

Be a Winner

Success in anything, regardless of how you measure it, depends on how well you understand and implement the basic and universal laws of accomplishment. Whether it is technique, such as setting attainable goals, or characteristic as in having a good work ethic, these laws are applicable to every facet of life. In his book "Secrets of the Millionaire Mind," T. Harv Eckert states; "It is not enough to be in the right place at the right time, you must be the right person in the right place at the right time." I do not see this as a statement promoting luck; I believe it is a statement promoting development of habits and characteristics.

I didn't start my work life determined to climb the corporate ladder and reach executive status. I actually grew up with little exposure to business and corporate management. My parents started a lot of businesses, none of which ever blossomed into a corporate enterprise of any significance. They were hard working and entrepreneurial, but did not include me in the actual management or decision making of running any of the businesses they operated over the years. My participation in their businesses consisted of things like waiting tables at a restaurant they owned and cleaning homes for the elderly in a retirement community. Prior to that, my sister and I were required to fold the freshly laundered cleaning rags every night before bed so they were ready for the maids the next morning.

Most of these jobs did not provide a paycheck, they were responsibilities considered part of my chores along with homework and typical housekeeping duties. We were allowed to keep our tips while waiting tables, which I appreciated because after work I would go to Fashion Island in Newport Beach, California and buy a new shirt or pair of pants. I performed these job functions simply because it was part of the family business. It was not an option to work or not to work.

Beyond being expected to work in the family business and later a high school job at McDonalds' or other retail establishment, I don't recall ever having a conversation with my parents regarding my future and career. We never discussed what my life would be like after

high school or what I envisioned it would be and advise on how I would get there or simply what I would do to support myself throughout my adult life. I don't recall any conversations of this type taking place so it never occurred to me that I should be seeking scholarships, looking for a college, or deciding what career to pursue. Higher education was not prevalent in our household so it wasn't something I considered or thought of. My mother graduated from high school and my father did not. Neither one of ever sought a college education.

I realize some professions require formal education, but I don't believe a college education is the only key to success. However, it can teach discipline and provide knowledge including opening doors of opportunity. There are several successful people that never obtained a Bachelor's or Master's degree or a high school diploma for that matter, but I do believe if one has the opportunity to get an education, it will benefit them in their career and growth as an individual. I strongly encourage people to continue learning throughout their adult life whether through formal education or reading books, listening to lectures or attending seminars. If you have the desire to get a formal education I suggest you start setting a goal to accomplish that. I can say that with my own career, having a MBA opened doors for me that may not have otherwise happened. I also learned a lot from my classmates, through studying books and from experiences shared by my instructors.

But, looking back at my upbringing I can see how those days affected my perception of how work should be done, and I did, albeit unknowingly at the time, learn a great work ethic and a sense of duty to getting a job done. Not just finished, but completed right the first time. In fact, if I did not do the job correctly the first time, I was made to do it over and over until it was right. As an adult I can now see how my upbringing has helped me become the person I am and be where I am today.

I know there are women all over the world who can relate to my story. I want to encourage you to pursue your dreams and goals even if you do not yet have an education or may not be able to pursue it at this time. You can be successful in your life by setting and working toward goals, and not giving up no matter how tough it gets. Success is not necessarily defined by the amount of money you make but success is achieving goals and happiness in your life which may or may not include an abundance of money. It may be an abundance of giving to the community, to your family, to your church and climbing your career ladder. The important thing is that you continue to grow as an individual, learn the habits of working smart not just hard and finding opportunities that will help advance your

career. I'll say that again, "It's finding the opportunities". We can use excuses for our lack of success or where we are in our lives, but excuses are not for winners, only losers and you are a winner. A very good friend of mine, who owns a business in Michigan has the following list displayed on the wall of the distribution center to inspire his employees. It is a quote his father gave him on a plaque as a child. He has since given the plaque to his daughter.

WINNERS VS. LOSERS

THE WINNER - IS ALWAYS A PART OF THE ANSWER;

THE LOSER - IS ALWAYS A PART OF THE PROBLEM.

THE WINNER - ALWAYS HAS A PROGRAM;

THE LOSER - ALWAYS HAS AN EXCUSE.

THE WINNER - SAYS "LET ME DO IT FOR YOU";

THE LOSER - SAYS "THAT'S NOT MY JOB".

THE WINNER - SEES AN ANSWER FOR EVERY PROBLEM;

THE LOSER - SEES A PROBLEM IN EVERY ANSWER.

THE WINNER - SEES A GREEN NEAR EVERY SAND TRAP;

THE LOSER - SEES TWO OR THREE SAND TRAPS NEAR EVERY GREEN.

THE WINNER - SAYS, "IT MAY BE DIFFICULT BUT IT'S POSSIBLE";

THE LOSER - SAYS, "IT MAY BE POSSIBLE BUT IT'S TOO DIFFICULT".

BE A WINNER!!