

Being a Winner in a sometime loosing situation





If you believe in yourself and have dedication and pride - and never quit, you'll be a winner. **The price of victory is high but so are the rewards.**

Paul Bryant

It's easy to have faith in yourself and have discipline when you're a winner, when you're number one. What you got to have is faith and discipline when you're not a winner.

Vince Lombardi

What is a Winner

W

I

N

N

E

R

**W**ILLING TO GO the Extra Inch or Mile

**I**ntegrity--- a commitment to maintaining integrity  
or as some might say initiative to do what is right!

**N**ever, never stop growing—which in turn means “Make every effort to add to your goodness and to goodness, knowledge, and to knowledge, **self-control**, and to self-control, perseverance, and to perseverance, godliness, and to godliness, brotherly kindness and to brotherly kindness, love. For if you possess these qualities in increasing measure, they will keep you from being ineffective and unproductive. “

**N**eed to always have an **open mind**. Never go into a meeting with your mind made up.

**E**ncourager “**Make every effort to do what leads to peace** and to mutual edification.”

**R**eliable--- which in turn means that people can count on you to be the **same today as you were yesterday** and that you will be tomorrow.



# W

A winner is a person that is willing to go that extra inch or that extra mile



# W

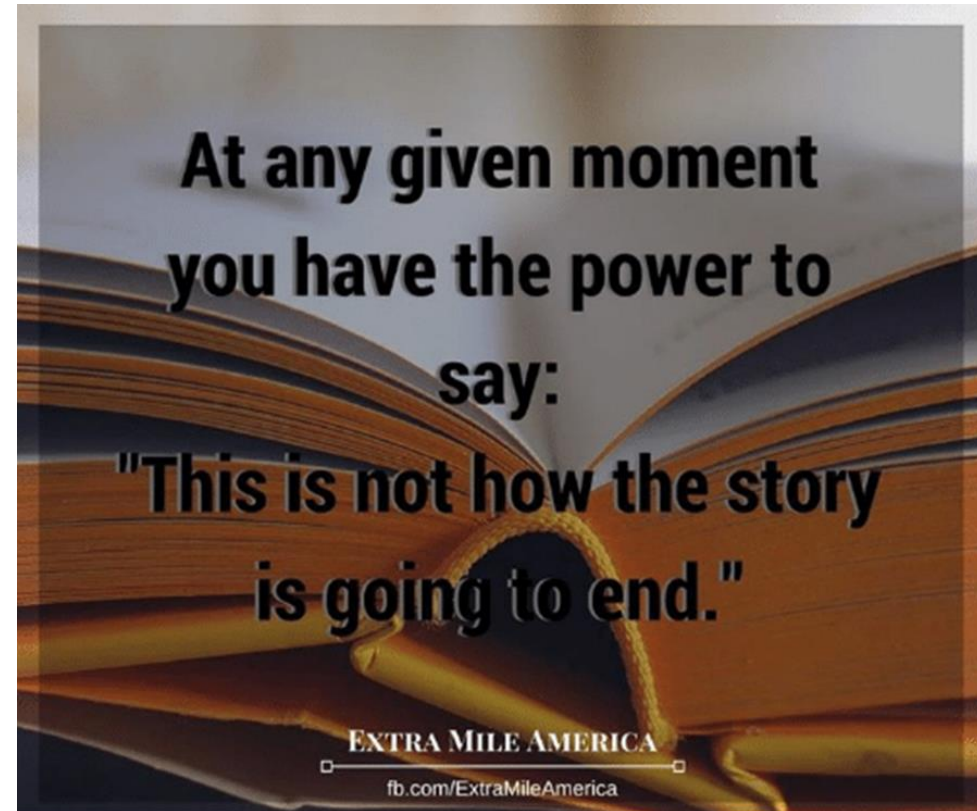
A winner is a person that is willing to go that extra inch or that extra mile. What exactly does this mean?

Before we can go the extra inch or mile we first:

We need to know where we are going

We need to know why we are doing what we are doing.

We need to know how we are going to get there.



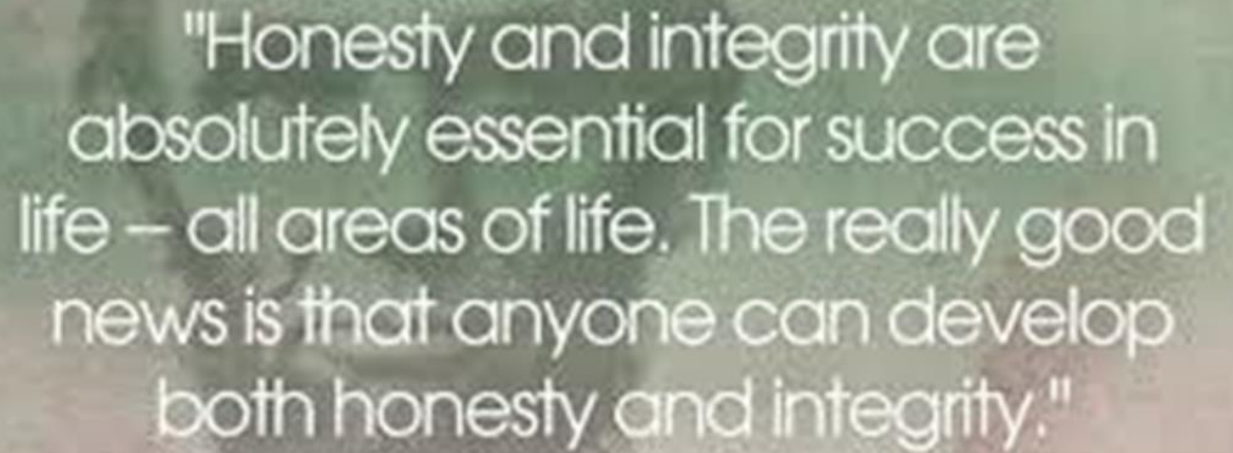
You have the power to change!  
Change for the better! 😊👊





# I for Integrity

Integrity is:



"Honesty and integrity are absolutely essential for success in life – all areas of life. The really good news is that anyone can develop both honesty and integrity."



No matter how educated,  
talented, rich, or cool you believe  
you are, how you treat people  
ultimately tells all.

**Integrity** is  
Everything.



# Important words of Integrity

- 6 most important words
- 5 most important words
- 4 most important words
- 3 most important words
- 2 most important words
- 1 most important words



The 6 most important words of integrity:

I admit that I was wrong.

5 most important words of Integrity

- You did a great job

The 4 most important words of integrity

- What do you think?

The 3 most important words of integrity

- Could you please



The 2 most important words of integrity

- Thank you

The most important word of integrity

- We

- The least important word: I.

Jim

\* If you plant honesty, you will reap trust

\* If you plant goodness, you will reap friends

\* If you plant humility, you will reap greatness

\* If you plant perseverance, you will reap contentment

\* If you plant consideration, you will reap perspective

\* If you plant hard work, you will reap success

\* If you plant forgiveness, you will reap reconciliation

So, be careful what you plant now; it will determine what you will reap

Later



## Never, Never stop Growing

- “Make every effort to add to your goodness and to goodness, knowledge, and to knowledge, self-control, and to **self-control**, perseverance, and to perseverance, godliness, and to godliness, brotherly kindness and to brotherly kindness, love. For if you possess these qualities in increasing measure, they will keep you from being ineffective and unproductive.



Only  
as high as I reach  
can I GROW,  
only as far as I  
SEEK can I go,  
only as deep as  
I LOOK can I SEE,  
only as much as I  
DREAM  
can I BE.

~Karen Raun

# **N**eed to always keep an open mind!!!!!!

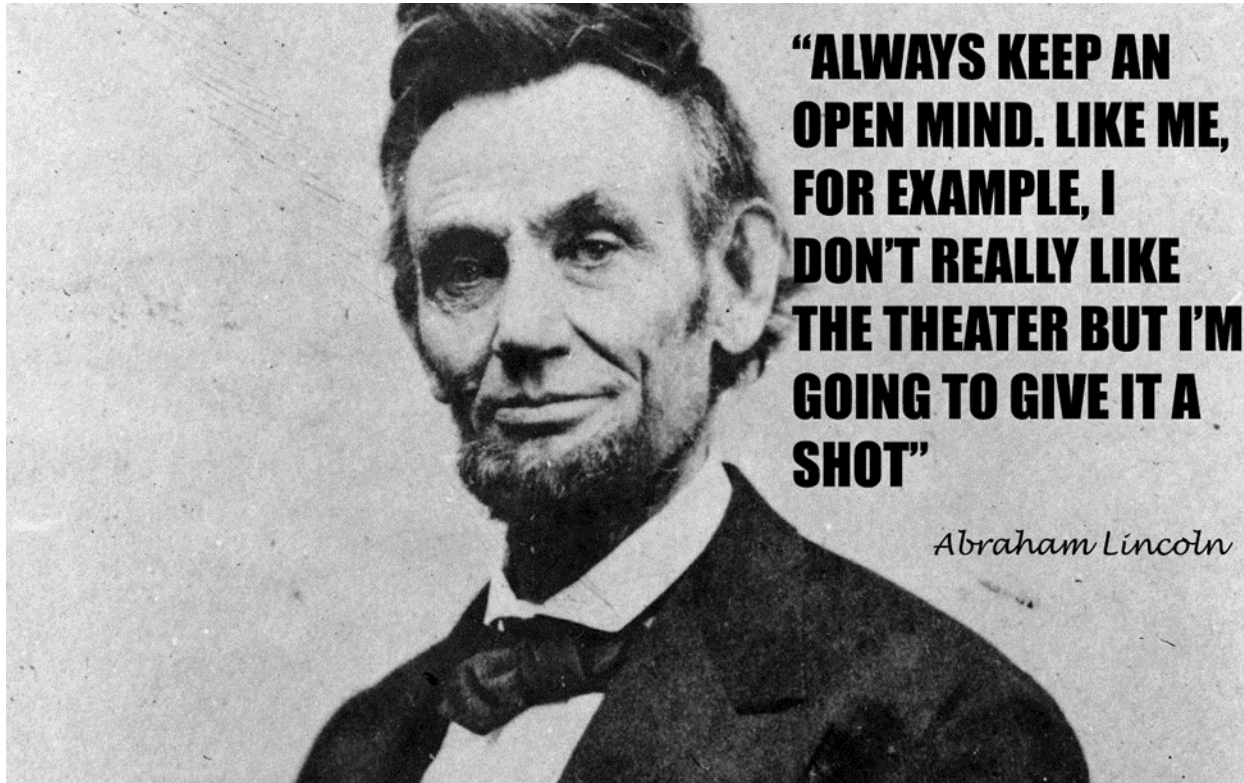
- Mark Twain once said:
- An open mind leaves a chance for someone to drop a worthwhile thought in it.

What does it mean to have an open mind?

- There is an honesty that comes with an **open mind** because being **open-minded means** admitting that you aren't all-knowing.

# How can you be open minded?

- Try thinking things over before doing or saying them.
- Always be opening to learning. ...
- We all have things we can learn from others, so when you are truly open minded, you'll implement those discoveries in your own life.
- Try teaching other people about your ideas, instead of arguing about about it being your way



**“ALWAYS KEEP AN  
OPEN MIND. LIKE ME,  
FOR EXAMPLE, I  
DON'T REALLY LIKE  
THE THEATER BUT I'M  
GOING TO GIVE IT A  
SHOT”**

*Abraham Lincoln*



**A mind is like  
a parachute.  
It doesn't work  
if it isn't open.**

**Frank Zappa**



**Spirit Science**

# What has been said about a person who has an open mind?

- Are more accepting of others and have fewer prejudices
- 
- Are more optimistic and make the most of life
- 
- Have less stress because they are more open to change
- 
- Have better problem solving skills
- 
- Want to learn more, therefore are more interesting

# Encourager

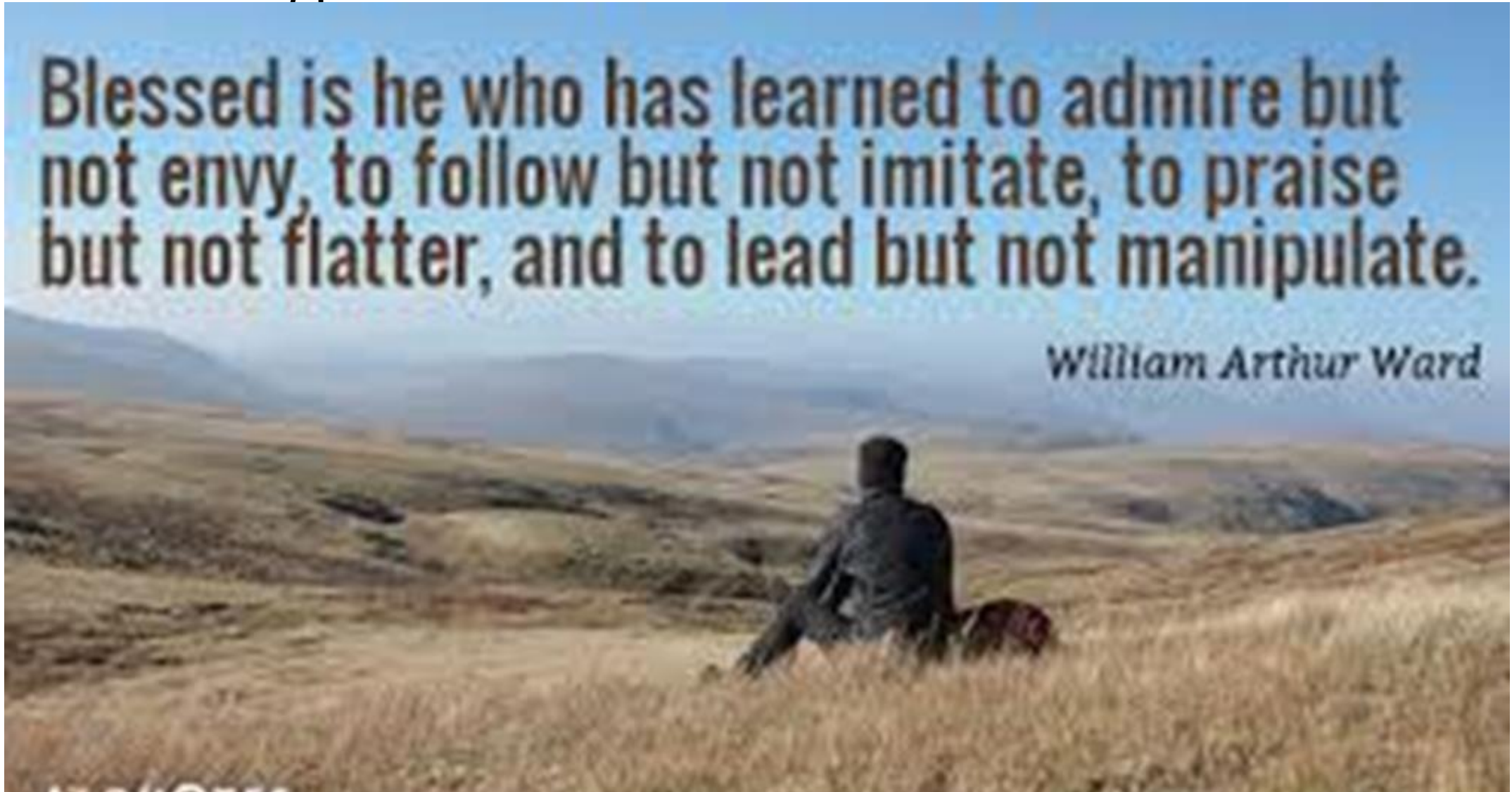
- John C Maxwell once said:
- Everyone has the potential to become an encourager. You don't have to be rich. You don't have to be a genius. You don't have to have it all together. All you have to do is care about people and initiate




We all know people that we consider to be encouragers. What are their traits?

Blessed is he who has learned to admire but not envy, to follow but not imitate, to praise but not flatter, and to lead but not manipulate.

*William Arthur Ward*





Leave everyone you meet better  
than you found them. Become an  
encourager of potential versus a  
**destroyer of confidence.**

Robert K. Rutter

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*By Anne L. Green*  
“I believe in you”

are the most powerful words that  
one person can ever say to another.

"These words are life-giving.  
They tell a person that they matter,  
that they are valuable, and that they  
are needed in this world."



***“I’m a success today because  
I had a friend who believed in me and  
I didn’t have the heart to let him down.”***

*- Abraham Lincoln*



**Don't ruin  
a good today  
by thinking  
about a bad  
yesterday.  
Let it go.**

[kushandwisdom.tumblr.com](http://kushandwisdom.tumblr.com)

# Reliable

It is OK to say 'no'.

It is OK to say 'I will think about it'.

It is OK to say 'I will try'.

It is **NOT** OK to make promises you  
cannot keep.

IZEY 'VICTORIA' ODIASE



**Don't be  
reliable only  
when it is  
convenient.**

AUTHOR  
RACHEL WOLCHIN  
THEGOODVIBE.CO

# Characteristics of being Reliable

1. Promises
2. Expectations
3. Don't leave people hanging
4. Do it Well
5. Consistent
6. Pull your weight
7. Take Responsibility
8. Honest
9. Behavior
10. Emergency situations, don't panic

# Promises

**Don't make promises you can't keep**

**Keep your promises**

# Expectations

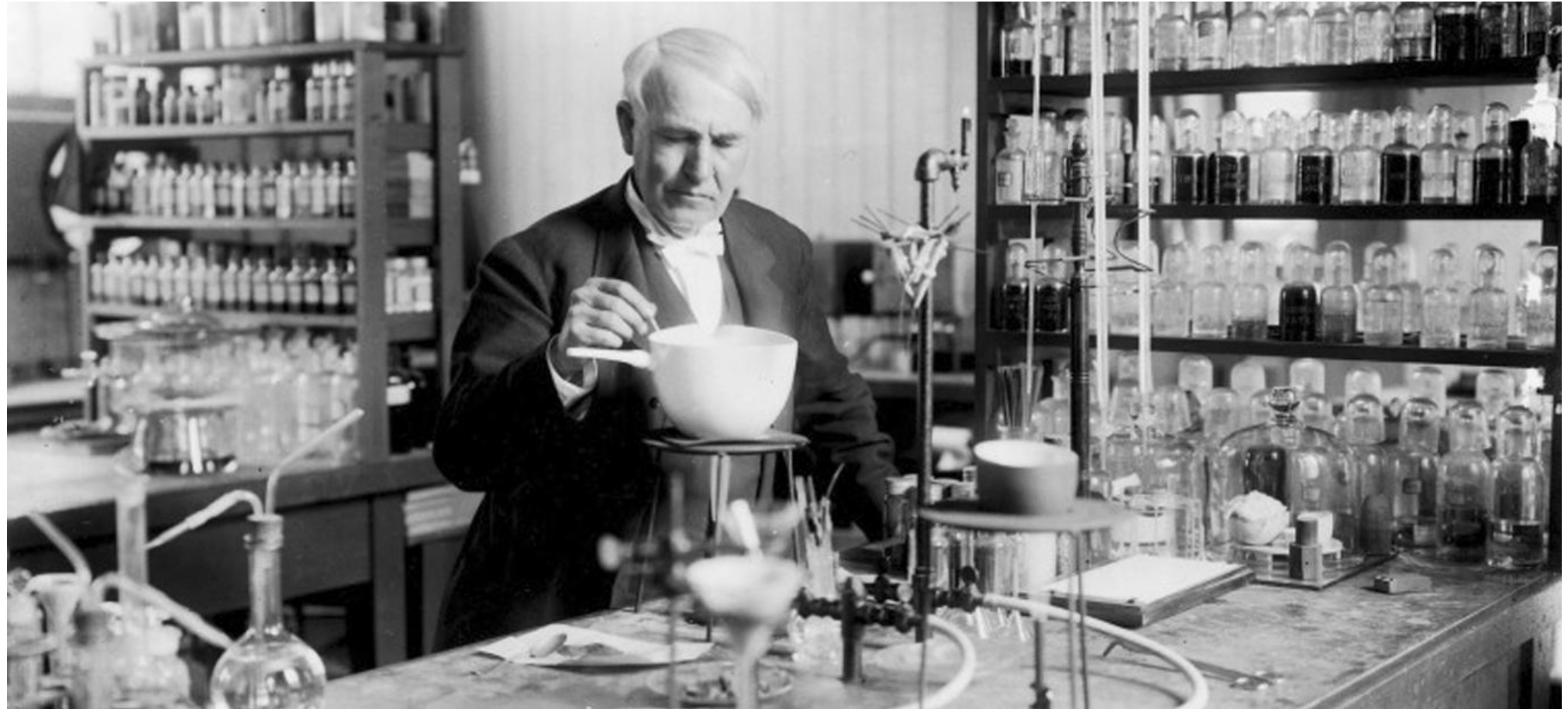
- Every time I step up to the plate, I expect to get a hit! If I don't expect to get a hit, I have no right to step in the batter's box in the first place!" "If I go up hoping to get a hit," he continued, "then I probably don't have a prayer to get a hit. It is a positive expectation that has gotten me all of the hits in the first place." **Pete Rose**

Don't leave people hanging:





# Do it Well and being, Consistent





# Take Responsibility



# Don't Panic



Be A Winner in a Sometimes Losing Situation?

# Be A Winner in a Sometimes Losing Situation?

- What is the setting for the meeting
- How do you set the tone for the meeting
- Are you prepared to agree to disagree
- Do we go into a meeting with an open mind or is it already determined what the outcome will be
- Are we already on defense going into the meeting
- Do we actually listen to what is being said
- Do we make eye contact
- What does our body language say
- Do we control our facial expressions
- What does the tone of our voice say

What is the setting like?



# How do you set the tone for the meeting at the beginning?



Are you prepared to agree to disagree





Do we go into the meeting with open mind or have we already got our mind made up?

**"NOW YOU KNOW THE REST OF THE STORY."**

**PAUL HARVEY**

© Lifelock Quotes



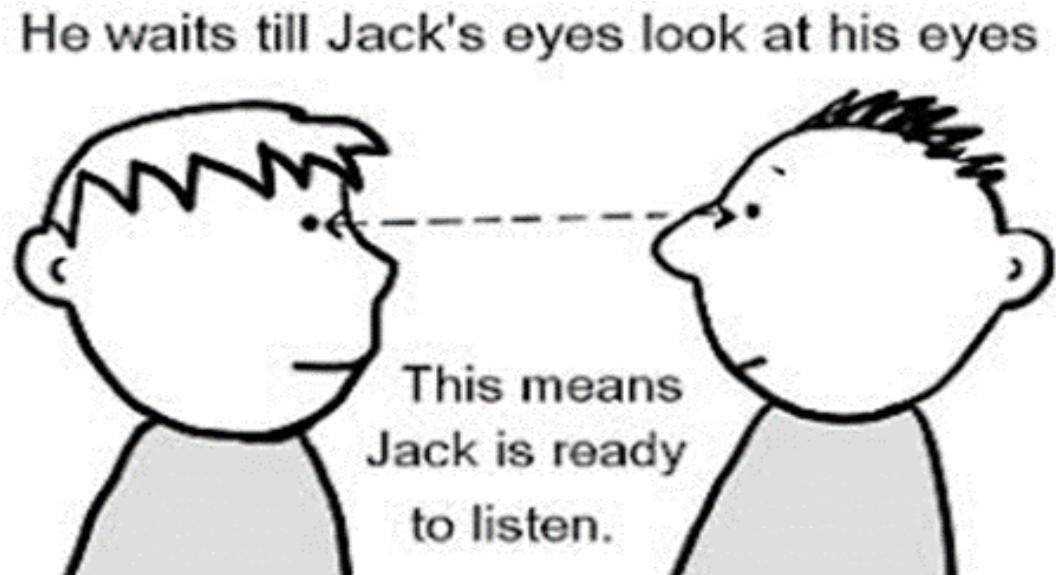
# Do we go into a meeting already with a defense for the situation?

- There are different ways to fold arms:
  - • With clenched fists.
  - • Arms folded tightly or loosely.
  - • With hands hidden or revealed.
  - • With hands clutching the arms.
  - • With hands under the arms pits, and other variations...
- All of these gestures project defensiveness

Do we actually listen to what is being said are we just listening for an opportunity to speak



# Do you make eye contact



# What does our body language say to people

## Body Language

How people stand could say a lot about what they're thinking and feeling

### Arms Akimbo

Putting your hands on your hips with elbows out could say that you are displaying dominance, authority, or self-confidence.

### Feet Facing Directly Towards Someone

Facing someone with feet forward could say that you are interested in what someone is saying.

### Mirroring

Mirroring someone or imitating someone else's body language could say that you are interested in that person and also comfortable with their presence.

### Shaking your Legs

Moving your legs a lot could say that you are nervous, impatient or anxious.

### Lowering your Head

Lowering your head could say that you're ashamed of something, or that you're shy, or maybe hiding something, like the truth.

### Power Posing



### Arched Eyebrows

Raised Eyebrows could say that you are intrigued with what the person is saying.

### Direct Eye Contact

Looking into a person's eyes could say that you are interested in what they are saying.

### Blinking too much

Blinking your eyes too much could say that you are nervous or anxious.

### Squinting

Squinting your eyes could say that you feel threatened or unhappy.

### Arms Crossed

Crossing your arms in front of you could say that you are uncomfortable or defensive.

Even how you sit could communicate a particular behavior. You could come across as being extremely confident and relaxed, or unsure and timid.

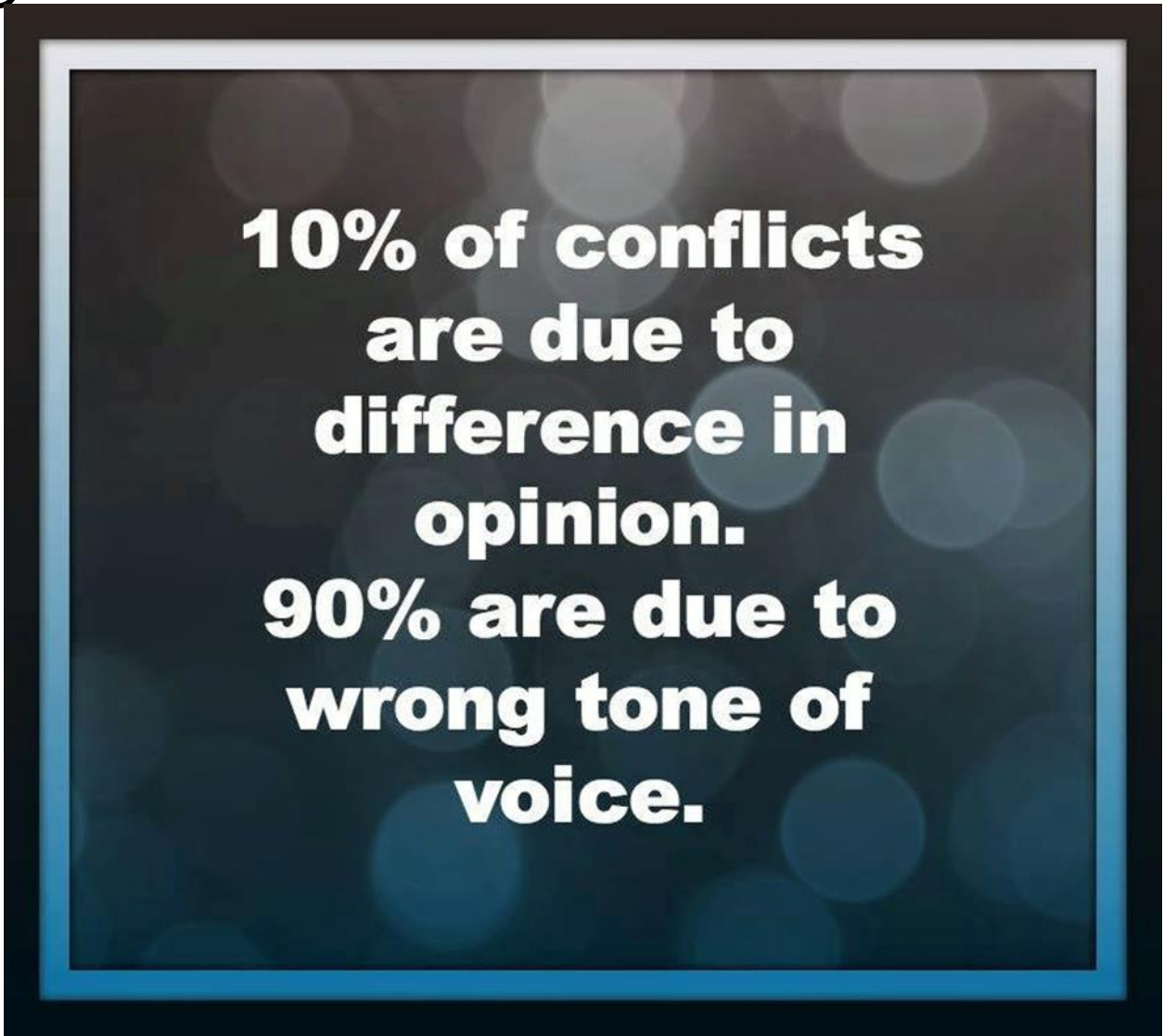


Do we control our facial expressions





What is our voice tone like? Rough, loud,  
soft, aggressive??????????

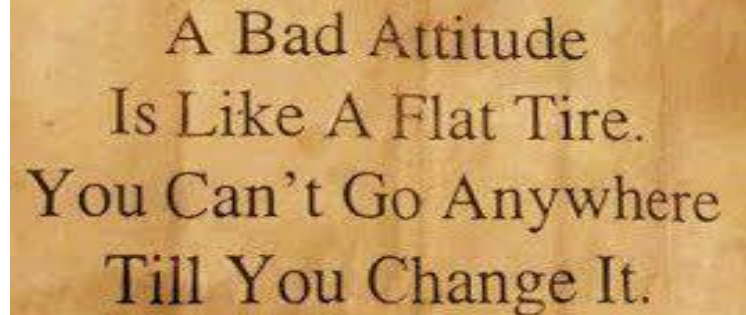


**10% of conflicts  
are due to  
difference in  
opinion.  
90% are due to  
wrong tone of  
voice.**

# Being A Winner in a Sometimes Losing Situation simply boils down to

- Being a professional in every situation
- Treating others with the respect you want to be treated with
- Being willing to have an open mind
- Being willing to come up with a solution to the problem that is workable.

(Not necessarily what one or the other wants but workable)



A Bad Attitude  
Is Like A Flat Tire.  
You Can't Go Anywhere  
Till You Change It.

www.quotesandthoughts.com

If you don't like  
something change it;  
if you can't change it,  
change the way you  
**THINK**  
about it.





The Happiest People  
don't have the best  
of everything, they  
just make the best  
of everything.



worrying won't stop  
the bad stuff from happening  
it just stops you  
from enjoying the good.



# My Friend James says:

You must all be quick to listen, slow to speak, and slow to get angry. Anger does not produce the righteousness!!!!!!!!!!!!!!!!!!!!!!

As we all know the only thing anger does is cause more problems.

Being a Winner in a Sometimes Loosing Situation is never easy so remember:

**LIFE IS TOO SHORT  
TO BE SERIOUS ALL  
THE TIME.**

**SO, IF YOU CAN'T  
LAUGH AT YOURSELF,  
CALL ME...I'LL  
LAUGH AT YOU.**

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thank you and have a safe trip home