

Winning Is An Inside Job

Dr. John C. Maxwell

First Rule of Winning: "Don't beat yourself." Old Football Adage

Wrong Questions often Asked about Winning:

(1) What are the _____

(2) Who is the _____

"A thoroughbred never looks at other racehorses."

Introductory Statements:

1. Many people are very _____ to becoming a winner.
2. The little extra needed to consistently win is _____ you.

13 Ways to Start Winning

1. _____ For Yourself & Your Future

"The most important ability is responsibility. Nothing happens until someone steps forward and says, "You can count on me." John Maxwell

Lessons I Have Learned in Life

"I've learned that our background and circumstances may have influenced who we are, but we are responsible for who we become." - Age 25

The best helping hand you will ever find is at the end of your own arm!

2. _____ & _____ from other Successful People

It is not an accident that God gave us one mouth and two ears.
When we fail to listen, we shut off fully half of our learning potential.

10 Things to Look for..Listen for & Learn from:

- (1) _____
- (2) _____
- (3) _____
- (4) _____
- (5) _____
- (6) _____
- (7) _____
- (8) _____
- (9) _____
- (10) _____

3. _____ what you do ... and do it

Confucius said, *“Choose a job you love & you’ll never have to work a day in your life.”*

To love what you do and feel that it matters - how could anything be more fun?
Katherine Graham, newspaper publisher

Dr. Charles Mayo kept a motto on his office wall that said, *“There is no fun like work.”*

I never did a day’s work in my life. It was all fun. Thomas A. Edison

One team of researchers followed a group of 1,500 people over a period of 20 years. At the outset of the study, the participants were divided into two groups, Group A and Group B.

Group A, 83 percent of the sample, was composed of people who were embarking on a career path that they had chosen solely for the prospect of making money now in order to do what they wanted later in life.

Group B, the other 17 percent of the sample, consisted of people who had chosen their career paths so that they could do what they wanted to do now and worry about the money later.

The data showed some startling revelations:

At the end of the 20 year period, 101 of the 1,500 had become millionaires.
Of the millionaires, all but one - 100 out of 101 - were from Group B, the group that had chosen to pursue what they loved.

The key ingredient in most successful projects is loving what you do. Having a goal or a plan is not enough. Academic preparation is not enough. Prior experience is not enough. Enjoyment of your life’s work is the key.

— **If it Ain’t Broke . . .Break It, Robert J. Kniegel & Louis Patler, Warner Books, 666 Fifth Ave., NY 10103**

To be successful, all you have to do is work half-days;
you can work the first twelve hours or the second twelve.

A recent Harris poll found some surprising statistics:

63 percent of workers polled believed that very few people work as hard as they did 10 years ago.

78 percent said workers today take less pride in their work than they did 10 years ago.

69 percent thought workmanship in America today has become inferior to what it was 10 years ago.

73 percent believed that workers are less motivated today than they were 10 years ago.

These findings shouldn't surprise anybody.

Nor should it surprise you that America is alone among the industrialized nations of the world to decrease its industrial output over the last 10 years - the only one!

In another poll, only 16 percent responding said they were doing the best job they could at work, and 84 percent said they could do better and work harder. Many said they could even be twice as effective if they wished.

Why do people feel this way?

Low _____ = Low

"Nothing is work unless you'd rather be doing something else." George Halas

"When you are making a success of something, it's not work. It's a way of life.
You enjoy yourself because you are making your contribution to the world." Andy Granatelli

4. Learn from Your _____

Too many people, when they make a mistake, just keep stubbornly plowing ahead and end up repeating the same mistakes. I believe in the motto, "Try and try again." But the way I read it, it says, "Try, then stop and think. They try again." William Dean Singleton Co-owner of MediaNews Group, Inc.

5. Don't Try to be _____

Problems with Perfectionism

(1) It keeps us from being _____.

If you truly believe there is a perfect way to do a job, it usually means you think there is only one way. A leader so rigidly bound kills initiative in those who work for him. Robbed of all options, workers lose interest and then in a mediocre, routine performance.

(2) It keeps us from _____.

“Nothing would get done at all if a man waited until he could do something so well that no one could find fault with it!”
Cardinal John Henry Newman

(3) It keeps us from being _____.

“Keep on going and the chances are you will stumble onto something, perhaps when you least expect it. I have never heard of anyone stumbling onto something sitting down.” Charles Kettering

(4) It distracts us from our _____.

(5) It is not _____.

“Have no fear of perfection - you’ll never reach it.” Salvador Dali

(6) It is _____.

“A lot of disappointed people have been left standing on the street corner waiting for the bus marked Perfection.” Donald Kennedy

6. _____ Now BEFORE You Must

Change = _____ if we do it Readily.

Change = _____ if we do it Reluctantly.

7. Deliver What You _____

Without integrity there is no _____

Without trust there is no _____

Without confidence there is no _____

Without leadership there is no _____

There are two kinds of people - those who do and those who might. An action succeeds, a promise is honored, a commitment is kept only at the moment of completion. When you do what you say you will do, you follow through. There is no "maybe." No unfulfilled words. Others know where you stand and learn to count on you. In following through you gain control, a power born of responsibility, and the satisfaction of a job well done.

8. Don't Make _____

Those who complain about how the ball bounces are often the ones who dropped it.

9. Get _____ of Your Life

Losers say "I Wish" ... Winners say "I Will"

The Top 10 Time Eaters

Where does the time go? Management expert Alec MacKenzie, author of *Time for Success* (McGraw-Hill), surveyed the time logs of thousands of male and female executives to come up with this list of the biggest hour eaters.

One curious fact: Meetings didn't even make the top 10.

1. Crisis management, shifting priorities

2. Telephone interruptions

3. Lack of objectives, priorities, planning

4. Attempting too much

5. Drop-in visitors

6. Ineffective delegation

7. Personal disorganization

8. Lack of self-discipline

9. Inability to say no

10. Procrastination

10. _____ "Can't See" Hours

"Start work when it's so dark you can't see and finish when you can't see because it's dark again." Bill Rosenburg, *Dunkin' Donuts* founder

11. _____

Things which matter most must never be at the mercy of things that matter least.

2 Essential Areas to Plan & Prioritize

(1)

(2)

Work:

- (1) Prioritize Your Work
- (2) Put a Time Line on it
- (3) Put it in the Calendar
- (4) Make Folders for every Work Project
- (5) Make Folders for every Potential Work Project
- (6) Before a Trip - Gather Material for your Next Work Project
- (7) Take your Next Work Project with You

Growth:

Growth is NOT an automatic process!

7 tapes a week

1 book

File every day

1 great principle every week

Write every day

12. Believe in _____, Your _____ and

“It doesn’t matter how many times you fail in trying to get something to work.
All you need is one success.” Jack Goeken Founder of MCI Telephone Network

Belief is more than something that a person possesses;
it is something that possesses a person.

13. Give _____ to Others than they Expect

“Don’t judge each day by the harvest you reap but by the seeds you plant.”
Robert Louis Stevenson

5 Types of People

- (1) They never invest.. They expect to collect -
- (2) They never invest.. They don't expect to collect -
- (3) Start to invest.. They want to collect now -
- (4) Continually invest..They went to collect later -
- (5) Strategically invest..They will collect big! - Compound their winnings!

13 Ways to Start Winning

I Haven't

I Can

I Will

I Have

1. Be responsible for my future
2. Listen and learn from successful people
3. Love what I do... and do it
4. Learn from my mistakes
5. Don't try to be perfect
6. Change now before I must
7. Deliver what I promise
8. Don't make excuses
9. Get control of my life
10. Work "Can't See" Hours
11. Plan and Prioritize
12. Believe in myself, my mission and others
13. Give more to others than they expect

Answers: Conditions; Competition; Responsible; Listen; Learn; Commitment; Excellence; Integrity; Their Time Management; Their Attitude; Relationships; Priorities; Solid Family Values; Energy; Peace In Their Life; Love; Morale; Productivity; Mistakes; Perfect; Creative; Started; Productive; Purpose; Attainable; Disappointed; Change; Growth; Grief; Promise; Trust; Confidence; Leadership; Progress; Excuses; Control; Work; Plan; Prioritize; Work; Personal Growth; Yourself; Mission; Others; More; They Complain; The Suffer; They Quit; They Win; They Compound Their Winnings.



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