Basic Habits of a Winner

Winners develop the habit of doing things that losers don’t like to do. Remember: the right thing to do is rarely the easy thing to do.

• Resist the urge to criticize, condemn, or complain. Think of ways to improve the situation. The big rewards are paid for finding solutions, not difficulties.
• Show real, honest, and heartfelt appreciation – remember that a person’s greatest emotional need is to feel appreciated.
• Think positive thoughts about others and yourself.
• Give before you get. Always give others a reason to agree with you before asking something of them.
• Smile often. It generates enthusiasm, friendliness, and good will.
• Get involved – life is too precious to be merely a spectator sport.
• Remember names. A person’s name is the sweetest, most important sound they hear, and it instantly captures his/her attention each time it is used.
• Be an effective communicator by listening. Encourage others to talk about themselves by asking questions – when, where, who, what, how, why.
• Think, act, and look happy and successful, and you begin to feel and be happy and successful.
• Avoid “worry” conversations and gossip sessions.
• Always great others with a positive, cheerful statement – not just “how are you?”
• Respond to the question “How are you?” with an enthusiastic, sincere “Terrific!” Even if it isn’t true, you will feel better having said it.
• Look for and expect good things to happen to you.