



Developing Goals, Focus and Leaders

Winning Ways

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Winning Ways

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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.

Winning Ways NewsBits

HOT OFF THE PRESS!!

Announcing two new associates to add to the win/win you and your business can have with Winning Ways! Betsy Hudson has just joined with years of experience in the sales, marketing and business development world. Terry Nicholetti is an educator, trainer, and businessperson with over thirty-five years combined experience in program development, public speaking, and sales and marketing. Welcome Terry and Betsy! We're excited to have you with us.

On June 2nd Terry Nicholetti will present the "Making Your Contacts Count" seminar. RSVP at www.winningwaysinc.com

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New Habits for Success

Often people mistake habits for characteristics. A characteristic is an inborn personality trait, like outgoing, reflective, or competitive. A habit is a learned behavior, based on what behaviors have worked and not worked, made you feel good or bad, in the past. True, your personality may have some effect on the habits you form: a person who is naturally outgoing is probably more likely to develop an early habit of approaching people she thinks might be good business contacts, but that doesn't mean someone who's naturally quieter can't develop that habit as well.

Many people, by mistaking their habits for characteristics, do themselves a great disservice. How often have you heard someone say, "I just can't get up in the morning," or "I just can't remember names"? People often talk about these kinds of things as if they were characteristics, inborn traits they can't do anything about. But really they are habits. Some people seem to have a natural gift for remembering the names of everyone they meet, or for jumping out of bed at 5 am, energized and ready to begin the day. Lucky them! But most likely they have these gifts because some combination of natural inclination and early training helped them develop the habits before they even realized they were doing so. They're still habits, and a habit, by definition, is something that can be learned... by anyone!

So instead of labeling yourself by your habits—"not a morning person," "can't remember a name to save my life,"—why not stop and analyze your habits, and how they affect your life? Which habits are most holding you back on your road to success? What new habits would help you the most? What qualities do you have that you've been telling yourself are innate, unchangeable characteristics, when really they're learned, changeable habits?

If you're having a hard time distinguishing habits from characteristics, remember: characteristics usually relate to what you enjoy and what kind of environment you feel most comfortable in, while habits usually relate to specific actions. Whether your personality tends to be outgoing and expressive, or quiet and introspective, you can develop the habit of approaching people you think might be good

contacts—and the habit of doing regular reading and study in your field.

Once you've identified your habits, pick one or two that you want to change. Always replace a bad habit with a good one: out of two people who decide to cut down on their coffee intake, the person who also makes a habit of drinking two bottles of water a day to replace those extra cups of coffee is far more likely to succeed in establishing the new habit pattern. A positive is more powerful than a negative. Saying, "From now on I am a person who does *this*," is much more satisfying than just saying, "I am no longer a person who does *that*."

Sometimes we need additional help to form new habits. There are lots of books and articles out there with tips for doing things like remembering names. If you want to form a new habit, but can't imagine how, do some quick research, or ask some people you know. You're bound to find some resources that will help: after all, many people before you have learned this habit, and are eager to share their advice.

Progress feels slow while it's going on. After the initial burst of excitement that comes with the realization that you can change and make things better, there tends to be a lull as the realities of everyday life surround you. This is the time where old habits can creep in, and in a few weeks you find yourself doing everything exactly the way you used to. The best way to guard against this is to be deliberate, be persistent, and keep a good attitude.

New habits can be like new shoes at first—they can feel stiff, strange, or uncomfortable. If you are used to sleeping in until the last possible minute, it will feel difficult to get up an hour or half an hour early so you can use your morning hours efficiently. You might begin to tell yourself, "I can't change," "that's just not the way I am." But just like new shoes, new habits will fit you better and better if you keep putting them on. And after a while, they become so natural and comfortable that it's hard to remember you haven't had them all your life!

The Art of Changing

*The art of changing yourself
Requires the substituting of new habits for old
You mold your character and your future by your
thoughts and actions
You cannot climb uphill
By thinking downhill thoughts
If your world is gloomy and hopeless
It is because you are gloomy and hopeless
You must change your mind to change your world
Make yourself do what need to be done
Man alone of all the creatures of the earth
Is architect of his destiny.*

—from "The art of living" by Wilfred A. Peterson