

Positive Tips from Stan “Mr Fanta\$tic” Billue

POSITIVE TIP # 1

A Magic Word or Phrase does indeed create Magic

One of the quickest and easiest ways to develop a dramatically improved Attitude is to become your own Success Coach. You start by picking out a Magic Word or Magic Phrase that you'll have the opportunity to use 50 to 200 times a day when people ask you how you're doing. Instead of whining at them by saying; Not bad for a Monday, or OK I guess, you can say;

Great or

Outstanding or

Getting Better by the Minute or

If I was any higher on Life I could go Duck Hunting with a Rake

Several interesting things will happen:

[1] It gives you something to live up to. If you tell 50 people a day that you're Awesome, how can you now be Negative? You'd be the biggest hypocrite in the World.

[2] You will start to believe it. Imagine telling yourself 50 to 200 times a day that you are Super. After a few days you actually start believing that you are Super.

[3] You will drive people nuts. Always remember that misery loves company and when people see that you are enjoying life, they will start to get jealous. They'll actually start asking you what you are so happy about or what someone is putting in your water at work.

POSITIVE TIP # 2

Gratitude is better than Garbage !

Too many people waste their time and energy worrying about what they don't have, which in turn can lower their self-esteem, their self-image, and put them in a negative mind set. Instead, why not concentrate on the wonderful gifts we've been given and all of the positive things that we have to be thankful for.

A great idea is to make up a Gratitude List, which might include where we live, our health, our family, our abilities, and even our accomplishments, etc. The next time we have a tendency to start thinking about our failures or shortcomings, simply take out and start reading our Gratitude List.

POSITIVE TIP # 3

What is your Purpose in Life ?

If you ask 10 people on the street; What is your Purpose in Life?, 9 out of 10 will have no idea what you're asking. I encourage you to do some soul searching, determine the great Gifts that we've been given in such magnificent abundance, and then decide why you are here. Until someone proves me wrong, this is not a dress rehearsal. We get one shot at life so start to live it to its fullest.

Back in 1977 when I finally decided to start to take charge of my life, I read a neat saying; Those who work at becoming the best they can be become and those who help others become the best they can become, are doing the most important job in the World because they are completing God's work.

Wow, that struck me like a lighting bolt. Based on that saying, I wrote out my Purpose in Life which is; To become the best I can become and help others get more out of their lives.

I've been fortunate because that Purpose has served me faithfully, or should I say that I have served it faithfully, for over 25 years. I humbly offer that you will start achieving amazing things when you have a Purpose.

POSITIVE TIP # 4

How many of the 3W's do you have ?

One common trait among successful Individuals is that they have one or more of the 3 W's. In fact, the more Weird, Warped, and/or Wacko you are, the more success you will enjoy. In other words, take what you do in Life seriously however don't be so serious while you're doing it that you become mechanical or boring.

Be willing to be a little different, or off-the-wall, or unusual, or humorous, or enthusiastic, or theatrical, or unpredictable, or friendly, or entertaining, etc. Try to bring a little Sunshine into your Customer's day. Work at developing your own unique Personality and Style. Always remember that people will do Business with you when they like you.

POSITIVE TIP # 5

Negative Affirmations are Never Good

Believe it or not the average person uses up to 5 Negative Affirmations every waking hour to program themselves for failure each day. If you pay close attention, you might start noticing yourself and others saying things like; This is so hard, or I can't do this, or I never have enough time to get stuff done, or I can't ever remember names, or I'm such a klutz, or I always catch a Cold this time of year, or With my luck I'll probably mess this up.

Since the Sub-conscious mind does not have the ability to doubt or reason, it totally believes whatever we program into it. If you look outside tomorrow morning and it's overcast and you say; What a crummy day, the sub-conscious doesn't know you're only referring to the weather. All it heard was the programming of the day, that's it's going to be a crummy day.

Be willing to try an experiment and pay close attention to how many Negative Affirmations you catch yourself using over the next week. Every time you hear yourself using a Negative Affirmation, stop, even if it's in mid-sentence and either say Cancel or try to replace it with a Positive Affirmation.

POSITIVE TIP # 6

Replacement Goals Reap Rewards

One critical factor that most Speakers or Trainers neglect to mention when teaching Goal Setting is what to do after you achieve a Goal. There is a real danger lurking after you've worked for days, or weeks, or even months to achieve something special and then achieve that Goal.

If you quit working toward something extra you run the risk of falling back into a comfort zone with the other 95% plus people on the face of the earth. That's not to say that you shouldn't enjoy whatever you accomplished and worked so hard to achieve, however you absolutely must immediately set a Replacement Goal.

The moment you achieve any Goal decide specifically what you want to accomplish next, set a due date, write it down in the form of a Positive Affirmation, and continue to grow. Always remember that; When you're Green you Grow and when you're Ripe you Rot.

POSITIVE TIP # 7

We need an Accomplishment List

Once you start setting and achieving Goals, it's very important to start what we call an Accomplishment List. Every time you reach another Goal, write down what you accomplished, the date you achieved it, and how it made you feel. Use this for all of your Goals, including Short, Medium and Long Term Goals.

From time to time in the future you'll be faced with adversities and/or things might not seem to be going as well as you might have wanted. During these trying times simply take out your Accomplishment List and see how far you come, how much you've grown, and everything you've accomplished. It's a great pick-me-up and will get you back on track in record time.

POSITIVE TIP # 8

Accept Responsibility

The majority of people go through Life blaming their lack of Success on others, events, or circumstances. Having been a self-made failure for 34 years, I can testify that you will start to take control of your Life when you are willing to Accept Responsibility.

That means you must accept total and unconditional Responsibility for your Success, or the lack of it. Quit blaming anyone or anything else and appreciate that there has never been a truer saying than; If it is to Be, it's up to Me.

If there is any part of your professional or personal life that you aren't completely thrilled with, first realize that YOU are the one who caused it or at least added to it. Once YOU have accepted responsibility you will soon discover that YOU can also change it.

Make a list today of those things that you would like to change and then start attacking that List.

POSITIVE TIP # 9

Your Greatest Power

Possibly the greatest Gift that we've been given by our Creator, is the Power of Choice. There is almost an endless list which includes what you feed your Mind and Body, how you dress, wear your hair, who you associate with, and yes, even your Attitude. You should welcome Positive influences and discourage negative ones. Please don't invite people to dump garbage into your mind. When someone offers; Did you hear what happened to . . ., before you choose to give them permission to share their rumor or gossip, simply ask them; No I didn't however before you tell me, is it something that will make us both feel better and brighten our day? I'll guarantee they will go some place else to dump.

In addition, when someone wants to tell you about all of their trials, troubles, and tribulations, before you choose to listen, you might say; By the way, before you tell me everything, I read the other day that 50% of the people we tell our troubles to could care less and the other 50% are actually happy that we're so miserable. Now what did you want to talk about? Again, they will head for lower ground to find someone who wants to be as miserable as they do.

POSITIVE TIP # 10

Pass on something Good

A great lesson in Life is learn to Give of yourself without expecting or demanding anything in return. One way to practice that is to Pass on something Good everyday. You could offer to carry something for someone, or run an errand, or maybe mow the lawn for an elderly neighbor. If nothing else, why not give a complete stranger a compliment and watch how you've just brightened up their day.

If you haven't already done so go rent the Movie called Paying It Forward. It's a great positive Movie about someone doing something nice for you and than you need to pay it forward 3 times.

POSITIVE TIP # 11

How to become a World Expert

When I originally met my Mentor, one of the first and greatest Tips he taught me was how easy it really is to Become a World Expert. He explained that knowledge is power and if you invest one hour a day to study any one Subject, that within 5 years you would be a world-expert in that particular Subject. It might have something to do with the Industry you already work in, a favorite hobby, or even an interest you had many years ago and got away from. Just imagine what that knowledge will be worth to you in the future. You can earn an income from writing Articles, Books, Audio or Video Tapes, and even as a Speaker, Trainer, or Consultant and take total control your financial destiny.

POSITIVE TIP # 12

Reward Ourselves and Others

A nice little success secret of life is to learn to Reward Ourselves and Others each and every day. If we continually wait around for others to do nice things for us, unfortunately we might have a long wait. It could be as simple as picking yourself a flower, or buying a little trinket, or investing a few minutes to watch a beautiful sunset. We should also reward others who have done something nice, accomplished something special, or just because they are who they are. Take a moment out of your busy day and buy them a Greeting Card, or leave them a nice voice mail, or by simply telling them;

Thank You, or

Congratulations, or

I really appreciate you, or

I'm proud of you.

Kindness is fun to give away because it keeps coming back.

POSITIVE TIP # 13

Make a Commitment

A wise man once said; Until we Commit we are only taking up space. If you look around I'm sure you'll start to notice many people that seem to go through life only taking up space. I encourage you to Make a Commitment to become the best at whatever you do. Even though you may find yourself doing something for a living or even called upon to do a project that you aren't absolutely in love with, don't use that as a crutch for not doing the best you possibly can.

Take pride in your work and your reputation and eliminate any possible excuses that might keep you from performing to the best of your ability. Why not examine everything you do in life (even relationships) to determine if you've really made a commitment to do your very best so you end up with the best possible results.

POSITIVE TIP # 14

Develop a Positive Expectant Attitude

It's great to have a Positive Attitude however it's even better to develop a Positive Expectant Attitude. In other words, always expect the best to happen instead of the worst. Unfortunately, too many people go through life always expecting negative outcomes and it almost ends up becoming a self-fulfilling prophecy.

Always remember that those who fear the worst are seldom disappointed. Someone once said the F.E.A.R. simply stands for False Expectations Appearing Real. It's great to be prepared for the worst case scenario in case it happens however we shouldn't worry about it or it could become reality.

POSITIVE TIP # 15

Become Jealous of your Time

The richest Billionaire and the poorest Bum both have one thing in common. They both start each and every day with 1,440 minutes in their time bank. Every day it's up to us to invest our time wisely or waste it foolishly. A recent survey stated that the average salesperson wastes 6 minutes an hour. Although I personally feel that's a gross understatement, let's assume it's correct. If we work an 8 hour day, that's 48 minutes a day. Multiplied by 5 days, that's 240 minutes a week which is 4 hours. If you times that by 50 weeks, that's 200 hours or an amazing 5 weeks a year. I hope you can see from this example that we all need to Become Jealous of our Time.

POSITIVE TIP # 16

Play with a Stuffed Animal

If you sell face-to-face, you might only need to speak with a few negative Prospects each day. If you sell over the phone, you may be exposed to dozens or even hundreds of mean and nasty Secretaries, Screeners, and even Prospects on a daily basis.

A great idea is to have a Stuffed Animal on your desk and pretend it's your Prospect or Customer. As you're speaking with them on the phone, you can reach over and tickle or stroke the Animal. And, if you get upset you can wack it upside the head. Of course, if you get real frustrated you can even drop-kick it across the room. The key of course is that you'll be taking out your frustrations on the Stuffed Animal instead of allowing them to build up inside of you.

POSITIVE TIP # 17

When to Yell "YES"

We received great feedback regarding our comments about having more Fun. Needless to say, we need to work at having Fun in order to make Selling more enjoyable. Another great Tip is to yell YES after every negative Phone Call or Presentation that doesn't result in a Sale. Instead of dwelling on the negative aspects we can psych ourselves and stay positive by yelling YES.

Why? Because it's one less sick and demented person we have to talk to before we make another Sale. Of course, if you're selling face-to-face, please don't yell YES or someone will throw a net over you and take you away.

POSITIVE TIP # 18

Develop your Potential

There's a wise proverb that says; When you're green you grow and when you're ripe you rot. Unless you are learning something new each and every day of your life, the odds are that your Competition will pass you by, sooner than later. I urge you to constantly Develop your Potential. This might be learning new communication skills, management techniques, product knowledge, features and benefits of your competition, personal growth, expanding your knowledge and expertise of a favorite hobby or area of interest, etc. Just as any Company will constantly invest time and money in Research and Development, you should do the same.

POSITIVE TIP # 19

Learn when to say "NO"

A great way to discipline yourself to get a lot more done each day is to Learn when to Say NO. Too many times as we go through life, we try to be everything to everybody and take on so much that it seems like our plate is always overflowing. One helpful hint is to learn to delegate duties and responsibilities to others rather than trying to do everything yourself.

Another tip is to prioritize your duties with an A, B, or C so you don't end up confusing activity with accomplishment. And finally, we need to be able to politely decline each and every request for our time, talent, and energy, by Learning when to Say NO.

POSITIVE TIP # 20

Are you Frustrated or Fascinated?

The Quote; We can choose to be Frustrated or Fascinated teaches a great lesson about life. If you truly experience everyday of your life as a Gift, it becomes easy to teach yourself to become fascinated at things and events that most other people allow themselves to become frustrated over. The way you now react to people, actions, and even words are all habits they you've developed over time. If you find yourself becoming frustrated easily, simply say the words; Now that is really Fascinating the next 16 to 21 times that something crazy happens. You'll be amazed at the results as well as your new peace of mind.

POSITIVE TIP # 21

Confidence comes from being Competent

The only reason for a Salesperson to have any Call Reluctance, either over the Phone or In-Person, is a lack of Confidence. You can become Confident by becoming Competent. You might need to improve in working through Screeners, handling Brush Offs during the first few seconds of the Call, learning the best answers to commonly asked Questions, skills to help you Qualify more effectively, how to make a more effective Presentation, getting better at relating Benefits with Features, being able to help the Prospect compare your Product or Service to the Competition, learning more ways to handle the most common Objections, or even improving your Closing skills, etc. Eventually your goal should be to become an Unconscious Competent.

POSITIVE TIP # 22

The Power of Visualization

You've probably heard of many great stories and examples of the power of Visualization, including the POW who played 18 holes in his head everyday for his 8 years of imprisonment and then shot par his first day back on the Golf Course. When you learn to visualize the end result of your efforts, it dramatically increases the odds for a successful outcome.

If you're planning on buying a different Car within the next year, go to the Dealership today and take a Camera. Have a friend or the Salesperson snap your picture sitting in the exact model that you want and have your local Photo Store or Drug Store blow it up into a Poster. Then, look at it many times each day as you are reading your written Goal out loud and be prepared for some amazing results.

POSITIVE TIP # 23

Self-Esteem and Self-Image

Since childhood you've been taught that it's so important to be concerned with what other people think about you. I will suggest that it's more important what you think about yourself. Be aware of your Self-Esteem and Self-Image and continually be working to improve them. Learn to accept Compliments by looking that person in the eyes and saying;

Thank You.

Realize that you are a walking, talking Miracle of Life and you are unique and special. Also, please appreciate that no one can intimidate you, or make you feel bad, or make you feel inferior unless you allow them to. Since I never finished High School I used to allow people with higher educations intimidate me until a wise man reminded me that the only thing they have that I don't, is a Degree, and we all know where some people stick them.

POSITIVE TIP # 24

Questions we Ask Ourselves

We should all be aware of the Questions we ask ourselves.

Instead of asking;

Why am I so forgetful?, how about;

What can I do to start remembering better?.

Instead of;

Why am I so sloppy?, how about;

How can I become neater and more organized?

Instead of;

Why am I so unlucky?, how about;

How can I become better prepared to recognize opportunities?

If we want better Answers, we need to start asking better Questions.

POSITIVE TIP # 25

Control your Money

Most people work for their Money instead of allowing their Money to work for them. A simple but effective way to start to learn to Control Your Money is to always Pay Yourself First. Develop the habit of taking a minimum of 10% of any and all of your income and paying yourself first by saving it, or better yet, investing it for your future. Over a period of time you'll start to appreciate the earning power of money and compounding. Your Money will now be making you even more Money.

POSITIVE TIP # 26

Multiple Streams of Income

A great way to become financially successful is to develop Multiple Streams of Income. This may be a part-time Job, Royalties from a Product or Service that you've developed, buying something at wholesale and Selling it at a Flea Market, buying Rental Property, building Residual Income from a Networking or MLM venture, or simply baking Cookies and selling them on weekends. Write out a Positive Affirmation that says;

I am developing Multiple Streams of Income.

You will start to see many different ideas and opportunities that you've passed over in the past.

POSITIVE TIP # 27

Character building Days

No matter how prepared you are or how positive you may be, it's guaranteed that you will experience many days where it seems like absolutely nothing goes right and everything that could possibly go wrong does. It's like Mr. Murphy decided to rewrite his famous Book of Laws with you in mind. As always, you have a choice. You can allow these negative events to destroy your day, your week, or even your Career, or you can welcome them as a Gift. That's right, a Gift.

These days are called Character Building Days. If we embrace them, they will enable us to grow, mature, learn, adapt, and yes, even teach us some humility.

POSITIVE TIP # 28

Your Attitude determines who you Attract

If you aren't completely thrilled with your friends and/or the people you associate with, always realize that to a large degree, Your Attitude Determines Who You Attract. If you want to be around Positive people, start being more Positive. If you desire to be around people with Energy, start being more Energetic. If you would rather be with Leaders instead of Followers, start making quicker decisions and quit procrastinating.

You have the power to decide who you want to run with or hang with and if they aren't the President of your Fan Club, or at least a high ranking member, you also have the power to replace them. Be willing to surround yourself with people that truly desire more and sincerely want the best for everyone around them and you will be well on the way to a more satisfying life.

POSITIVE TIP # 29

Go to the Source

One of the greatest time savers that my Mentor taught me was to always Go To The Source. It doesn't matter if you are Buying, Selling, simply trying to solve a Challenge and/or obtain the correct Information, always Go To The Source. In other words, try to by pass the Salesperson, or Clerk, or Employee, etc., and attempt to speak with a Manager, Supervisor, Vice President, or even the Owner.

The odds are that you'll negotiate more favorable terms, or receive the satisfaction you desire, or the correct information, much quicker and with less time and aggravation.

POSITIVE TIP # 30

Adapt to Change

As you go through Life both Personally and Professionally, always be willing to Adapt to Change. In fact, you should welcome and embrace Change as opportunities to grow and expand. Too many people want to stay in their little comfort zone and are afraid, if not terrified, when anyone starts to rock their boat or upset their routines. Without Change you become stagnant and even boring. The most successful Businesses and Individuals are those who are continually looking for faster, better, and/or cheaper ways to accomplish their desired outcomes.

POSITIVE TIP # 31

How to Break Out of a Slump

[1] First, get back to basics. Usually what's wrong is not complicated. In fact, you probably know what's wrong. Your problem is that you probably think it's someone else's fault. List two or three areas that need immediate care and have the guts to take action.

[2] Revisit your Plan for Success (or make a new one) by listing 5 things you could be doing to work smarter and/or harder. Make a plan to work as smart as you think (or say) you are.

[3] Change your presentation and be willing to try it from the Customer's perspective.

[4] Talk to your five best customers and ask them to evaluate your situation.

[5] Get someone you respect in Sales to evaluate your presentation.

[6] Get to work an hour before everyone and put in more productive time.

[7] Stay away from pity parties so you don't make a slump worse by whining or hanging around a bunch of underachievers.

[8] Hang around positive and successful people.

[9] Do more fun things you like to do best (unless too much fun is the cause of your slump).

- [10] Spend every extra minute of the day reading and/or listening about Positive Attitude tips.
- [11] Listen to your favorite song just before your next Presentation.
- [12] Take a few days off, chill out, take stock, make a plan, re-group, re-energize, and return with renewed determination and better energy.
- [13] Rearrange your office, shake things up a little, and make them look new.
- [14] Audiotape or Videotape your presentation and critique and tweak it as needed.

POSITIVE TIP # 32

Make a Determination

Whatever you decide to do either Professionally or Personally, make a Determination to do it to the best of your ability. This would include your Profession, your Hobbies, and your Relationships. If you are always determined to be the best you can be, you will enjoy the satisfying feeling of accomplishments plus life will reward you beyond your wildest expectations.

POSITIVE TIP # 33

Use a Balance Sheet

History has proven that Benjamin Franklin was a very wise man. Whenever he was faced with a difficult decision, he would use what has become known as a Balance Sheet to assist him. He would draw a line from top to bottom in the middle of a piece of paper. Then he would list all the reasons for moving forward or making a positive decision on the left side and all of the negative points or reasons on the right side.

Although it was rare that there were all positives and no negatives, he would simply make his decision based on whichever side had the longest list. It's a great way to avoid procrastination and make quicker decisions.

POSITIVE TIP # 34

We Get what we Reward

As a Business Owner, or Manager, Parent, or Spouse, we need to be aware that We Get What We Reward. In other words, many employees, spouses, and children will constantly screw up, make mistakes, be late, etc., because the attention they receive is their form of recognition.

If we concentrate on only praising those who do Good, the ones who have always been the problem will eventually wakeup and realize that if they want some attention they will need to start doing more Good than Bad.

POSITIVE TIP # 35

Don't Compare yourself to Others

A trap that so many people fall into is always comparing themselves to others. They tend to compare lifestyles, income, possessions, accomplishments, and then they become frustrated and even beat themselves up over the differences. While it's OK and even encouraged for you to emulate Successful individuals, please Don't Compare Yourself to anyone else. Instead, only look at what you are, compared to what you can become. Always strive to Become the Best YOU can Become.

POSITIVE TIP # 36

Reach out and say Thank You

I received a phone call and follow up email this week from a young lady who had worked for me selling my Audio and Video Programs over 15 years ago. She tracked me down to say Thank You for having an

impact on her life back when she was 18 years old. She told me that although she only worked with me for about 6 months, what she learned about having a positive and expectant attitude has stayed with her all these years. She also shared one technique that she still uses on every phone call and personal introduction that sets her apart from the other 95% who are the imposters. I urge you to reach out and say Thank You to someone who has touched your life.

POSITIVE TIP # 37

Life isn't a Dress Rehearsal

Someone once said that Life isn't a Dress Rehearsal. If you believe those words, you should try to live each day to it's fullest. Make sure your appearance is the best it can be, possibly drive a different way to work and appreciate the beauty around you, arrive a little early for work, pitch in and help someone else with their job, put forth your very best effort during the day, make sure and spend quality time with your spouse and/or family, and make sure to tell someone close to you how special they are. How many more can you add to your list?

POSITIVE TIP # 38

A great Success Formula

This might sound like gloating, however I've recently been associated with a Sales Room and last month we had 15 Sales Pros that raised \$1.8 million dollars and opened up 41 New Accounts.

The Success Formula is actually very simple;
Hire people with the 3 W's (weird, warped and wacko)
Believe in them even before they believe in themselves.
Give them the Tools they need (initial and ongoing Training).
Make sure they use the Tools correctly (Critique Sessions).
Constantly Motivate, Reward, Stroke, and Recognize.
Develop Reporting and Forms for Accountability.
Build a loyal and dedicated Support Staff.
Give all of the Credit to the Team you have built.

POSITIVE TIP # 39

Self Talk is Critical

I recently spoke with an old friend and asked him how he was doing. He pathetically answered; Not Bad. I immediately went into a 10 minute Seminar by asking him;

What is better than Not Bad?

Of course, he came up with many words and phrases that were a dramatic improvement, although he still tried to squeeze in how business was bad and his earnings were down, etc. A few days later I spoke with a gentleman that is currently earning \$200k plus a month and when I asked him how he was doing, he enthusiastically responded with;

I'm having the greatest day of my life.

Hopefully, this will serve as a classic example that we truly become what we think about and the self-talk we use. We are indeed our very own personal Success Coach.

POSITIVE TIP # 40

Review your Goals

It's time for your mid-year Goal Review. Invest some time to evaluate your performance and accomplishments through the first 6 months, for all of your Personal and Business Goals. Are you on

schedule? Do you need to increase our efforts in one or more areas? For those that never got around to establishing Goals and putting them in writing, it's never too late to start.

Remember, be specific as to what you plan on obtaining, write it in the form of a positive affirmation, assign it a firm due date, and then simply read them out loud at least twice every day and get out of your own way.

POSITIVE TIP # 41

The Power of Music

Here's a few ideas regarding the Power of Music. In most Sales Offices it's a good idea to have some background music. Depending on the average age in the Room, it might be Light Rock, Top 40, Classic Rock, or even Golden Oldies. It's also a great idea to occasionally mix in some Stadium Rock which are the most popular sing-along songs played at Sporting events. Also, many Companies have a Theme Song that they play to start the Morning Meetings, such as For the Love of Money by the O Jays.

Another Company I work with plays We are the Champions by Queen and announces every time someone makes a Sale. Recently I worked with a Company that used each Salesperson's favorite Song during the Daily Meeting when they announced who made a Sale, etc. for the previous day. It was amazing because almost everyone did a little dance on the way to the Stage and set the tone for a very positive day.

POSITIVE TIP # 42

Include your Staff

Here's a few ideas to boost Company Moral by including your Staff. Always include them in the Morning Pep Sessions so they also start their day on a positive note. Also, include them in all Sales Contests. If the Company achieves a certain Goal, the Staff will share an amount of money. If you have a monthly or quarterly Sales Banquet, please include them.

Also, it's a great idea to have at least 2 functions a year like a Company Picnic and Christmas Party where you also invite all of the spouses and family members.

POSITIVE TIP # 43

Don't bring your Drama

It amazes me how many people either bring Drama to work with them or allow a personal call to add Drama to their day. This in turn causes them to loose their focus and ends up causing a non-productive day. If you've been bringing negatives to work, please consider leaving them in a bag at the Office doorstep. I can guarantee that your bag of ca-ca will still be waiting for you when you leave at the end of the day.

In addition, please encourage family or friends to save their negative calls or news and wait and share it with you at the end of your shift. The title of Drama Queen or King is not something to be proud of.

POSITIVE TIP # 44

Are you Committed?

I recently had the privilege of attending the Installation of my Son Scott as the associate Pastor of his Church. Besides being the proudest Pop in the World, it reminded me of the word Commitment. So many people are in an Industry where they have unlimited earning potential, however they've never really made the commitment to be the best they can be. When Scott received his calling to the Ministry, he gave up a 6 figure a year job and has struggled to make ends meet by working in Youth Ministry part-time while attending Seminary. Now he's using his Sales Skills to make the greatest Sale in the World. That's

a Commitment.

POSITIVE TIP # 45

Work Hard and Play Hard

I'll encourage you to learn to Work Hard when you're working and Play Hard when you Play, and don't dilute either by trying to mix them. In other words, when you're at Work shut out any and all personal issues, unless it's a positive love call from a significant other. Also, don't bring your Work Home and when you're Playing, enjoy and be thankful for the beauty, fun and freedom that we too often take for granted.

POSITIVE TIP # 46

Emulate someone Better

Probably the easiest and fastest shortcut to success is to find great people who are better at and/or more experienced at something than we are, and then copy or emulate them. It's certainly true that experience is the best teacher, however I've also noticed that it requires the highest tuition.

Life is too short to MAKE and RECOVER from all the mistakes we will make, so learn from smart people who have been there, done that, and have the drawer full of T-shirts.

POSITIVE TIP # 47

Duplicate your Excellence

One of the most successful Business Owners I have had the pleasure of working with, has a simple Formula for Success in life. He and his employees Strive for Excellence for today. Then they simply attempt to duplicate that several thousand days in a row. When someone does just enough to get by, they have a feeling of guilt. When you strive to do your Best, you will enjoy a feeling of satisfaction.

POSITIVE TIP # 48

True Leadership

What is true Leadership ?

A great Leader actually cares more about their Team Members than they do about themselves. They strive to make everyone around them look Good which in turn makes them look Great. Also, you'll notice that I used the term Team Members and not Employees. A strong Leader is always part of a Team and is ready, willing, and able to do what they expect from the people they work with. In other words, Lead by example and your fellow Team Members will walk through walls for you.

POSITIVE TIP # 49

Do you deserve a Massage?

Do you deserve a Professional Massage?

This Tip might sound a little off the wall for some people however I truly believe it sure falls into the category of being good to yourself and rewarding yourself. I strongly urge you to set aside some time each week for a Professional Massage. It's a great way to pamper yourself plus it has enormous medical benefits. It's also a great time to allow yourself to go completely Brain Dead or take this time to reflect on the past week and/or start your planning for the next week.

POSITIVE TIP # 50

Write your Biography in advance

Why not Write our Biography in advance? You see, most people tend to live their lives based on how

they view their past or present situation. Instead, let's start seeing the person we intend on becoming. By planning our life with a series of Goals, reading those Goals daily, and reviewing our progress often, we are actually writing the Script for our life.

Why not make it a Great Story, have an impact in someone's life, and leave a Legacy that we can be proud of? It's never too late to decide to accomplish some greatness.

POSITIVE TIP # 51

Let Go to Move Forward

Sometimes we have to **Let Go so we can Move Forward**. Too many people carry hatreds and grudges with them for months, years, and even a lifetime. First of all, we should realize that there are normally 3 versions of what happened. Our version, the other person's version, and then what really happened.

I urge you to make a list of any and all people that you have a challenge with and then set a goal to at least make an attempt to resolve any hurt feelings or misunderstandings or at least try to forgive and forget. When we clear our mind of any and all negatives or bad thoughts, we will free some space to add some good and positive thoughts.

POSITIVE TIP # 52

Grow from your Troubles

When we can't eliminate our Troubles, we should learn to Grow from Them. Remember that when one Door closes, another opens. Believe that every adversity also provides a seed for something great to happen. Instead of being depressed over a problem we should learn to welcome it as an opportunity to learn and grow.

We can choose to have a Pity Party and wallow in our sorrow or look to the future and Plan to Profit from this chance to change and grow. As always, we need to believe that we enhance and become what we think about most.

POSITIVE TIP # 53

Goal Setting 101

It's great to Wish and have Dreams . . . and some Wishes and Dreams do come true. However if you turn your Wishes and Dreams into Goals, you'll dramatically increase your odds for success.

Here is Goal Setting 101 to get you pointed in the right direction for the coming year; AIM, CLAIM, PROCLAIM, and you will OBTAIN.

AIM: Be specific on what you want to buy, visit, become, accomplish, earn, etc.

CLAIM: Always put your Goal in the NOW instead in the Future and assign a definite due date. An example could be;

I AM earning \$_____ on or before (date) and not I will earn... \$_____ next year.

PROCLAIM: Write your Goals on at least a dozen 3x5 cards and place them everywhere you'll see them a hundred times or more a day.

OBTAIN: Your subconscious mind (which does not have the ability to doubt or reason) will believe your Goal(s) and will start directing your conscious mind to accomplish your Goal(s).

Congratulations, you've just started turning your Wishes and Dreams into Goals you will achieve.

POSITIVE TIP # 54

Your First Impression

This Tip could have been categorized as a Sales Tip since it is a Skill that includes specific wording for examples. I decided to put it in as a Positive Tip because the end results will improve the attitude of both your Prospects and Customers plus your valued Employees.

We've all heard that There isn't a 2nd chance at a 1st Impression however it's terrifying how many Companies allow their Receptionists, Operators, Order Takers, and/or Customer Service Reps to answer the phone any darn way they want. Here are some examples that will start off Inbound Calls on the Right Foot, especially if you train your people to say the words with enthusiasm and a smile on their face.

Thank you so much for calling (name of Company or Department) – **this is** (your name) - **and how can I provide you with World Class Customer Service today?** or

It's a great day at (name of Company or Department) – **my name is** (your name) - **and how can I best be of service to you today?** or

You've reached (name of Company or Department) – **the World Leader in** (your product or service) – **and this is** (your name) - **and how can I provide you with exceptional service?** Or

Thanks so much for calling (name of Company or Department) – **my name is** (your name) - **and how can I put a smile of your face today?**

If you really want to see how well these actually work, monitor some Calls and you'll hear people saying responses like;

Wow, you did just put a smile on my face or

That was great, can I steal it for my Company? or

That's the best opening I've ever heard, thanks

POSITIVE TIP # 55

Your 2 Inner Voices

Which Voice are you listening to? We all have 2 Inner Voices; one that can help us Make our Dreams and the other that can help us Break our Dreams. Unfortunately it's been proven that the human mind will always come up with more Negatives than Positives, unless we train it to only think of the Best, work for the Best, and accept only the Best. If we truly believe that that we are destined for greatness, than nothing can stand in our way.

Wow, do you realize that the Beatles were turned down by 10 recording studios before Capitol finally picked them up? Can you appreciate that Walt Disney was turned down by 321 banks before someone finally said yes to his dream of Disneyland?

And by the way, if that's not discouraging enough, Walt ended up going Bankrupt 13 times after that. We need to develop our Dreams, believe in them and our ability, put an Action Plan together, get started and follow that Plan, and then only listen to our Dream Maker Voice.

POSITIVE TIP # 56

Delegate versus Doing

If this Tip seems too advanced, simply file it away for future use because it will pay you enormous benefits. As you start to enjoy more success and your Income starts increasing, you should start looking for ways to Delegate versus Doing things yourself. Once you divide your Income by the hours you invest to earn that amount, you'll quickly determine what you are worth per hour. Let's say its \$50 or \$100 or even \$500 an hour or more.

Make a list of things you do that occupy your time when you aren't earning money. Then ask yourself if you would be willing to pay someone \$50 or \$100 or \$500 an hour to do those things for you. It might be mowing the lawn, cleaning the Pool, dropping off & picking up your Dry Cleaning, handyman work around the House etc. Granted you might enjoy doing some of those things, and if you do, keep on gettin er done.

However, if you decide you wouldn't pay some that much an hour to do a chore or run an errand, then quit paying that much to yourself and Delegate it. You'll end up with a lot more extra time to enjoy life to its fullest.

POSITIVE TIP # 57

Pay Them Extra

Pay your Managers and Employees EXTRA MONEY for doing EXTRA WORK!

When I do Consulting I often recommend that the Company should offer to pay their Managers and Employees Extra Money for doing Extra Work or Extra Money for getting the Work done in Record Time. Quite often they balk at this idea because they feel they are already paying good or even great compensation for these people to do the work they were hired for.

That's all well and good however when one department or division is behind on something, many times this can impede the growth or forward progress in one or more other areas of the Company. Even though the Employees or Management may feel that they are working to their full capacity, when you throw some extra Bonus Money on the table, you will soon find one or more people that will be willing to work through Lunch, come in or stay late, or possibly work all or part of a weekend.

Always appreciate that one of the three ways to Motivate anyone is with Greed.

POSITIVE TIP # 58

To have More we must become More

I am constantly fascinated at the overwhelming amount of people that are always wanting more out of Life without being willing to become and/or do more. They walk up to the Stove of Life and tell it to give them more Heat and then they will give it some wood or coal. Sorry folks but it just don't work that way.

I see Salespeople that haven't learned a new skill or technique for 5, 10 or 20 years. I work with Managers who have never taken a Course or bought a CD Series on how to be a more effective Motivator or Problem Solver. Heck, I even work with Owners of Million and Billion dollar a year Corporations that have never attended a Leadership Conference and don't have any concept of what a Master Mind Group is all about.

Decide what you are willing to invest in R and D (Research and Development) in yourself in order to stay sharp, creative, strong, healthy, positive, or any one or more of dozens of words we could insert here. Be willing to Become More in order to Have More.

POSITIVE TIP # 59

To have More we must become More (continued)

I had a bunch of positive feedback when I addressed this Subject recently and many have asked for some specific ideas on how to Become More.

You might invest some time each day listening to Tapes or CD's or reading or searching the Internet or brain picking other Pros to learn how to become a Master at Selling, or Customer Service, or Managing, or whatever your Job or Occupation is. Learn everything you can about your Company, your Products or

Services, the Features and Benefits, your Competition and their Features and Benefits, the Marketplace, the demographics of your Customers, the future trends and forecasts of your Industry, etc.

Also start giving something back to your Industry or Community or Church without expecting or demanding anything in return. You might consider becoming a Big Brother or Big Sister, or a Mentor to someone less fortunate, or teaching a Class at a School, or even Volunteering for a School or Church project.

You should concentrate on 2 areas. First, learn everything about what you are now doing to earn an Income to be able to earn as much as possible. Second, start to invest that 1 hour a day to learn everything you can about the one subject you have a high level of interest in or even a passion about so you can become a World Expert within 5 years. From that point on, you write your own Paychecks and control your destiny.

POSITIVE TIP # 60

Live by Design instead of by Default !

It's been said that; How we live our Days determines how we live our Lives. Make sure that each day includes time for Planning as well as Reflection. Always include some Fun during several intervals through the day. Make sure and Pass on Something Good at least once each day. Work at improving in each key area such as Health, Spiritual, Relationships, and Financial. Make sure you are adding a new Technique, Skill, or at least one new Word a day to your arsenal. Have a List of Priorities you want to accomplish and always start with the hardest ones first. Make sure you are reading your Positive Affirmations as well as your Goals out loud several times during the day.

How many others can you add to your List in order to Design a much more Productive and Enjoyable Life?

POSITIVE TIP # 61

The Law of Attraction

The Movie entitled *The Secret* has opened a lot of people's eyes and is helping them realize that there are certain Universal Laws of Success. Earl Nightingale in his classic *The Strangest Secret*, told the World that we become what we think about most. I could quote dozens, if not over a hundred more, however it's critical to appreciate that we must constantly harbor positive and success based thoughts if order to achieve more out of life. Remember that those who fear the worst are seldom disappointed.

Expect success and happiness and the odds are you will achieve more success and enjoyment in life than if you weren't thinking about success. Expect failure and hard times and it's almost a certainty that you will be doomed to a life of unhappiness. All of those great sayings like; If it is to be, it's up to me and Whatever the mind can conceive and believe it can achieve have been around (and will stay around) forever for one simple reason . . . they are true and they work. Don't fight the Laws of Success. Instead, learn them, embrace them, and live them and you will achieve extraordinary results in your life.

POSITIVE TIP # 62

What is your individual Gift?

I truly believe that each of us had been blessed with a special Gift by our Creator. Unfortunately most people go to their grave without ever discovering what their unique talent was. Worst yet are those that know what their special ability is and never do anything to develop it.

Possibly you're great with Kids, or have a wonderful flair for decorating, or are able to capture beautiful photographs, or can come up with unique slogans or marketing ideas, or have a talent for solving puzzles, or are able to discover faster, cheaper or better ways of getting things done, etc.

I urge you to set aside even 10 minutes of private time a day and start writing down the things that you have a passion for or at least a curiosity about. Then start investing a little time each day doing research on the Internet about that subject or area of interest. I truly believe you will be amazed at where this small investment of time will take you as you take charge of your life and discover your purpose and the reason you were put on this great Earth,