

Winning Ways

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A publication of

Winning Ways

Developing Goals, Focus and Leaders

This copy of Winning Ways is a gift for you from Winning Ways, Inc. We provide an environment that creates focus, momentum and success for long term changes in your personal and professional life through our sales, strategic planning and coaching services. We help you achieve the results you and your business want! Call Joan Fletcher 703-273-9299 today. We are committed to helping you achieve your goals.

Courage to Grow: the Greatest Freedom

Are you committed to personal growth? Do you aspire to be wiser, stronger, more productive in your life? Have you thought about who you are, and who you're becoming? So many of us simply take where we are in life as a given: we figure we're stuck with the habits, attitudes, and circumstances we've gotten used to. Even if we're doing fairly well, we tend to think as if we've arrived, as if we're all we're ever going to be. Yet each of us has the potential to become far greater than we are today: more mature, more productive, having a greater impact on those around us. In his book *Freedom From Fear*, Mark Matteson uses a simple story to describe attitudes, habits, and beliefs that can change a person and help them become more than they'd ever dreamed.

The first step is commitment to personal growth. It isn't enough just to say, "I'd like to learn more, to do better, to be wiser." To really see ourselves grow and change, we must be committed to the process. Habits are everything. Forming the right habits of thought and action can be the cornerstone to growth. Matteson says, "We become what we think about." Listening to the way you think will often reveal patterns of thought that pull you down instead of strengthening you. Listening to the way successful people around you talk—about themselves, about their successes and failures—will show new patterns of thought that have helped them build themselves up. Those who listen carefully to the way they think, and who concentrate on weeding out destructive thought patterns and encouraging productive ones will find themselves becoming more positive, more energetic, more accomplished people—all just by training their minds in healthy habits of thought!

It's also important to invest in your mind. The books you read have the power to change your life, to alter your focus, and to deepen your understanding. Invest time in reading and learning. Ben Franklin said, "Take a coin from your purse and invest it in your mind. It will come pouring out of your mind and overflow your purse." Matteson suggests investing 30 minutes a day in reading books in your field, books that challenge you. If you take just 30 minutes a day, you will quickly become an expert in your field—and the joy of learning and stretching your mind will soon become addictive!

The next step is learning to be intentional about your life. It's possible to stumble across good things by accident, but it's not likely. No one gets an endless stream of lucky breaks. You may know someone who seems to lead a "charmed life," where everything they want falls into their hands, and they achieve big dream after big dream. Ninety-nine times out of a hundred, this seemingly endless good fortune comes when a person has developed focus and understanding of their goals, and actively pursued ways to reach them. Then, when great opportunities come, they take full advantage of them.

So few of us really take the time to make a detailed plan for our lives, for achieving our dreams. We say, "Wouldn't it be nice..." and then we stop daydreaming and get on with our lives. We think about what we would ask for if someone offered us three wishes, and we forget how much power we have to make our own wishes come true.

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Almost anything is achievable, given enough faith, focus, and dedication. Instead of idly daydreaming, what if you sat down with pen and paper, and wrote down your goals: the things you'd like to have, to do, to become? It's amazing what can happen when you take the simple step of putting your dreams on paper. They become real, tangible objectives. Writing your dreams down is an act of faith and courage, the courage to believe these things can come true for you. We all have so many wishes, and yet we rarely think to seriously ask for the things we want. Writing down your dreams is really making a wishlist to yourself. With this simple exercise of pen and paper, you become both kid and Santa Claus. Then you can begin the exciting process of planning out how to make your dreams come true!

It's important to be patient with yourself. Realizing your dreams takes time and dedication. Matteson uses this mantra: Measurable progress in reasonable time. Work on one goal at a time, and don't expect overnight change. Do something every day to move closer to your number one goal. Be patient, but hold yourself accountable: finish what you start. Make a reasonable plan, and stick with it.

It's easy to say "I am the way I am, and nothing will change that"; but it is not true. We can all grow to reach heights we never would have dreamed of, and the growth doesn't have to stop when we're forty, or fifty, or eighty. Why not begin today to go after the things you'd only dreamed of?

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Who We Are and What We Do

Joan Fletcher President and Founder

Joan launched Winning Ways, Inc. in 2001 after owning her own business since 1987. Joan works with clients on sales, strategic business planning and leadership. She believes that combining a great attitude with the right skills and developed goals will create the success you have only dreamed about! Her expertise is in helping you find the solution to your business challenges.

Betsy Hudson VP of Business and Educational Development

Certified as a Sales Professional and as a Facilitator by the National Association of Home Builders, Betsy has held leadership positions in sales and marketing with the leading home building companies, including Pulte Homes and Centex Homes. In her 18 years in this field, she has earned a reputation for her ability to motivate both clients and team members to set and achieve goals.

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