

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 greet 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.