

Winning Ways

A publication of

Winning Ways

Developing Goals, Focus and Leaders

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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.

NewsBits from Winning Ways

Winning Ways is pleased to announce a new associate to our team! Mark Tatum joins us and will head leadership development. Mark is a dynamic leader with youth and adults. Read more at our new website: www.winningwaysinc.com.

2005: A Blank Page or Endless Dreams?

A blank piece of paper sits on the desk. It has an invitation. "Dream," it says.

As the New Year is upon us, our thoughts tend to turn to what we would like to make happen in the coming 12 months. We reflect on where we have been, and we dream about who we can be, or what we have yet to do. These are precious moments for us, if we can take advantage of them and turn these Dreams into reality. All great accomplishments begin with an idea. The difference between those who accomplish much and those who don't is not the amount of ideas, but it is in their ability to take action on those ideas and their propensity to take some risk.

We have all heard the clichés over the years; "Be all that you can be," "You only go around once," "Carpe Diem." They are well worn but tried and true. They simply implore each of us to take action on our own great ideas. This New Year, we have a new blank page. Take the time to dream. Write your dreams down and review them for priority. By doing so, you will be in the minority of people who have at least looked at their life on paper and determined who and what they want to become. Those who accomplish much have done this over and over, while those who don't leave the page blank year after year.

When an individual is being coached through a personal/professional development process, we always start with their Dreams. It is here that

we discover our true motivations. There is no dream too small or too large, for they are your dreams and not for anyone else to judge. Items in your Dream list could be things that you would like to acquire, things you would like to do, or who you would like to become. You will most likely find that your list fills up rather quickly with the things to do or to have, but there will be few "Becoming" Dreams. This is normal, but if you persist long enough, you will find that the "Becoming" Dreams will begin to emerge.

Deep down inside, we all know that these "Becoming" dreams are the most important to us. It is by becoming who we have the potential to be that we become worthy of the things we would like to have or do. As Shakespeare once said, "If you seek a virtue and have it not, assume it." What are those virtues that you would like to have or to improve upon? Some of the types of "Becoming" Dreams we see are:

- Become more open minded about diverse behavioral styles
- Develop a more positive mental attitude
- Manage my time better
- Learn to say no
- Improve my communication skills
- Develop my Empathetic Listening Skills
- Control my emotions when things don't go the way I expect
- ^a Become more disciplined about my goals

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It has been said that "Knowledge is Power," but that is an untruth. Knowledge is not Power, "Applied Knowledge is Power." We all know that we can and should set goals regularly, but few of us actually do. Seize the Day. You must apply what you know. You must take action on your dreams for them to become reality. This is what our clients do, and why so many of them are successful.

In his groundbreaking book, *Think and Grow Rich* (1937), Dr. Napoleon Hill stated that "Thoughts are Things, and Powerful Things at that when combined with definiteness of purpose, persistence, and a burning desire for their translation into riches, or other material objects." When Hill uses the word Riches, he does not mean simply money, but all of the Vast Riches that are available to an individual in all aspects of their life.

It is a fact that those things we think most about become our reality. Hill knew this 67 years ago, and it is still true today. If you can conceive it and believe it, you can achieve it. Hill's book is chock full of examples of the downtrodden lifting themselves up by their boot straps, because of an idea that they had. Hill states, "Dreams come true when desire transforms them into concrete action. Ask life for great gifts and you encourage life to deliver them to you."

There is a poster in my office that sums up these thoughts so well. A sailing ship on the ocean being tossed about in a storm with the caption, "Destiny is not a matter of chance, it is a matter of choice!" Choose wisely and you will have a life of riches. Leaving the page blank is also a choice, but it is the choice of being tossed about by the storm. I choose to navigate the seas with excitement and joy. How 'bout you?



Who We Are and What We Do

Joan Fletcher 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.

Caryn Franca joined Winning Ways in February 2004. She heads up the coaching division of the company. She works with clients in the areas of life coaching, small business coaching (using the Strategic Planning model) and youth coaching. Caryn has twelve years experience in owning her own business. She is passionate about the role attitude plays in creating momentum and success in life and business. Caryn provides an environment of energy, positive affirmation and focus to grow your business and develop your life.

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