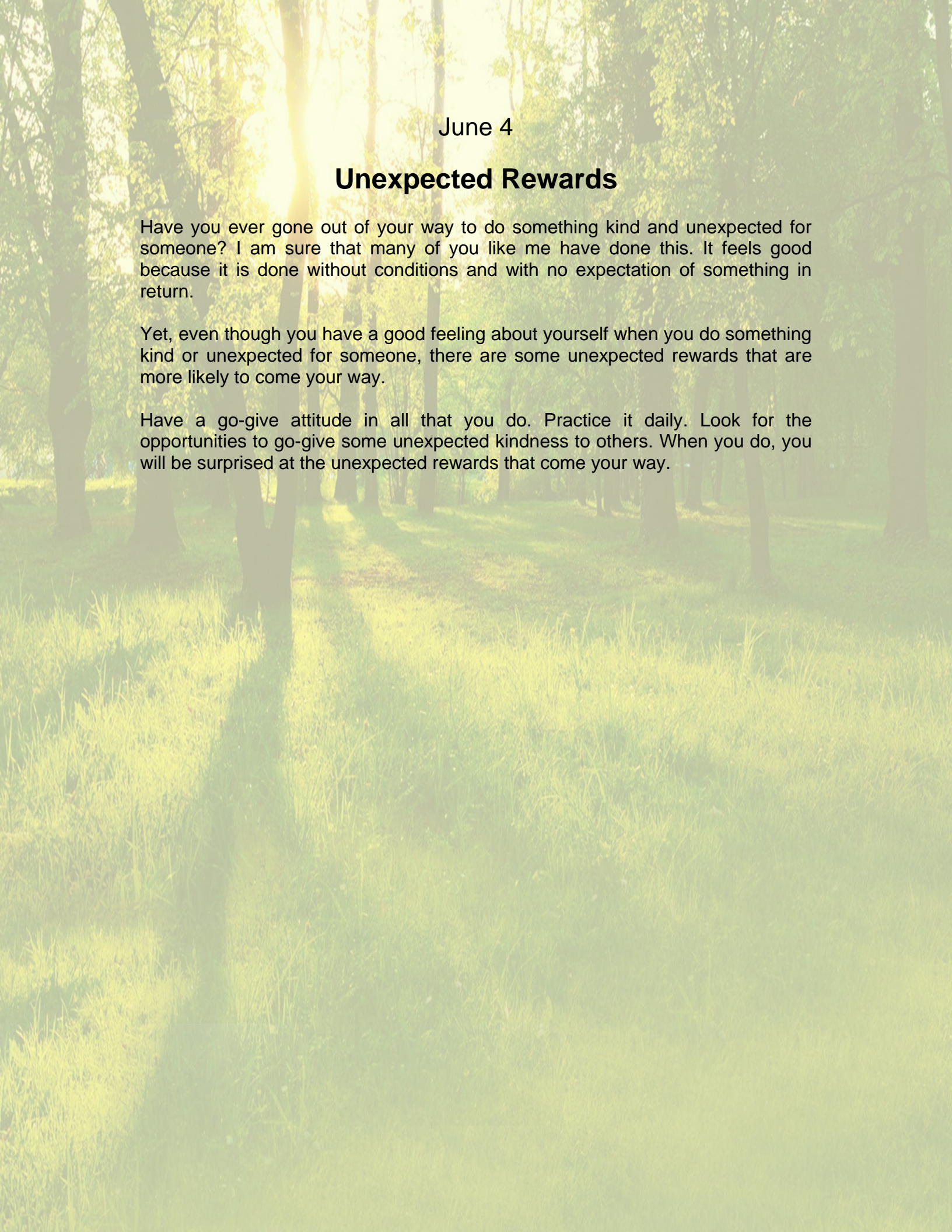
Do you want more improvement, progress and ultimately success?

Is your mind ready for success?

What's your state of mind?

The good news is that the choice is yours!



A sunlit forest path with tall grass and trees. The sun is shining through the trees, creating a warm, golden glow. The path is made of dirt and is surrounded by tall grass and trees. The overall scene is peaceful and serene.

June 4

## **Unexpected Rewards**

Have you ever gone out of your way to do something kind and unexpected for someone? I am sure that many of you like me have done this. It feels good because it is done without conditions and with no expectation of something in return.

Yet, even though you have a good feeling about yourself when you do something kind or unexpected for someone, there are some unexpected rewards that are more likely to come your way.

Have a go-give attitude in all that you do. Practice it daily. Look for the opportunities to go-give some unexpected kindness to others. When you do, you will be surprised at the unexpected rewards that come your way.



June 5

## **Ability or Choice?**

Growth is a choice. Most people fight against growth because they don't want to change.

Leo Tolstoy said, "Everyone thinks of changing the world, but no one thinks of changing himself." To change the world and how you see it demands that you make a choice for inner change.

Most people don't realize that successful and unsuccessful people do not differ substantially in their abilities but they vary in their desire to reach their potential.

And nothing is more effective when it comes to reaching your potential than the commitment to your personal growth, your commitment to change.

Abilities are important in shaping our lives. But the desire to change and grow is the critical ability you must use to reach your potential. And developing your ability to change and grow will be your choice.



June 6

## **But What If I fail?**

You will fail. Failures are the necessary stepping stones to success.

The answer to the "what if I fail" question is, *you will*.

A better question might be, "after I fail, what then?"

Well, if you've chosen well, after you fail you will be one step closer to succeeding. You will be wiser and stronger and you almost certainly be more respected by all of those that are afraid to try.

And, with the wisdom and strength you gain from failing you have identified a way not to do something. In turn this pushes you to be more creative in finding a way to make it work.

In life you are not judged by the number of times you fail, but by the number of times you succeed. And the number of times you succeed is in direct proportion to the number of times you can fail and keep trying.



June 7

## **People Skills**

How are your people skills?

To start, it helps if you like people. Obviously, if you don't like people then your people skills will be underdeveloped.

The first people skill to connecting with others is to find something you like in them. If you are not a people person, this may be the first step you need to take. Discover value in others. Find something in their character or personality and acknowledge it.

People love it when others see value in them. Give the gift of acknowledgement. It's the foundation for creating a positive connection.

Remember that people always move toward someone who increases them and away from anyone who decreases them.



June 8

## Any Day

Any day you can start to develop a new skill to improve your life. Any day you can start a new habit to improve your physical condition. Any day you can start a new way of thinking to solve a problem or overcome a situation.

Any day you can choose to do some reading to open your mind to new possibilities. Any day you can be open to learning through gaining new knowledge.

Any day you wish, you can start working on a relationship. Any day you can reach out to others for support. Any day you can give love and support to others.

Any day you wish, you can start to change your life. Here are your "any day" options. You can start today, tomorrow, next week, next month, next quarter or next year.

On the day you choose to change, any day becomes a special day. Your actions that day have said that I am not treating today as any day. I have chosen to change. I have chosen to improve. Within the choice you made to change and to improve is held the hope of a better day tomorrow. Why? With change and improvement, tomorrow won't be like any day.



June 9

## The Fork in the Road

The fork in the road comes when people or organizations discern that there are two ways to go. Your path has taken you to this point. Now where do you go from here? Which fork do you take?

Recognizing the fork is the easy part. Deciding which fork to take and to commit to is the hard part.

Every day we face a fork in the road. Which priority is number one? What tasks must I complete? Things are always shifting. If you choose wrong over a period of time then you are on a path to failure.

Very often, people and organizations fail to recognize the fork or even worse, ignore it. Just ask former retail giants Sears and Kmart. Did they fail to see the fork in the road? No they saw it. They looked at the alternatives. They tried several roads and unfortunately they didn't lead to success.

There were challenges that went beyond seeing the fork in the road and choosing the right one. These challenges had to do with the culture of the companies. It is easy enough to see the fork when it comes to strategies, goals and operations.

When it comes to the soft skills, the culture and the attitude that those who work at a company have about it, that is where it is difficult to see the fork, let alone take it. Most of us have no problem leaning into the business side of things. It is the personal side that almost always brings us down.

The great turnarounds in business history included two forks in the road. One was with strategy, tactics and implementation. The other was with the people. You can see both of those clearly. That is usually not the problem.

Taking the forks is the problem. On the one side it is a challenge to change strategies, tactics and how you implement things. But, if your people won't take the fork to make these successful you will be doomed to failure. The people side is always the bigger challenge.

More often than not, failure comes not because the right fork wasn't taken with tactics. It comes because people didn't buy into and support taking the fork.



June 10

## **Great Minds**

Great minds have purposes. They have focus. Purpose and focus bring the energy and resultant creativity to overcome problems and challenges.

Lesser minds succumb to the smallest misfortune. They were never really into accomplishing because they did not have the purpose and focus.

Great minds have another characteristic. They are persistent. Persistent in learning and gaining knowledge to become better at creativity to overcome problems and challenges.

With persistence, great minds don't quit. They know that with one more effort they are likely to see a breakthrough.

Great minds love to learn. They use what they already know to create opportunities out of problems and challenges. They understand that the only way to remain relevant in a fast changing world is to embrace learning.

Lesser minds only learn if it is required.

Interestingly, every mind has the potential to be a great mind. Great minds are developed. Lesser minds remain mostly undeveloped.

Great minds are like a muscle. Choose to work out your mind. That is the process for developing a great mind.



June 11

## **Educated And Uninformed**

You can be both educated and uninformed. The internet is a way that lets you become informed. If you are diligent and spend the time you can check out a product or service, become educated about it and purchase it with confidence.

On the other hand, the internet can inform you about a situation or a political stance. You can read various articles all with the same slant on the situation or that promote a political point of view. At this point you may feel educated. Or, are you?

The challenge is to find the truth. It is to know that the facts in a situation or political stance are true. It is to know that certain facts have not been filtered out in order to advance a point of view. It is to know that what is being projected about these facts and how they will impact you in the future are true.

That's a lot to consider. Only when you know the truth and the facts can you become informed and ultimately educated.

The challenge is, that most people who want us to support their point of view, are always putting their filter on something in order for us to buy into what they want us to believe. With the internet they can do this quickly and cause an emotional movement in a particular direction.

With emotions in play it is easy to move with the crowd and to not question the wisdom or the direction.

Become educated and informed.

Decisions do matter. Failure is the accumulation of many small, wrong decisions over a period of time.

Focus on being informed by the facts and the truth and you will become educated away from the decisions of failure and you will be decidedly on the pathway to success.



June 12

## Enthused?

Enthused? If you are, great! If not, take a look at your thinking.

How do you look at your normal day? Are you just **getting through the day**? When you are just getting through the day you have no real sense of where this day is taking you. The only meaning it holds is that you got through it. It is hard to be enthused when your actions in the present are not leading you to a meaningful future.

Or, are you proactive and executing your plan to become more and therefore receive more of what business and life have to offer? Think proactively. Develop your plan. Design your vision of the future. The benefit: You will become enthused about each day because it is leading you to something better.

You will have more energy because you are not thinking about getting through the day. You are now excited to see **what you got from the day**. Each day is another step in taking you closer to your vision becoming reality.

Each day becomes an accomplishment which boosts your self-esteem. With increased self-esteem comes increased purposeful activity. With purposeful activity you are getting closer to the results you desire. Look at **what you got from the day**. That is something for you to be enthused about.



June 13

## Overcoming the Negative

As a fact, a large part of our lives can be devoted to overcoming the negative. When I mention this the first thing that comes to mind for most people is relationships. None of us like negative relationships.

Another negative that comes to mind is the unexpected, cataclysmic event. My Dad died unexpectedly during my junior year in high school and it turned my world upside down.

But there are the other, smaller negatives that can sabotage your joy. For example, maybe you have some clutter at home or in your office at work. Clutter, for many people, creates a sense of disorder, a loss of control and ultimately can diminish their energy.

It is negative. The key reason to overcome the negative is to bring greater joy and happiness into your life.

When it comes to the negative you cannot take a middle of the road approach. Negatives are like weeds in the garden of your life. Weeds are not something you tolerate. Weeds are something you destroy.

To develop yourself and your life, your positive emotional intensity must be greater than your negative emotional intensity. You must maximize the positive and minimize or eliminate the negative.

Devastate the weeds. Overcome the negative. When you do you will create room for positive growth to enter your life.



June 14

## Shared Memories

Few things bond people together like shared memories.

Shared memories create connections. They create stronger and deeper relationships.

When people talk about shared memories it is about what they did in the past. At some point, many people stop creating shared memories.

Look back at the memories you have created and shared. Some of the richest memories were often planned and intentionally created.

To keep the excitement and enthusiasm for life it is important to create what you want your future shared memories to look like. How do you do that? It's simple. Plan to spend extra time with the people that matter most to you.

Where and what you do can create great memories. But the best memories are those shared with those people in your life who matter the most.

Start planning a future memory today. The rewards will last a lifetime!



June 15

## How Are You Leading Yourself?

When the topic of leadership comes up the first thing most of us think of is the leaders in our life from business, to religion, to politics. That is normal. Yet the most important aspect of leadership in your life is seldom talked about.

How are you leading yourself?

A leader must have a vision and followers. Without both of these there is no leadership. What is your vision? Are you your own follower of your vision? How are you leading yourself? If you have a vision and are leading your life to accomplish it then you are exhibiting leadership.

Leadership depends on setting clear expectations for yourself and, if you are in a position of responsibility, for others. Two things are required for you or others to meet your expectations.

The first is your ability to set the vision of success for you and others to see it clearly. The second is to provide an outline of the process achieve it.

Too often, failure in leadership comes when we set the vision without the process to make it happen. Have a clear vision of what you want to achieve and the process to accomplish it. Whether you are leading yourself or others, when you have these two things working together you will move forward to making your vision a reality.

Leading yourself well is the first step to leading others.



June 16

## **Change Is Inevitable**

Change is inevitable. Growth is optional. If you wish to remain relevant in today's fast paced world you must be willing to embrace change.

Change, in its way, is a revolution. A revolution destroys the old way of thinking and doing things. The result is that it enables another way, hopefully better, to take its place.

The problem with change is that many people think that different isn't necessarily better. But with good change things are and do get better. And better is always different.

Always be about change that is truly better. Sometimes it is very hard to see that a change is better. Why?

We are used to looking at things through the old prism. It takes time to change our view.

Things that were tried and true, such as the VHS cassette, are no longer around as it was replaced by the DVD. And DVD's are losing some of their usefulness to digital downloads and streaming.

Are you living your life more as the VHS cassette? If you are, then relevancy and meaning are slipping away. Why? It leaves fewer people for you to be able to connect with. It leaves fewer opportunities for meaningful relationships.

Meaningful relationships are what make life truly worthwhile. No, we don't have to embrace all the latest changes. But we must embrace those that will make our lives and relationships better. For example, a huge number of people use email. If you don't use email you have lost one way to connect in a way that is comfortable for others.

What change will make your life truly better? Choose to change and you will grow. Now that's a great option.



June 17

## **Business Question**

Business Question. That was the header on an email I received from a third level contact on LinkedIn. I am the adventurous sort and it intrigued me so I opened it.

I was anticipating something interesting, something new and the possibility to connect with someone I didn't know. Unfortunately, this was another well disguised attempt to get me involved in a multi-level marketing business. I went and checked out this person and it confirmed my intuition.

Multi-level marketing businesses are good fits for the right people. What they can teach you about positive thinking and personal development are things that everyone can benefit from. And, they can definitely change your life for the better.

As with any business that you choose to enter, the business question is this: Is this business the right fit for who I am as a person?

If it is, start today. If you have some questions about the skills you may need to be successful in that business ask yourself if you will have the discipline to develop them. If the answer is no, then move on to something else.

The letter went on to tout the great lifestyle and vacations, often several weeks a year. I agree that these are wonderful and along with promoting these things the implication is that you will earn a lot of money. You can't take ten weeks off a year and live the lifestyle described in the letter without a lot of money.

When you have opportunities come your way by all means examine them. But always ask the business question: Is this the right fit? Wonderful opportunities, a great income and an upgraded lifestyle are worthy goals. But if you try to achieve them by doing something that is not in alignment with "who" you are, you will be miserable.

Being miserable and unhappy is never a good fit let alone a good answer to any question, even a business question.



June 18

## Reaching Out

Reaching out ... All of us do it. Reaching out for needed support can move you forward. Reaching out to help others can benefit them. Reaching out in your own life to become more as a person benefits you and all those whose lives you touch.

But there is one context where “reaching out” is almost always a situation of buyer beware. When you receive an unsolicited email, letter or even a conversation from an unknown source and they use the phrase “reaching out,” watch out.

Reaching out conjures up positive emotions within us. We want to help. And these unsolicited messages play upon our natural inclination to support or join others. And if you don't reach out to join them they may try to make you feel guilty.

Guilt is a powerful motivator. These people know that it is this natural desire to reach out to support others, combined with the guilt that comes from saying no, that can cause you, against your better judgment, to decide to get involved in something that is not a good fit for you.

When it comes to reaching out I have a visual of the palm of the hand that is reaching out to be in one of two positions. Is the palm up? If it is up then it is much more likely to be a genuine giving situation.

If the palm is facing down that means the fingers are in a position to grab something, probably you and some of your money, not to mention your time and emotional energy.

When someone is reaching out to you consider whether the palm of the hand is up or down. When the palm is up it increases the odds of reaching out being good experience.



June 19

## **The Miracle Process of Sharing**

The miracle process of sharing is this: The more that you pour out, the more that it can pour in.

Share your time.

Share your knowledge.

Share your good fortune.

Why is sharing so important? It is your legacy. It will be a primary determinant in defining you and your life.

When you share, you are creating positives in others' lives that will go beyond your time in this life.

As you share with others, they will share their time, knowledge and good fortune with you. In turn, this amplifies your life.

Pour out and share the good in your life and good things will come pouring back into you.

That's the miracle process of sharing.



June 20

## How Are You Farming?

To be a good farmer there are many things you must do. But to increase the odds of a bountiful crop you must be a good planter. A good farmer has learned how to plant well.

Each of us is the farmer in our own lives. We go out and start to plant. Yet, many of us get discouraged and quit planting.

We blame the seed as not being good enough. Then we use that as a justification to quit planting.

At times there may be a problem with the seed. More often than not we have good seed. The seed is not the problem.

The problem is with the attitude and outlook of the person who is sowing it. If those are not good there will not be a good harvest. The soil doesn't care what you plant. Be a sower that plants good seeds and with care.

Only then will you be a farmer that is in a position to harvest the opportunities which sprout forth from the soil all of us plant in, the soil of life.



June 21

## **I Promise You, No Hype, No Pressure**

“I promise you, you no hype, no pressure.” When I read those words recently in a sales brochure my first reaction was to throw it away without reading any further. But, before I threw it away I decided to read it in its entirety.

Why? I wanted to see if the person who was sending this was going to show me that they truly meant no hype, no pressure. Unfortunately, the rest of the brochure was like a megaphone, except in print, blaring forth about the virtues of this person and what they had to offer.

It certainly didn't show me that there would be no hype and no pressure. I understand what this person was trying to tell me. But when I looked at the brochure and the industry this person represented I knew that the chances of there being no hype and no pressure were slim and none.

But here's the other thing. When someone says or states a negative in print, your mind immediately focuses on that. I was focusing on hype and pressure. I was focusing on the negatives.

Right now if I told you not to think about the pink flamingo on your bed you will immediately think about a pink flamingo on your bed.

In your communication, focus on the positive outcome you desire. You do this by showing others, through examples and stories, that reveal who you are and how you do business that you are someone where they may be more inclined to trust.

“I promise you, no hype, no pressure” is a good premise but a poor start. Focus your initial communication on showing people who you are and that you are the person that will lead them in a positive way.

Show them the positive and then they are more likely to tell themselves to communicate and connect with you. That's the path to no hype, no pressure.



June 22

## Attitude Splinters

Have you ever had a splinter in your finger or your foot? When it happens, sometimes it causes pain. If left unattended and not removed, it can cause infection and more pain.

When you get a splinter that one, small area where it entered becomes your entire focus. It is easy to forget that in the big picture it is something small and that, in most cases, can be dealt with easily. You have a splinter but it doesn't define your overall health.

Yet, with the wrong attitude and perspective, people let small things define what they believe. And what they believe defines their decisions. And their decisions define their life.

Every day we absorb attitude splinters. We get stuck with a fact here. We get stuck with another fact on the same subject there. The danger is that we become so focused on these splinters that we miss what we are trying to create in our lives.

We end up allowing these small splinters to shape our attitudes which in turn define our thinking, our beliefs and ultimately our actions. If we let the small, attitude splinters define us and our actions, our lives will be less than fulfilling. We will feel like we are struggling to get through the day.

Only focusing on the small picture will cause us to miss the big picture. The big picture is about what we received from the day. What did we get from the day that is leading us to the bigger picture of the life we desire?

Remove and examine every attitude splinter. When we do, we are much more likely to keep our perspective. We keep it because we know that every day; we are doing the necessary attitude maintenance to take us to the bigger picture of the business and life we desire.



June 23

## How Are You Delivering?

When you get in line at the self-service car wash you know that you will put your car in neutral and take your foot off the brake. Then without any effort on your part you are transported through the car wash with the end result being a clean car. Also, you have a very good idea of how long it will take.

Now when you go to the quick lube places you have a different delivery system. They will do it while you wait. But if all the bays are full, while you wait may take an extra twenty minutes. But, that is better than taking it to another service company where you have to drop your car off for several hours, find some transportation, and come back at a time when they tell you it will be ready. For many, it is more convenient to wait the extra 20 minutes.

Now if you take a bus trip to another city there is a different delivery expectation here. The bus company tells you when it is going to leave. Your expectation is set around that. After all, if you don't leave you can't arrive. Only after you are on the bus does your focus turn to when you are going to arrive. But if it hasn't left on time then the expectation of when it will arrive has changed.

For all of these services there is a different expectation that works for them. What expectation are you setting for others in your business and life? Let people know what to expect. Who you are and how you do it are unique to you. Be dependable like the car wash, the quick lube or the bus company.

How you deliver yourself, your product or service is important. But the key in delivery is to be reliable and someone people can count on.



June 24

## Is Your Balloon Rising?

Are you filling the balloon that is your life with the right air? Fill it with honesty. Fill it with truth. Fill it with helping others. You will gain a great deal of wisdom plus you will have the support of others. When you do, the balloon that is your life will rise.

Why? You have chosen the path of good character.

Let others choose to fill their balloon with dishonesty. They portray the false as being true. They hurt others in the name of helping themselves. They have little wisdom because they keep repeating the same mistakes and lack the support of others. Their balloon of life may have some brief moments where it rises but it always comes crashing back down to earth.

Why? They have chosen the path of poor character. Good character has you rise above money and fame. Money and fame are nice and come to many people with good character. But with poor character, money and fame will not buy you or bring you happiness.

Fill your balloon with good character and you will rise to a life of greater happiness, satisfaction and reward. Good character is a choice. Develop good character and you will keep the balloon, that is your life, rising.



June 25

## Too Late

General Douglas MacArthur, the famous World War II general who lost in the Philippines, recaptured it and then went on to be at the ceremony in Japan when it surrendered to the United States. There is a story that tells about a question he was asked about military defeats.

He said that all military defeats can be explained by two words: "Too late."

- Too late in anticipating the problem.
- Too late in coming up with a plan to solve the problem.
- Too late in executing the plan to solve the problem.

"Too late" is a prescription for failure. The phrase, "too late," is never used in a positive context. "Too late" always carries some type of negative implication.

How often have you heard, "If I had only done this when I should have, I wouldn't have the problem I now have." That's someone that was "too late."

Now being "too early" doesn't guarantee success. But, it sure does increase the odds of a positive outcome.

Focus on being "too early" or "on time." You will have more positive experiences and good outcomes. Plus, it will give you a more relaxed approach to life.

It's never "too late" to start being "on time" or a little "too early."



June 26

## Prevent Your Way To The Good Life

Prevent your way to the good life. The good life won't be problem free but you can do a great deal to make your problems smaller or non-existent if you focus on what you can prevent.

Here are some thoughts on prevention.

- Address small problems in a relationship before they become big. You are much more likely to be able to reach a resolution and keep your life sailing on smoother waters. Prevent the small waves from becoming big waves.
- Be on time. Be on time with your appointments. Be on time with your work. And on those occasions when you can't be on time, let people know. Being on time prevents distrust. Being on time has others seeing you as dependable. Being on time can prevent relationships from becoming negative.
- Be a listener first. First understand what others want. This prevents you from having them feel unimportant and therefore distancing themselves from you.
- Be responsible for your thoughts, words and actions. The only person you can control is you. Take responsibility in all areas. This prevents other people from wanting to take control of your life.
- Be proactive. Be the creator of your life. Chart your course. Reach for your dreams. When you are proactive this prevents others from having you live the life that they want you to live instead of the life you have chosen to live.

Always think prevention. You can prevent your way to the good life. And, when you prevent your way to the good life you will have more time to enjoy the benefits the good life offers.



June 27

## What You Can't Get Out Of

I remember in high school that my behavior was not always the best. I spent many hours in after school detention. I earned good grades but in certain classes I would carry on conversations when the teacher was teaching.

Looking back, I realize how annoying that was for my teachers and my fellow students. At the time I would be called into the assistant principal's office and have to explain myself.

It was amazing that no matter what my explanation or excuse for being disruptive, the assistant principal, Mr. Herrington, never bought into any of my so called reasons or excuses for my behavior.

I would explain to him that sometimes several other students in the class would start talking when the teacher was speaking and then ask me a question and I would answer and join in. I was telling him that I didn't start it and somehow in my teenage mind that made it better. I was telling him that because others had started it and were doing it that somehow that it wasn't my fault.

I remember he would sit there in his office and let me go on with my reasons and excuses while nodding his head. And his decision was always the same. It was two more hours of after school detention.

One day I was in his office. He was a kind man. And once again, he was listening to my reasons for behaving poorly. When I finished he said, and I don't remember his exact words, that I would learn someday that I can't talk my way out of what I have behaved myself into.

My life began to change after that day. Gradually I took responsibility for my behavior. I will always be grateful to Mr. Herrington for teaching me that what you can't get out of is what you have behaved yourself into.



June 28

## **Activity=Achievement?**

If you want to have a good week next week, plan today for what you want to accomplish. Create the expectation of what you want your coming week to look like. Do this whether you are working or retired.

You will be more relaxed, on purpose and hit the ground running at the start of your week because you will have a clear end in mind as to what you wish to accomplish. And, with the vision of what you want to accomplish you will create the momentum to move you forward.

But there is one problem that can derail you. All of us as human beings are compelled to have activity. Activity is good. But activity that is not in alignment with who you are, or is primarily built around performing the tasks of everyday life, although it is necessary, is not the prescription for a happy life.

Why? It is not leading you to the achievement that brings your true inner satisfaction and feelings of elevated self-worth.

True achievement comes when you have activity that enlarges you as a person. It adds a sense of value to you as a person that you can get from no other source.

Activity is good. Activity of some sort is necessary to be alive. Achievement is activity that transforms you internally and let's you know that you are better today than we were yesterday.

Don't fake yourself out and confuse activity with achievement. Activity is important. But the key to success is what you achieve with your activity.



June 29

## Filling the Slots

When you are looking to fill the slots, you are looking for different relationships that add value to you. Talent and good personalities are more plentiful than table salt. Talent and good personalities are everywhere.

When you are looking for the right relationships to fill your life, you are very much like a business. You are looking to fill the slots. Regardless of whether you do this consciously or unconsciously, you are always looking to find the right people.

You can hire or bring people into your life and maybe they last a lifetime or a few days. And, almost all of them have one thing in common. They have talent. And many of them have great personalities. They have some good positives or you wouldn't have invited them into your life.

Yet with all these positives and talent, we see a great deal of distress and heartache. Interestingly, in your search for good people in business or in your personal relationships you are not looking for talent or even an exceptional personality.

What you are searching for is much more relevant. You are searching for attitude. Most jobs and relationships demand more than skills to be successful. They demand a great attitude. You may have an engaging personality when people first meet you. You may have a lot of talent. But if your attitude is poor toward what you do and others, you are more likely to lose.

Fill the slots in your business and life with attitudes that value honesty, purpose, connecting with others and who are motivated to be their best. Filling the slots with good attitudes will have a positive effect whether you are doing it in business or your own life.



June 30

## Relationship Selling

All of us do relationship selling. Every time you engage another person in communication, you are doing some type of relationship selling. You want them to understand your wants and needs. Maybe you need more details. Maybe you want to limit their presence in your life. And, they want you to understand them.

Regardless, you are selling others on how you want the relationship to be at that moment. Everyone talks about having better communication. We know that if we have good communication we hold out the possibility of better relationships.

Yet, very often the better relationships we seek become shipwrecks on the shores of life. What happened? To have better relationships, there is one core value that is the foundation to good relationships and to selling others to have a positive relationship with us.

It is trust. Your communication can be clear. People may know what you want. You hopefully know what they want. After all, communication is a two-way enterprise. But without trust, the relationship cannot be built.

Still, relationship selling has taken place. Without trust you have sold others on the fact that having a relationship with you is something that will be full of problems.

Start with trust. It is the foundation to deeper and better relationships. Use trust as the core value in your relationship selling and you will improve your communication and your life.