



What is Your WHY? (3-13)

Your WHY is vital to Your Life Outcomes!

It is not attaining the thing that motivates us, but the WHY behind it.

Below are some quotes that might be of motivation to you.

It's the start that stops most people.

“There are no secrets to success: Don't waste time looking for them. Success is the result of perfection, hard work, learning from failure, loyalty to those for whom you work and persistence.”

General Colin Powell

“What I do best is share my enthusiasm.”

Bill Gates, Cofounder and CEO, Microsoft

“Good enough never is.”

Debbi Fields - Founder, Ms. Fields Cookies

“I am not judged by the number of times I fail, but by the number of times I succeed. And the number of times I succeed is in direct proportion to the number of times I can fail and keep trying.”

Tom Hopkins, Sales trainer, and writer

“There is more in us that we know. If we can be made to see it for the rest of our lives, we will be unwilling to settle for less.”

Kurt Kahn, Founder, Outward Bound

The six steps to be a better listener:

L: Look at the person speaking to you.

A: Ask questions.

D: Don't interrupt.

D: Don't change the subject.

E: Empathize.

R: Respond verbally and nonverbally.



“Live your life so that your children can tell their children that you not only stood for something wonderful - but you also acted on it.”

Dan Zadra, CEO, Creative Director Compendium Inc.

Zig Ziglar tells of visiting the Washington Monument. As he and his party approached the monument, he heard a guide announcing loudly that there would be a two-hour wait to ride the elevator to the top of the monument.

Zig Ziglar

However, with a smile on his face the guide then said, "There is no one waiting to go to the top if you are willing to take the stairs.”

King Duncan, King's Treasury of Dynamic Humor, Seven Worlds Press

If you start your day with these four questions, you will make every day a more productive day...

- What's the best thing that can happen today?
- What's the worst thing that can happen today?
- What can I do today to make sure that the best thing does happen?
- What can I do today to make sure that the worst thing doesn't happen?

Today is a Gift! You will never have it again!

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