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Monday, August 29, 2005

Posted 8/29/2005 by Josh

Jack Welch -- Winners Get Back Up on the Horse

By Alan Boyer

A few months ago I had the opportunity to spend a few minutes with Jack Welch, past CEO of GE. A fantastic opportunity.

Some of the things he said about who they hire and what they are looking for in managers sort of hit home with what I am telling clients, and what I am telling my teen leadership group (our Rising Stars program).

The Best Managers Aren't Perfect But They Keep Getting Back on the Horse

Jack Welch--"We look for people that are not perfect. People that have made mistakes, but know how to quickly get back up on the horse when they've been thrown off, and those that turn the loss around into a win. It isn't about never making mistakes, it's about getting back up and moving forward toward the results. If someone has never experienced falling off and shown their ability to get back up they might not be the managers we want."

"Leadership is about results, not experience, not education, or any of the other things that everyone claims is leadership. It's about

- o Being able to consistently deliver results,
- o Being able to recover from falling off that horse,
- o And getting right back on until you ultimately deliver results."

That's so in line with what I keep telling my clients and my youth leadership groups I work with. The path to your destination is almost never a straight line. There will be zig zags, side trips, and steps backward.

Too many people slip off the trail, and just walk away telling themselves they just failed. The winners are the ones that learn from what took them off the trail, figure out how to get back on the trail, and keep steadily plodding toward the goal even with the setbacks.

Failure Is a Choice--Choose to Win

You only fail one time--when you say you have....and QUIT.

When that happens there is only one guaranteed outcome--Failure. That makes failure a choice. Those that choose to not get back on choose to be victims.

Those that win choose to get back on the horse, get back on the trail and plod along toward the goal.

Alan Boyer, CEO of The Leader's Perspective, LLC is considered one of the world's leading breakthrough specialists. With over 35 years of business experience, he has catapulted businesses lightyears ahead in weeks. Some double, some jump 10 times. He helps companies worldwide reach further than they EVER thought possible....FASTER. Visit <http://www.leaders-perspective.com> or email:AlanBoyer@leaders-perspective.com

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Friday, August 26, 2005

Posted 8/26/2005 by Josh

Michael Dell's Secret To Success

By Mike Litman

Let's talk about helping you reach all your goals and dreams faster.

Yes, faster.

Are you ready or are you really ready?

Awesome! Let's go.

I'm going to share with you a HUGE 'point' that you must really get if you want to accelerate your success.

You truly must get this.

I didn't get this for a while, I must admit that. It really seemed like it took forever.

I was 19 years old and I had a dream to create a platform that could positively help hundreds of thousands of people (one day millions).

I graduated the University of Rhode Island in 1995 and had 6 jobs, over the next 6 years.

I was going nowhere fast. Trust me.

"Mike, tell me the big 'insight' you found that helped you become A #1 best-selling author, help hundreds of thousands of people, and become financially free at 30 years old."

Ok, I will. But hold on a second.

I just finished reading Michael Dell's book '[Direct From Dell](#)' for the 3rd time.

It really is a great book. As you know Michael Dell is a Billionaire and I think he just turned 40 years old.

Michael Dell and I have both used the SAME SECRET to success. All successful people use this same 'secret'.

Let me quote him on page 17:

"There were obviously no classes on learning how to start and run a business in my high school, so I clearly had a lot to learn. And learn I did, mostly by experimenting and making a bunch of mistakes. One of the first things I learned, was that there was a relationship between screwing up and learning: The more mistakes I made, the faster I learned. As you can imagine, I was very efficient."

Listen:

[Jack Welch Expose](#)

Discover the secrets of the CEO
 Become rich like Jack Welch
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[Two days with Jack Welch](#)

An intensive face to face learning program on winning in your business
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[Jack Welch's Winning](#)

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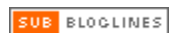
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The reason why I have more business and personal growth in 30 days than most people have all year is I TAKE 3x the ACTION and MAKE 4x the AMOUNT OF MISTAKES.

YOU CAN do the SAME THING.

Michael Dell became a billionaire in his 30's. He knows making tons of mistakes and learning from them is the key.

Most people are so scared, they let fear destroy them and they're AFRAID of making mistakes.

How else does one really learn?

I know that you're ready to STRETCH yourself. I know you believe NOW is your time.

Am I right or am I really right?

Let's go!

Remember: You don't have to get it right, you just have to get it going.

Get off your tail and SPRINT to GREATER ACTION. When? TODAY.

I won't accept anything but the best effort from you.

Raise the level of what you'll accept in your life.

Take ACTION TODAY, make mistakes, LEARN FROM THEM and GROW.

You were born to be GREAT. <<< read this again

Ask yourself:

What is one action I could take today that is a stretch for me, but I know I can do it?

Do it now. Right now.

Let's GO!

I believe in you.

Talk to you soon.

Mike Litman

P.S. If you haven't grabbed my Power of Concentration Success System, I'd sprint over to this site and grab it. Why? Because if you're scattered, if you procrastinate too much, and if you want to 'rev up' your income, this will help solve your problems immediately. It will also help you to take the long term view. Learn more about the [Power of Concentration Success System](#).

* [Read and share your thoughts on the above article \(1\)](#)

How to Motivate

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Thursday, August 25, 2005

Posted 8/25/2005 by Josh



Good Judgment vs. Being Judgmental

by Michael Angier

Developing good judgment is worthy of our best efforts. Being able to consistently make informed and considered decisions enables us to achieve the results we desire.

But being judgmental isn't the same thing. Being judgmental--at least based upon my definition--is not about discernment. It's about judging the beliefs, actions, inactions and opinions of others.

Here's what I see as the difference between judging people and having an opinion: an opinion is a viewpoint, a judgment based upon observation in the context of our own experience and bias. We all have them, and we're entitled to them.

However, when we have an opinion with a "charge" to it, when our opinion is fueled with emotion--like anger and agitation--then the opinion is most likely a judgment. We're making someone wrong. We're being judgmental.

It's a waste of time and energy to be so invested in another person's actions or beliefs. It's challenging enough to change ourselves, and it's virtually impossible to change other people. It's far more productive to invest in improving ourselves.

Certainly, there are times when someone else's actions or inactions negatively impact us. And in these instances, it's incumbent upon us to make our requests known. In doing so, we may be able to influence a person to change. But making demands instead of requests rarely works.

Most of the time, being judgmental is about being right. And the "right" or "wrong" in any given situation is rarely factual.

Action Point:

Check yourself when you're in a debate or in disagreement with someone. Are you in reaction rather than just stating your case? Are you trying to be "right" and invested in them agreeing with you?

If so, you're being judgmental. And this kind of judging is toxic to you and your relationship with that person.

Notice the times when you're stepping over the boundary of speaking your truth and judging another.

And be sure you don't judge YOURSELF. Just recognize what you did or are doing, and resolve to do better next time. THAT'S good judgment.

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Wednesday, August 24, 2005

Posted 8/24/2005 by Josh

**Using Your Journal to Manifest
Based on JOURNALUTION: Journaling to Awaken Your Inner Voice, Heal Your Life,
and Manifest Your Dreams**

By Sandy Grason

In 1992, a singing teacher introduced me to the work of the best-selling author [Wayne Dyer](#). Dr. Dyers ideas especially the notion that we can manifest anything in our life intrigued me. Eventually, he proved to me that we really can manifest anything. Many years later, when I was pregnant with our first child, my husband and I were in the car listening to a tape of Wayne Dyer and Deepak Chopra. Dr. Dyer was telling a story about his wife, Marcelene, who had given birth to seven children and was developing a book about spirituality and childbirth. He described her birthing process as being incredibly peaceful.

Apparently, when she gave birth she would go into an altered state of consciousness and becomes one with the birthing experience. At that point in my own pregnancy, about seven months along, I had read every pregnancy and birthing book I could get my hands on, but I was still in a state of complete fear. As I listened to the tape describing Marcelene, I said to Rich, I want Wayne Dyers wife to help me give birth! We laughed. It was a joke.

About two weeks later, I received a call from my father-in-law, who had just purchased four tickets for a Wayne Dyer talk. This was completely out of character for him; he had never read or listened to any of Wayne Dyers material. The night of the event arrived, and as I attempted to make the extra fifty pounds I was carrying look cute, I joked with my husband again: I want to meet Wayne Dyer, and I want him to tell his wife to help me give birth!

That evening, I stood in line during intermission, along with approximately 300 other excited fans, to get a signed copy of Dr. Dyers latest book. I asked about Marcelenes book and he informed me it wasn't yet finished, but that she was nearby and I should go say Hi to her. He added, She just loves pregnant women. I waddled over with my husband and introduced myself to Marcelene Dyer, then told her about my fear of giving birth and asked if she had any words of wisdom for me. She responded, It is such a pleasure to meet you. I would be happy to help you in any way I can. In fact, if you would like me to be at the birth, I would consider it an honor.

My jaw dropped. I stood in silence, completely stunned. I had joked about this ridiculous scenario several times, and now here was Marcelene Dyer offering it to me! I am grateful that my husband stepped in to exchange phone numbers with her, because I was still frozen. I called later that week, and we talked about Marcis childbirth philosophies and made plans to meet.

Marcelene Dyer was with me when I gave birth to both of my daughters.

My second daughter was born at home in the water, and I labored for two days. Marci stayed with me the entire time. She slept on my couch, held my hand, and talked to me about my strength and power as a woman. She has become a magical mentor in my life, my true soul sister. I am so blessed and grateful to have her as a friend. In fact, Marci was the first person to suggest that I would write my own book, which also seemed absurd to me at the time.

Until the moment when I met Marcelene, nothing that magical had ever happened to me. But it taught me just how powerful our words and thoughts really are. A simple statement, made out loud and with no attachment I want Wayne Dyers wife to help me give birth set events and people in motion, unbeknownst to me, to grant my seemingly ridiculous request. I began to wonder: if my words and thoughts managed to deliver one outrageous request, what else could I manifest?

Imagine that you are holding a magic wand that has the power to grant any wish. What is it you truly want? Are you ready to tell me? I remember Wayne Dyer saying something that applies perfectly: There is good news and bad news. The good news is that whatever you really, really want, you will get. The bad news is that whatever you really, really don't want, you will also get, because that is what you are thinking about all the time.

My friend Debbie told me that when she was in college, she made a list in her journal of the

qualities she wanted in a husband. She decided what was most important to her, such as humor, honesty, and compassion and she meshed these features together to create her perfect man. Shortly after college, she met and married her dream man, the one with all the qualities she'd been looking for. After more than ten years of marriage and four children, she told me, He's probably better than what I visualized.

You may be surprised by the humor in the universe when it comes to manifesting your vision. I have many funny and incredible manifesting stories that I could share with you. Here's one: In South Florida, where I live, there are free outdoor concerts in the springtime. While my husband and I were at one of these concerts, I noticed the schedule of upcoming artists.

The following month, David Cassidy was coming to play. As a little girl, I worshipped David Cassidy. I grew up watching The Partridge Family every day, and I had posters of him all over my room. I remember dancing to his music alone in my room and dreaming of him, as millions of little girls did. When I discovered that he would be playing a free concert, I excitedly ran to tell my husband, who did not share my overwhelming enthusiasm for Mr. Cassidy. I put the date on my calendar and began counting down the days.

During this time, our apartment was for sale, so our realtor would come and go, showing it as needed. Two days before the concert, I received a call from our realtor, saying that someone wanted to see the apartment and they would be there in fifteen minutes. I told her it was impossible; I had just gotten home from a weeklong trip, the house was a disaster and I was exhausted. The realtor interrupted me: Wait, before you say no, let me tell you who it is . . . (pause) . . . David Cassidy. Do you know who he is? I squealed like a schoolgirl. Do I know who he is?! He's coming to my house?!?!!

I opted to spend the next fifteen minutes choosing the perfect outfit and fixing my hair and makeup rather than straightening the house. David Cassidy spent about five minutes looking around, then left. Upon reflection, I probably should have put my energy into cleaning the house.

When my husband arrived home and heard the news, he said, Sandy, you really overshot your manifesting powers this time. You didn't realize when you said I want to see David Cassidy that you would actually draw him to our home!

Who knows the power of words? If you step back and look at your life as a huge creation, what have your thoughts and words created so far? How does your life look as a big picture? Can you see the circumstances that your thoughts and words have brought about? What would you like to create right now?

Try This

Perfect Day

What is your idea of perfection? Journal your perfect day. Pick one scenario, one blissful day, and capture it in your journal. Write it or draw it, using whatever feels right to you crayons, markers, photos, whatever you like. Begin with waking up in the morning. In your perfect day, do you wake to watch the sunrise, or do you sleep until noon? Are you looking out a window at the ocean or the mountains? Are you sleeping in a high, pillow-top bed with white linens blowing all around you, on a simple Zen-like futon, or in a tent in the forest?

What do you eat for breakfast? Do you stroll to a sidewalk café and drink lattes, or is breakfast served in bed? Do you spend your day laughing with close friends and family by a fire, or are you with your favorite book on a secluded beach? Write about the entire day, morning through night, including as many details as possible. You don't have to limit yourself to one perfect day; after you've completed the first one, write another if you're inspired to. You can never have too many perfect days.

I challenge you to write a wonderful vision in your journal. The act of creating an inspiring, passionate vision within the pages of your journal will have an astonishing impact on your life.

Sandy Grason is the author of [JOURNALUTION: Journaling to Awaken Your Inner Voice, Heal Your Life and Manifest Your Dreams](#). A journaling veteran of fifteen years, she speaks and teaches workshops about journaling for the purposes of emotional healing, inspiration, and

self-expression. Visit her online at sandygrason.com.

* [Share your thoughts on the above article \(0\)](#)

Tuesday, August 23, 2005

Posted 8/23/2005 by Josh

Letting Go of Control

by Suzanne Falter-Barns

Living your joy is more than just the tasks on your to do list. This article teaches you how to open your heart and make a quantum leap in your impact.

One of the most wonderful aspects of living your dream are the unexpected gifts that appear along the way. As many of you know, I have spent the winter writing a two-character musical which my partner and I will soon perform in various locations around the US and Canada. What I have gotten from it is something I've known I needed since ... well, forever.

I've learned to open my heart.

Those who've been following my work probably think of me as a pretty open- hearted gal. And I am! Nothing makes me happier than to spread my Joy work and my platform work, send out inspirational messages, and generally buck up creative dreamers. However, there has always been a small chunk of my psyche that couldn't just relax and surrender. Instead, it's been dedicated to trying to manage and control my results and otherwise 'make' something happen.

Why? Because no matter how much I've spoken about the need to surrender to your process and 'not know', I've had trouble following this advice myself. As a psychic told me long ago, I would have all that I dreamt of ... but only when I opened my heart.

For a long time, I had no idea what 'opening my heart' would feel or even look like. I meditated about it and got nothing. I tried spiritual exercise programs, visualizations, drumming, and even acupuncture. Nothing worked.

And yet a decade later, as I dig into the 'big dream' - the one that has always seemed most challenging, most exciting, and most passionate - my heart has opened like a well-oiled door.

What I can feel is a new willingness to simply experiment, to put things out there and see where they go. Not as a test of my self-worth, but simply as an offer that might be accepted or rejected. And here's the beauty part: in my open-hearted state, the result no longer matters. All that does is that I'm listening to the guidance in my heart and taking each step along the way.

When you're open-hearted you no longer need to understand the process; you operate from a gut level of passion and certainty. You know what needs to be done next, and that is truly all that matters. You truly give up the need to be successful, and so open the way to receive all that is meant to come your way. Beautifully, opening your heart is an act of supreme generosity with big pay-offs for you.

It's a paradox, really. For without this openness, you cannot attract the people who are meant to help you spread or receive your work. Without this openness, you can't expand your power to be the greater you. And without it, you certainly can't tap into the full extent of your creative juices.

Part of this I attribute to working with my partner, Ryan Brown, who is 19, wildly optimistic, equally guided, and wonderfully willing to try anything creatively. And part I attribute to my

very supportive husband, Larry, who doesn't even fully 'get' this work yet, but who stills sees how extremely happy it makes me ... and so is my emotional rock.

This musical, which I wrote about in [Joy Letter 119](#), has caused me to muster up my courage and become the thousand per cent authentic version of me. And that, dear friends, is the glorious bi-product of opening your heart. You grow, you reap, and you enjoy.

Here are a few things to ask yourself as you assess just how open your own heart is these days. Take out a journal, and contemplate these questions when you have some quiet time. This is your chance to see how much further you can go with your own dream.

1. Where are you holding back on your dream?
2. What are the sources of your fear?
3. If you had a different life, what would be your primary work every day?
4. What would have to be different in your life at this time to make that happen?
5. Answer honestly: what could you change over the next six months to make your dream work a greater priority.
6. Who's permission are you waiting for to get going?
7. What are your biggest fears about fully surrendering to your dream?
8. What would life be like once you fully surrendered to your dream? (Be specific.)

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Suzanne Falter-Barns is an internationally known author and speaker who's work has been featured in Woman's Day, SELF, More, Fitness, and more than 100 radio and TV shows. Pick up her free article, '36 Guaranteed Time Savers' at www.howmuchjoy.com

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Saturday, August 20, 2005

Posted 8/20/2005 by Josh

Mental Pushups: A Case for Daily Affirmations

by Jim Rohrbach

"As a man thinketh in his heart, so is he." Proverbs 23:7

"Repetition of affirmations of orders to your subconscious mind is the only known method of voluntary development of the emotion of faith." Why did [Napoleon Hill](#) make this powerful statement early in his classic 1937 book Think and Grow Rich? Hill was the first author to introduce "the science of personal achievement" to the business world. He studied over 500 highly successful entrepreneurs in the early 1900s (including Henry Ford, Thomas Edison, Alexander Graham Bell, and John D. Rockefeller ... these were no flash-in-the-pan characters!) and concluded that each had what he called a "success consciousness" — they literally thought their way to riches.

I believe Hill was aware that most ordinary people did not possess this mind set, but he insisted a person could develop it through the use of "autosuggestion" — the daily repetition of powerful positive statements to program the mind for achieving desired outcomes. Thus, he was an early advocate of daily affirmations.

Many of you may recall a bit from the TV show Saturday Night Live called "Daily Affirmations," in which comedian Al Franken assumed a character named Stuart Smalley and made a mockery of affirmations by repeatedly using the phrase, "I'm smart enough, I'm good enough, and gosh darn it, people like me!" While I personally found this sketch hilarious, I'm afraid it may have turned a lot of people off to this fundamental success technique.

No less of an authority than [Brian Tracy](#) states, "My favorite combination of affirmations, which I've used for years, is, "I like myself and I love my work!" " Tracy goes on to say, "Controlling your inner dialogue, the way you talk to yourself, is a key to peak performance. It is the way you overcome difficulties and keep yourself feeling positive most of the time." (I like that he uses the phrase "most of the time" — it indicates that no one, not even Mr. Tracy, walks on water.) So who are you going to believe about using daily affirmations — a fictional comedy character, or one of the world's greatest success teachers?

Here's a definition of affirmations: Positive statements, used in the present tense as if they're already a fact, which you consciously repeat to yourself on a daily basis to redefine your personal belief system. Thus, you create new positive self-fulfilling prophecies. Just think of them as mental pushups.

Affirmations are by no means anything new. They have been referred to as "positive thinking," "positive selftalk," or even prayer — all religions appear to have affirmations in their scripture. The Old and New Testaments are chock full of them — "As thou thinkest, so thou art," "Ask, and ye shall receive," etc. I like to refer to affirmations as "attitudinal pushups" — when used consistently they will create an unstoppable positive mental attitude ("attitudinal fitness," if you will) that is essential for your success. Repetition is the key to allowing these positive statements to reprogram your mind, just as you learned your multiplication tables in grade school.

Here's the recipe for creating "custommade" affirmations for yourself:

1. On a piece of paper, write down your biggest self-limiting beliefs — negative thoughts you seem to repeat over and over in your mind.
2. Now write THE EXACT POSITIVE OPPOSITE of these beliefs,
 - a. using an "I" statement ("I am," "I have," or "I can"), and
 - b. putting the sentence in THE PRESENT TENSE, as if it's already a fact.

Some examples:

Self-Limiting Belief: "I'm doing great in my job and I'm making great money, but it is not my passion. I can't just quit, and if I do quit, who is to say that my passion will make me as successful as I desire?"

Pushup: "I am now attracting a job/career/business situation that perfectly matches my passion and ambitions!" Notice how this statement positively contradicts the selflimiting belief. This creates a choice of which thought you want to believe, the first step in creating the possibility of success. In the words of Henry Ford, "If you think you can, or if you think you can't, you're right!" And, yes — you cynics out there — this is just like the story of The Little Engine That Could! (If you happen to be cynical, you have already created a selffulfilling prophecy that says, "I'm The Little Engine That Can't," haven't you?)

Self-Limiting Belief: "I'm going nowhere in my job. There doesn't seem to be a next step. I'm not growing my skills, and I'm not utilizing my talents. And, I'm not getting paid what I could be if I could contribute at the level I know I'm capable of."

Pushup: "I am now manifesting my ideal job situation in which I am paid according to my many skills, talents, and contributions!" Just the willingness to give up your negative selfassessment is an important first step in developing attitudinal fitness.

Self-Limiting Belief: "My company is struggling. If I knew it would be this hard to start a company, I never would have started it. When are things going to turn the corner to make

this venture lucrative and exciting?"

Pushup: "I have the vision, the strength, and the courage to take my company to great success!" You've heard the old cliché "water seeks its own level." As you upgrade the quality of thoughts you hold about yourself, you will begin to draw winners to you. And as you become more positive, some of the "negative" people you know (if they stick around at all) will soon become more positive. And you'll realize that ALL relationships are mirrors, reflecting back what you are putting out. (Notice I include exclamation points at the end of each affirmation for emphasis. The idea is for you to literally FEEL and BELIEVE each affirmation is true for you NOW, in the present time — regardless of your current situation. In other words, "You'll see it when you believe it!" Not the other way around, as you may have been erroneously taught.)

The Final Step: Begin to repeat these positive statements at least 10 times each and every day. By working with your custom affirmations in this manner, I guarantee you'll change your thoughts about yourself, and thus change your life. I've personally experienced the beneficial results of this daily exercise, and I've come to believe: The most basic "secret" to success is to LITERALLY raise the quality of the conversation you hold with yourself.

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* [Share your thoughts on the above article \(0\)](#)

Sunday, August 14, 2005

Posted 8/14/2005 by Josh

Dealing with Interrupters

By Bob Burg

Have you ever been in a discussion with someone, exchanging opposing views, and been constantly interrupted by that person? In other words, while responding to his or her point, as you answer one part, all of a sudden you hear...."but, blah blah blah blah blah" (and, yes, when interrupted, it can be so angering and frustrating that their words make very little sense to you).

The temptation, then, is to interrupt their interruption with your own interruption, which will result in their doing the same, you doing the same, ad nauseum (or, should I say, ad nauseating?). So, three points.

#1 On your end, don't be that person who interrupts. The best way to elicit someone hearing you out is to hear them out first. Question: What if that doesn't work, however, and you are face-to-face with the interrupter as mentioned at the beginning of the article?

This brings us to point number two.

#2 If faced with an interrupter, don't play that game. You must keep from getting involved in a cycle of interruption. Instead, use the following methods to steer the conversation back to that of the "uninterrupted variety."

A. The first time you're interrupted, simply stop talking and let the person finish his interruption. Resist the temptation to interrupt back.

B. Keep your facial expression respectful, but expressionist. Show no anger, upset or frustration.

C. After the person finishes his final words, go right back to where you were before the interruption. If possible, answer exactly as you would have, had he not interrupted and brought up another point. If that is not possible, then, as you are making your original point, let him know you'll get to his second point next.

Be prepared, however, that he will interrupt you again (that's what interrupters do; they interrupt) :-).

#3 If he interrupts you again, now you'll need to say something about it. Of course, this needs to be done diplomatically, calmly, unemotionally and tactfully; in a way that the person can accept your instruction without feeling put down or becoming defensive.

To do this, wait again, until he finishes his thought. Let him take a breath to make sure he's finished. Then you politely say..

"Dave, the problem is, while I respect you and your right to your opinion, it's counterproductive when you ask me a question and then interrupt me while I'm trying to answer you. So, I'm wondering if we can have an agreement that we let each other finish our points, and then ask a question."

He will agree to this. In fact, I find that the person will often even apologize. While this will then delay his interrupting for a while, he will also most likely interrupt again (interrupting is a difficult habit to break and, while I hate to admit it, I can tell you that from personal experience).

When he does, you gently remind him - again, do this unemotionally with not a hint of aggravation - of your agreement to let the other person finish their thought.

While it might take a couple of times until he gets the point and finally stops interrupting, you'll have a much more rewarding and persuasive conversation.

Further Suggestion: If you're in a "meeting" situation where a group of you are in a room or around a table, suggest that everyone have a piece of paper and a pencil. Explain that, instead of interrupting, they should write down their thoughts (this way they will not feel the pressure to have to remember and can thus focus on what the speaker is saying) and then respond when they "have the floor."

This works both in corporate meetings and in family meetings. Once the group interruptions start, of course, any advance in communication has pretty much ended. So it's imperative that people can write down their thoughts and not interrupt. Yes, this takes some practice and discipline, but the results will be more than worth it.

Bob Burg

Bob Burg speaks on "Endless Referrals" and "Positive Persuasion." He is author of several best-selling books including the greatly expanded ebook version of his "Winning Without Intimidation: The Art of Positive Persuasion." To learn more about "Winning Without Intimidation" [visit his web site here](#).

P.S. If you would like to learn how you can have Bob Burg speak at your next event visit our [Speakers Bureau](#).

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Wednesday, August 03, 2005

Posted 8/03/2005 by Josh

The Power of Your Thoughts

By Jon Gordon

The greatest discovery of my generation is that human beings can alter their life by altering their attitudes. -- William James

Tell me what you think about and I'll tell you about your life. Emerson had it right when he said, "A man is what he thinks about all day long." Our thoughts are that powerful. They determine how we see ourselves, how we view others and how we see the world.

Thoughts can imprison us in fear and doubt or liberate us from pain and suffering. They can make life a magical existence or a living nightmare. Our perception truly determines our reality. We often think that we describe the world we see but in reality we see the world we describe. Consider two people delayed for the same flight.

One person thinks of this as an inconvenience that always happens to them and sees the delay as a major problem. The other person decides that this is a great opportunity to relax, unwind and catch up on some work. Same delay, two different people with two different perceptions and two very different realities.

The power to change our life, therefore, begins by changing our thoughts. Below I have identified common negative thought patterns accompanied by a POWER THOUGHT.

Read each sentence and see for yourself how power thoughts empower you and negative thoughts weaken you.

Negative Thought: This is not the life I imagined for myself. Nothing ever goes right.

Power Thought: I accept all the great things in my life. I attract abundance, success and happiness.

Negative Thought: There's just not enough time in the day.

Power Thought: There's always enough time to do the important things I need to do.

Negative Thought: People are really annoying. They're always stressing me out.

Power Thought: Everyone is a teacher helping me to be more patient, positive and kind. I'm the one who determines my stress level.

Negative Thought: I'll never advance in my company. I just can't grow here.

Power Thought: I'll work hard, prepare, stay positive and new opportunities will come my way when the time is right. I expect great things to happen.

Action Steps

1. Now write down your common negative thoughts.
2. Then write down a Power Thought to replace it.
3. If you need help with creating a Power Thought email me your negative thought to jon@jongordon.com and I'll email you a Power Thought.
4. Pay attention to your thoughts and words. When you notice they are negative, replace them with a Power Thought.
5. Change your thinking and you will see your life change.

Sending Positive Energy Your Way,

- Jon

Energy Tips by Jon Gordon, The Energy Addict. For additional tips, visit <http://www.energyaddict.com> -- Jon is also the author of "Becoming An Energy Addict". [Click here to get your copy of "Becoming An Energy Addict"](#).

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