



“When it comes to the future, there are three kinds of people:

those who make it happen,

those who let it happen,

those who wonder what happened!”

John M. Richardson, Jr.

High-performance people see things not only as they are, but as they could be, and then take the action necessary to make it happen. Developing this kind of thinking and behavior in ourselves and others comes through creating an environment and organizational structure where people truly participate and genuinely believe they are integral to the organization's success.

When we expand our focus on the possible, we begin to seek new and better ways of doing things. We realize we have the capacity to shape our lives rather than accept things as they are.

Leadership then becomes the norm, not the exception.

Everyone in the organization is encouraged to examine situations and lead in response to them. Previous habits of 'doing it this way...because we've always done it this way...' gives way to new attitudes, innovative thinking, and process improvements. The philosophy of "If it ain't broke, don't fix it", gives way to "Regardless of how good it is – we can make it better!"

The way we think leads to what we do. What we do leads to results. If we want to improve results, it makes sense to improve the way we think! Significant achievement is not likely without change, and change in behavior starts with a change in thinking.

*“If you think you'll lose, you're lost.
For out of the world we find,
Success begins with a person's will –
It's all in the state of mind.”*

*Napoleon Hill
Think and Grow Rich*

Most of us are faced with negative influences every day – from newspapers, television, radio, even peers and friends - and a myriad of other media and sources.

If all we think about is the negative - what we have not done, cannot do, what has not worked, or what will not work... we will not achieve... we will not succeed.

*Remember the old adage,
“Garbage in – garbage out.”*

BELIEVE in yourself - what you can do, have done, what will work and the wonderful results of what you can make happen! Make a conscious effort to think more positive thoughts more often, and you will begin to develop the positive self-imagery necessary to achieve the success you desire.

Become aware of daily influences that affect you – the people with whom you associate, the materials you read, the programs you watch and the things you listen to – how are they affecting you? Bring the positive into your life every day. Think positive thoughts. Set goals. Take action.

Life is all about achieving what is important to YOU – and what it takes to make that happen.

- Where are you today?*
- Where do you want to be a year from now?*
- When you get there, what will be your rewards?*
- If you don't, what will be the consequences?*
- So, what's standing in your way?*
- What actions do you need to take to get there?*

Set goals and resolve now to make it a habit, a daily practice. Goals are the sparks that keep your enthusiasm glowing. Once you establish a worthwhile objective, and take action to achieve it, your intensity for living grows and your instincts become sharper.

It is this intense desire and passion for what you are doing that propels you towards success!