



*“He who knows the universe
and does not know himself,
knows nothing.”*

Jean De La Fontaine.

What kind of day is it going to be for you? Are you feeling positive or negative? Why? How will these feelings affect the people you interact with and how will they impact the success of your accomplishments today?

In any situation, our inner emotions, and how we deal with them, play a huge role in determining our attitudes, the behaviors that follow, and the results we achieve. Often times, however, we are not even aware of our own internal feelings.

Self awareness, then, is critical to understanding how we impact the world and people around us.

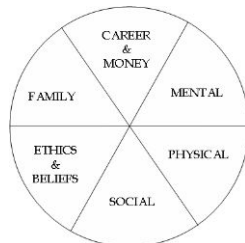
How you are reacting on the outside depends a great deal on what’s happening on the inside. If you are experiencing inner turmoil, it can show in everything you do and say. If, however, you make a conscious effort to recognize and control your emotions, you can choose to turn a bad day into a good one; a conflict into a win-win; and act with the right behaviors that will generate the most positive outcomes for yourself and others.

To become more self aware and experience success, fulfillment, happiness and joy, you need to put yourself in a place where positive attitudes flow. That positive attitude comes from inner balance, where all of the important areas of your life are working in harmony.

Stop for a moment and think about each of the key areas of your life; career/finances; family relationships; ethics and beliefs; social interactions; physical health and well-being; mental/intellectual pursuits.

Are you where you want to be in each of these areas?

Is each area working in harmony with the other, or are they in conflict?



Work on being and giving the best of yourself in every key area of your life. Become the authentic and genuine person you were meant to be. This is what will propel you forward to ever greater levels of fulfillment and success.

Conflict is an interesting emotion. It is a normal part of life and many times it is a prerequisite for creativity.

When conflict exists, so do two or more points of view. When you resolve a conflict with a win-win attitude, a much more creative solution is typically developed. There are only two approaches to conflict management, win-win or win-lose.

*“The more arguments you win,
the fewer friends you will have”*

Anonymous

Win-win is a collaborative solution between you and another that is based on information sharing, creativity and trust.

Win-lose is based on misinformation, competitiveness, and mistrust.

Choose to win – for yourself and others. When a conflict arises, act quickly and positively to resolve the situation. This will always create a stronger connection with others – your customers, stakeholders, co-workers, family and friends.

*“Nature has given us two ears
but only one mouth.”*

Benjamin Disraeli

Many people believe that the ability to speak articulately is an important prerequisite to success and achievement. While good speech habits are indeed important, it would do us well to place equal, if not more importance on the quality of our listening habits. Volumes have been written on speaking, but little has been written on “how to listen for understanding”.

It is impossible to understand if we don’t know what someone is thinking or feeling. It is impossible to find out what someone is thinking or feeling unless we listen to what they are trying to tell us.

In valuing what others are trying to tell us, we establish value for what we are trying to communicate to them. By valuing others, we add value to ourselves. Listen.