

The Book
I Wish
Someone
Gave Me
When I
Was Younger

The
Way
Of
Excellence
Journal:
A
New
Way
Forward



Stanley F. Bronstein

THE WAY OF EXCELLENCE

ABOUT THE AUTHOR

A little over 45 years ago, Stanley was an 18 year old college freshman at the University of Texas who weighed close to 300 pounds.

Roughly 15 years later, his weight maxed out at 367 pounds when he was in Law School.

As recently as early 2009, he still weighed 320 pounds.

He now weighs in at 145 pounds. This was done with no drugs and no surgeries. Just hard work and determination.

He's married; lives in Arizona, he's a CPA, an attorney, an author; a professional walker (as he likes to call himself); and a catalyst for change who's devoted his life to helping others to change their lives; to change their country and to change their world.

The Way of Excellence system grew out of Stanley's personal journey of change.

Some people fear change . . . Stanley used to fear change.

Now he embraces it . . .

Why?

The answer's simple.

Change is a necessary element of growth.
If we change we grow . . .

If we don't change, we don't grow . . .

We stagnate and begin to decay . . .

That's the simple truth about change.



You can contact Stanley through his website at TheWayOfExcellence.com

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ACKNOWLEDGMENTS

I'm more convinced than ever that despite all our problems,
the people of our world are quite resilient.

I'm convinced we can accomplish anything, IF we use
our time, energy and resources wisely and appropriately.

THAT IS THE PURPOSE OF THIS JOURNAL

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Published in the United States of America

CHANGE IS POSSIBLE

Change is not only possible but often inevitable. Change can occur in various aspects of life, including personal growth, relationships, technology, society and the environment. Whether it's individual change, such as personal development and transformation, or larger-scale changes such as societal progress or technological advancements, change is a constant and natural part of life.

Embracing change and actively working towards POSITIVE changes can lead to personal and collective growth and improvement. It's important to recognize that change can be both challenging and rewarding, and it often presents opportunities for learning and adaptation.

DON'T RESIST CHANGE

EMBRACE IT INSTEAD

BEGINNING A PROCESS OF CHANGE

Beginning a process of change can be both exciting and challenging. Whether you want to make changes in your life, improve your habits, or initiate organizational change, the steps discussed on the following pages can help you get started.

1) Self-Reflection

Start by reflecting on why you want to make a change. What are your motivations and goals? Understanding the why behind your desire for change is crucial.

List 3 or more reasons why you want to change

List 3 or more of your motivations for wanting to change

List 3 or more goals you hope to achieve by changing

BEGINNING A PROCESS OF CHANGE (CONTINUED)

2) Make Sure Your Goals Are SMART Goals

Specific - What do you want to accomplish?

Measureable - How will you know when its been accomplished?

Achievable - Is your goal reasonable and doable?

Relevant - Is this the right time, given my current situation?

Time-Bound - When do you want to accomplish this goal by?



Are your goals you wrote, in Step 1, SMART goals?

YES - Excellent

NO - That's okay - Just go back and reword them



Goals are about the results you want to achieve. Systems are about the processes that lead to those results.

James Clear - *Atomic Habits*

BEGINNING A PROCESS OF CHANGE (CONTINUED)

3) Create A Plan

In the space below, develop a detailed action plan that outlines the steps you need to take to achieve your goals.

What resources, support and time are required for this?

Where can I go for help?

BEGINNING A PROCESS OF CHANGE (CONTINUED)

4) Gather Information

If your change involves learning new skills research and gather information about the subject matter. Knowledge is a powerful tool for change. Write your thoughts below.



5) Seek Support

Don't be afraid to reach out to friends, family, mentors, or support groups who can provide encouragement, guidance and accountability during your change process.

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BEGINNING A PROCESS OF CHANGE (CONTINUED)

6) Identify Barriers

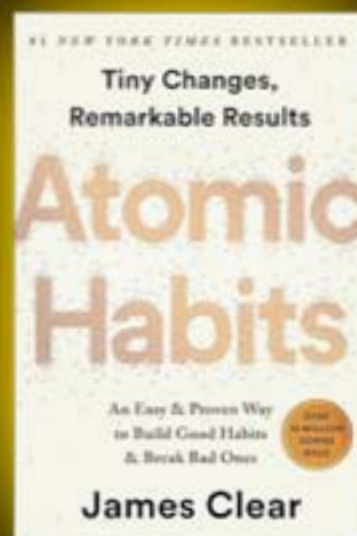
Recognize potential obstacles and challenges that may hinder your progress. Understanding these barriers will help you plan how to overcome them.

What are some potential obstacles and barriers you might face?

7) Develop New Habits

Changing your habits is usually at the core of personal change. Start small and gradually work your way up to establish new routines.

We highly recommend
you read or listen to
Atomic Habits
by James Clear



BEGINNING A PROCESS OF CHANGE (CONTINUED)

8) Track Progress

Keep a journal or use tracking tools to monitor your progress. Regularly assess how far you've come and adjust your approach as necessary.

Just do a quick Google or Bing search for "best journaling app" and you will see lots of reviews for journaling apps.

It doesn't matter which app you use or if you use a pen and paper. **What's important is that you do it ...**

9) Stay Flexible

Change can be unpredictable. Be open to adapting your plans and strategies as needed to address unforeseen issues or to take advantage of opportunities.

10) Stay Positive

Maintain a positive mindset, even in the face of setbacks. A positive attitude can be a powerful motivator and can help you overcome challenges.



BEGINNING A PROCESS OF CHANGE (CONTINUED)

11) Celebrate Small Wins

Acknowledge and celebrate your achievements, no matter how small they seem. It will help you stay motivated and reinforce your commitment to change.

WARNING:

Be careful how you celebrate. For example, if you're goal is to lose 20 pounds, and you've lost a couple of pounds this week, you might not want to celebrate with your favorite fattening food !

12) Seek Feedback

Request feedback from those supporting you or who have experience in the area of change. Constructive feedback can help you refine your approach.

WARNING:

There are negative people out there who are experts at giving destructive feedback. Learn to steer clear and ignore them.

13) Persistence

Change often takes time. Be patient and persistent, as it's normal to face resistance and setbacks along the way.

We will talk more about this in Concepts 2 and 11.

BEGINNING A PROCESS OF CHANGE (CONTINUED)

14) Review and Adjust

Periodically review your progress and reassess your goals. Adjust your plan as necessary.

EXAMPLE:

My initial weight loss goal was to reach 175 pounds. As I approached 175 pounds, I realized I wasn't finished and I kept going until I reached my present weight of 145 pounds.

15) Consider Professional Help

Depending on the nature of the change, you might benefit from professional guidance or therapy. Don't hesitate to seek expert help when needed.

YOU ARE WELCOME, **AT ANY TIME**,
TO BOOK A FREE DISCOVERY SESSION WITH A COACH
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END PART 1

MOTIVATION & DISCIPLINE

Which is better ?

Motivation is a psychological concept that refers to the internal or external factors that drive and energize us to pursue and achieve goals, engage in activities, or exhibit certain behaviors. It is the force that initiates and sustains behavior.

It can be intrinsic (driven by personal interest, enjoyment, or sense of purpose), or extrinsic (driven by external rewards, recognition, or avoidance of negative consequences).

MOTIVATION IS WHAT GETS YOU STARTED

THE ONLY PROBLEM IS THAT MOTIVATION WEARS OFF

Discipline is the practice of self-control, order and rule following that regulates our behavior and leads us to make responsible choices.

It involves the ability to resist temptations, distractions, and impulsive behaviors and to adhere to established rules, norms and standards.

Discipline often requires consistency and adherence to routines and habits.

It is more about self-regulations, responsibility and accountability.

MOTIVATION & DISCIPLINE (CONTINUED)

DISCIPLINE IS WHAT KEEPS YOU GOING

DISCIPLINE DOESN'T WEAR OFF

Motivation provides the initial push or inspiration and **Discipline** is what helps ensure we remain committed and stay on track to achieve our goals.

Both are important for personal and professional success, and they often work together, feeding each other, to help us accomplish our objectives.

Motivation gets you started.

Discipline leads to habits.

Habits lead to consistency.

Consistency leads to growth.

END PART 2

HABITS

WE ARE WHAT WE REPEATEDLY DO

EXCELLENCE IS NOT AN ACCIDENT

EXCELLENCE IS A DECISION AND THEN

FORMING A SET OF HABITS THAT ARE

CONSISTENT WITH THAT DECISION

Habits are automatic and often ingrained patterns of behavior that we repeat regularly in our daily lives. They can be both beneficial (good) and detrimental (bad), depending on the nature of the habit.

they often work together, feeding each other, to help us accomplish our objectives.



HABITS (CONTINUED)

SOW A THOUGHT, REAP AN ACTION

SOW AN ACTION, REAP A HABIT

SOW A HABIT, REAP A CHARACTER

SOW A CHARACTER, REAP A DESTINY

STEPHEN COVEY

The easiest, quickest and most effective way to form new **POSITIVE HABITS** is by understanding and creating **POSITIVE HABIT LOOPS**.

Likewise, the easiest, quickest and most effective way to break old **NEGATIVE HABITS** is by understanding and breaking already existing **NEGATIVE HABIT LOOPS**.



HABITS (CONTINUED)

The Habit Loop



CUE - This serves as the **TRIGGER** or **SIGNAL** that initiates the habit. The cue can be an external or internal prompt, such as a specific time of day, a location, an emotional state, a visual or auditory cue, or even the presence of certain people or objects. The cue prompts your brain to shift into autopilot and start the routine associated with the habit.

EXAMPLE

This is my wallpaper on my laptop that I use when I want to get into creative mode. It prompts me to get into "BEAST MODE" and to get excited about writing for the next 30 to 60 minutes.



HABITS (CONTINUED)

The Habit Loop



CRAVING - The desire or motivation to act. It's the "hunger" that kicks in once you've encountered the cue.

RESPONSE - It's the actual action or habit. It may be a good habit or it may be a bad one. It's what you do **automatically and repetitively as a response** to the cue and the craving.

EXAMPLE

Once I see the Beast Mode Activated visual cue, my mind immediately shuts out all distractions and I go into creative mode and start writing. I do this **automatically and repetitively** as a response to the cue.



HABITS (CONTINUED)

The Habit Loop



REWARD - The reward is the **POSITIVE OUTCOME** or **SATISFACTION** that you gain from completing the routine. Rewards can be **PHYSICAL, EMOTIONAL, or PSYCHOLOGICAL**.

The reward is the crucial element because it **REINFORCES THE HABIT LOOP** and encourages your brain to remember the sequences of **CUE, CRAVING, RESPONSE** and **REWARD**.

EXAMPLE

After I write for 30+ minutes I will have completed at least one more page of this journal and I will be one step closer to being able to release it to my clients and followers **AND** hopefully people will benefit from it as well.



HABITS (CONTINUED)

TYPES OF HABITS

GOOD HABITS - These are behaviors that have a positive impact on your life.

EXAMPLES

Regular Exercise

Meditation

Daily Planning

Time Management

... and more

Healthy Eating

Reading Regularly

Gratitude Practice

Budgeting

Plenty of Sleep

Goal Setting

Learning

Being Kind



BAD HABITS - These are behaviors that have a negative impact on your life.

EXAMPLES

Procrastination

Too Much Screen Time

Negative Self-Talk

Chronic Lateness

... and more

Smoking

Unhealthy Eating

Overspending

Interrupting Others

Drinking Too Much

No Exercise

Negative Thinking

Gossiping



HABITS (CONTINUED)

KEYSTONE HABITS

What is the #1 most impactful habit that, if you installed it, would have the most positive impact in your life?

What is the #2 most impactful habit that, if you installed it, would have the most positive impact in your life?

These are the habits you need to become 100% committed to.

When you make the leap to 100% all in, you eliminate any indecision. You cut off all other options.

By eliminating any indecision, you eliminate all doubt.

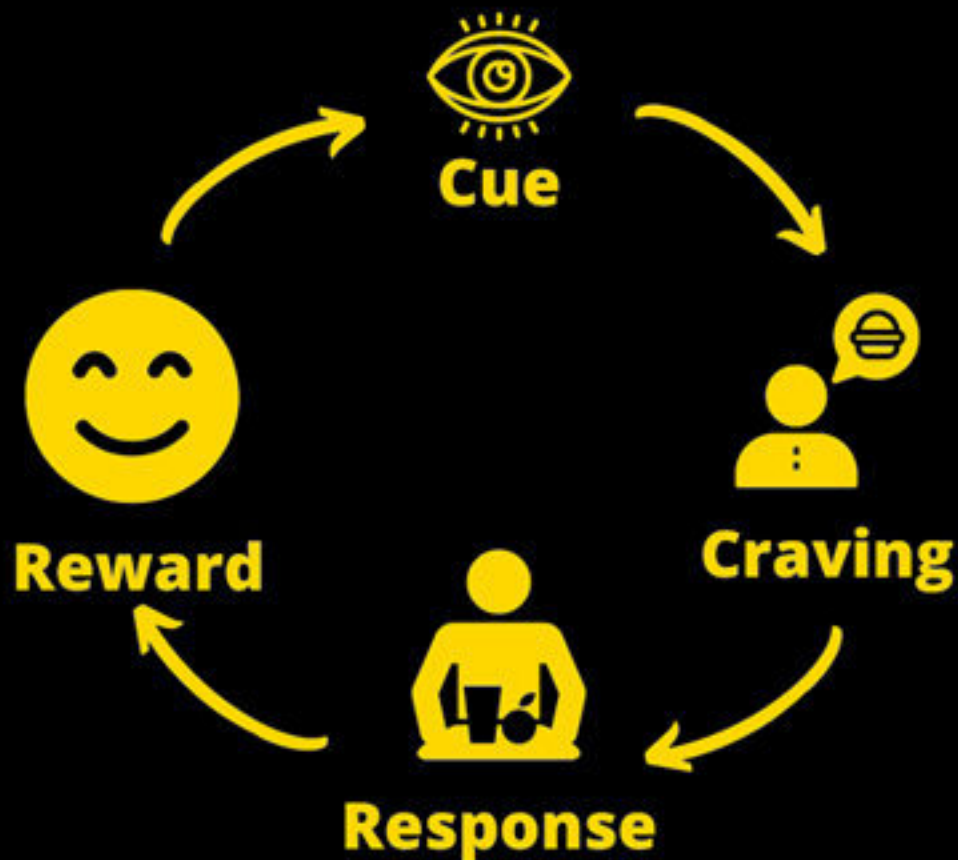
EXAMPLE - If you wake up each morning and ask yourself if you feel like exercising, chances are a day will come when you say no. If your **waking up each morning becomes a CUE** for you to **automatically go exercise (THE ROUTINE)**, there is no decision to be made. You just go do it. *Reducing the number of decisions you have to make reduces the number of potentially bad decisions you might make.*

DO YOU WANT TO
CHANGE A HABIT?

YES

DIAGNOSE THESE 4 PARTS OF THE HABIT

The Habit Loop



HABITS (CONTINUED)

PUT YOUR PLAN IN WRITING

Studies show that the easiest way to implement a new habit is to put it in writing.

DO THE FOLLOWING EXERCISE

When _____
happens, **CUE**

I will _____
ROUTINE

because it provides me with

REWARD

START A NEW HABIT
TODAY
THAT STICKS

END PART 3

CHASING PERFECTION

WHAT IS PERFECTIONISM ?

Perfectionism is a personality trait characterized by a relentless pursuit of high standards, accompanied by a tendency to be overly critical of oneself and others. Individuals with perfectionistic tendencies often set exceptionally high and often unrealistic goals for themselves, and they may believe that anything less than perfection is unacceptable.

One of the basic rules of the universe is that

NOTHING IS PERFECT

Perfection simply doesn't exist ...

Without imperfection,

NEITHER YOU NOR I WOULD EXIST

Stephen Hawking



CHASING PERFECTION (CONTINUED)

KEY CHARACTERISTICS OF PERFECTIONISM

1) SETTING UNATTAINABLE STANDARDS

Perfectionists set extremely high standards and may feel dissatisfied, even with excellent results, if they fall short of their ideal.

2) FEAR OF FAILURE

Perfectionists often have an intense fear of making mistakes or failing. This fear can be a significant source of anxiety or stress.

3) PROCRASTINATION

The fear of not being able to achieve perfection can lead to procrastination, as individuals may delay tasks to avoid the possibility of falling short of their high standards.

4) OVEREMPHASIS ON EXTERNAL VALIDATION

Perfectionists may derive their sense of self-worth from external achievements and validation. The approval of others becomes essential to their self-esteem.

There are no perfect human beings and you're not going to be the first.
Abraham Maslow

CHASING PERFECTION (CONTINUED)

KEY CHARACTERISTICS OF PERFECTIONISM (CONTINUED)

5) RIGID THINKING

Perfectionists may engage in “all or nothing” thinking, where success is seen as perfection, and anything less is viewed as failure. This can lead to a lack of flexibility and adaptability.

6) DIFFICULTY DELEGATING

Perfectionists may find it challenging to delegate tasks to others, as they fear they won't meet their exacting standards.

7) NEGATIVE SELF-TALK

Perfectionists may tend to be self-critical. They may berate themselves for perceived failures and mistakes, even if they are minor or inconsequential.

It is important to note there are many positive aspects of striving for excellence and setting high standards. However, perfectionism becomes problematic when it interferes with a person's well-being, relationships and overall functioning. Striking a balance is the solution (more on that later ...)

Even enlightened beings burn their bagels on occasion.
Michael Beckwith

CHASING PERFECTION (CONTINUED)

ACCEPTING THAT YOU'RE NOT PERFECT

Accepting that you're not perfect is a healthy and important aspect of personal growth and well-being.

Here are some strategies to help cultivate self-acceptance:

- 1) Acknowledge your imperfections
- 2) Challenge any unrealistic standards you have set for yourself
- 3) Practice self-compassion - Treat yourself with kindness and compassion
- 4) Focus on progress, NOT perfection
- 5) Learn from your mistakes as they are opportunities for growth
- 6) Set realistic goals
- 7) Embrace your uniqueness
- 8) Seek support - Share your thoughts and concerns with others
- 9) Mindfulness and Acceptance - Stay present in the moment
- 10) Celebrate your strengths and achievements - No matter how small



Tip!

Don't fall into a rat race where you are constantly seeking something in the future.

BE HAPPY WHERE YOU ARE RIGHT NOW - ENJOY THE JOURNEY

Perfection is not attainable, but if we chase perfection,
we just might achieve excellence.

Vince Lombardi

CHASING PERFECTION (CONTINUED)

GOOD ENOUGH IS GOOD ENOUGH

Get comfortable with good enough.

Learn to live in the space between Good Enough and Perfect.
Don't be a Perfectionist. Be a Good Enoughist.

Good Enoughists make being "good enough" their floor.

Being good enough is acceptable.

Perfectionists make "being perfect" their floor.

The only thing that's acceptable is being perfect.

That's why I gave up trying to be perfect about 15 years ago.
I decided that I was going to focus on being excellent instead.
And that's how The Way Of Excellence was born...

Believing that you're enough
is what gives you the courage to be authentic.

Brene Brown

END PART 4

THE WAY OF EXCELLENCE

AN INTRODUCTION

The Way Of Excellence was born on **Sunday, Feb 1, 2009.**

I call that day my **REBIRTH DAY.**

That was the day I decided to change my life **AND I DID ...**

Along the way, I created a set of principles for myself that broke the complex task of changing my life down into simple steps. The Way of Excellence is that system.

The Way Of Excellence			
The 20 Concepts	The 20 Untils	The 20 Laws	The 20 Benefits
1 Learning To Tell It Like It Is	1 Until We Tell It Like It Is	1 Law of Actuality	1 Living In The Real World
2 Adopting Long-Term Thinking	2 Until We Adopt Long-Term Thinking	2 Law of the Long-Term	2 Living In A Sustainable World
3 Taking Personal Responsibility	3 Until We Stop Blaming	3 Law of Personal Response-Ability	3 Living In A World Of Problem Solvers
4 Embracing Change	4 Until We Embrace Change	4 Law of Change	4 Living In A World That's Consistently Improving
5 Focusing On The Possible	5 Until We Focus On The Possible	5 Law of Focus	5 Living In A World Without Negativity
6 Changing Our Perspective	6 Until We Change Our Perspective	6 Law of Perspective	6 Living In A World Of Privilege
7 Envisioning A Brighter Future	7 Until We Envision A Brighter Future	7 Law of Vision	7 Living In A World Of Conscious Choice
8 Learning To Give First	8 Until We Learn To Give First	8 Law of Attraction / Reciprocity	8 Living In A World Of Givers
9 Allocating Our Resources Wisely	9 Until We Allocate Resources Wisely	9 Law of Readiness	9 Living In A World Of Abundant Creativity
10 Taking Consistent Action	10 Until We Act Consistently	10 Law of Action	10 Living In A World Without Hypocrisy
11 The Power Of Persistence	11 Until We Learn To Persist	11 Law of Persistence	11 Living In A World Where We Ultimately Succeed
12 Building A Foundation Of Integrity	12 Until We Start Acting With Integrity	12 Law of Integrity	12 Living In A World Without Dishonor
13 Respect	13 Until We Respect Each Other	13 Law of Respect	13 Living In A World Where Everyone Is Respected
14 Learning To Think Win-Win	14 Until We Learn To Play Win-Win	14 Law of Alternatives	14 Living In A World Where Everyone Wins
15 Creating A Balanced Life	15 Until We Achieve Balance	15 Law of Balance	15 Living In A World Without Excess Or Lack
16 The Willingness Factor	16 Until We Are Willing To Permanently Change	16 Law of Willingness	16 Living In A World That Has Permanently Changed For The Better
17 The Belief Factor	17 Until We Believe It Is Possible	17 Law of Belief	17 Living In A World Where So Many More Things Are Possible
18 The Discipline Factor	18 Until We Develop The Required Discipline	18 Law of Discipline	18 Living In A World Where Things Get Done
19 The Commitment Factor	19 Until We Develop The Required Level Of Commitment	19 Law of Commitment	19 Living In A World Where Everyone Is Working Toward Excellence
20 Integration Of Mind, Body & Spirit	20 Until We Integrate Our Mind, Body & Spirit	20 Law of Integration	20 Living In A World Where All Work Toward The Benefit Of Others

THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

As I created the system, I kept 2 things in mind:

**THE
GOAL
IS NOT
PERFECTION**

**THE
GOAL
IS
EXCELLENCE**

THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

So I started asking myself, what are the qualities of an **EXCELLENT** human being.

I came up with 20 ...

The 20 Concepts	
1	Learning To Tell It Like It Is
2	Adopting Long-Term Thinking
3	Taking Personal Responsibility
4	Embracing Change
5	Focusing On The Possible
6	Changing Our Perspective
7	Envisioning A Brighter Future
8	Learning To Give First
9	Allocating Our Resources Wisely
10	Taking Consistent Action
11	The Power Of Persistence
12	Building A Foundation Of Integrity
13	Respect
14	Learning To Think Win-Win
15	Creating A Balanced Life
16	The Willingness Factor
17	The Belief Factor
18	The Discipline Factor
19	The Commitment Factor
20	Integration Of Mind, Body & Spirit

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THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Then I said the Concepts needed to be broken down a little further, into sub-parts. Thus the **20 Untils** came to be.

The 20 Untils describe the 20 things that we, **AS INDIVIDUALS AND AS A SOCIETY**, need to do in order to achieve excellence.

The 20 Untils	
1	Until We Tell It Like It Is Until we start speaking of life as it is and then begin adjusting our actions accordingly, we will never achieve our maximum potential and evolve as a species.
2	Until We Adopt Long-Term Thinking Until we adopt long-term thinking and start focusing less on short-term gratification, we will never achieve our maximum potential and evolve as a species.
3	Until We Stop Blaming Blame is irrelevant. Until we stop blaming others (and ourselves for that matter) and start fixing our problems, we will never achieve our maximum potential and evolve as a species.
4	Until We Embrace Change Until we stop fearing change and start embracing it, we will never achieve our maximum potential and evolve as a species.
5	Until We Focus On The Possible Until we start focusing on the wonderful things that are possible and stop focusing on the negative things that are holding us back, we will never achieve our maximum potential and evolve as a species.
6	Until We Change Our Perspective Until we change our perspective and realize that everything we give and everything we receive in life is a privilege, we will never achieve our maximum potential and evolve as a species.
7	Until We Envision A Brighter Future Until we begin envisioning the biggest, boldest, and brightest possible future for ourselves, we will never achieve our maximum potential and evolve as a species.
8	Until We Learn To Give First Until we learn to give first, with no expectation of return, we will never attract that which is necessary to achieve our maximum potential and evolve as a species.
9	Until We Allocate Resources Wisely Until we realize our resources have limits (including our time and energy) and begin using said resources wisely, we will never achieve our maximum potential and evolve as a species.
10	Until We Act Consistently Until our thoughts, actions and words become consistent with our stated words and expressed desires, we will never achieve our maximum potential and evolve as a species.
11	Until We Learn To Persist Until we learn to persist, despite all obstacles, we will never achieve our maximum potential and evolve as a species.
12	Until We Start Acting With Integrity Until we rebuild our lives and our society upon a foundation of integrity, we will never achieve our maximum potential and evolve as a species.
13	Until We Respect Each Other Until we learn to respect ourselves and to respect each other, we will never achieve our maximum potential and evolve as a species.
14	Until We Learn To Play Win-Win Until we learn that it's possible for everyone to win and that others don't have to lose in order for us to win, we will never achieve our maximum potential and evolve as a species.
15	Until We Achieve Balance Until we bring all our systems (individually and collectively) into balance by increasing that which is deficient and decreasing that which is excessive, we will never achieve our maximum potential and evolve as a species.
16	Until We Are Willing To Permanently Change Until we are willing to change in a manner that is consistent with the Concepts of Excellence, we will never achieve our maximum potential and evolve as a species.
17	Until We Believe It Is Possible Until we believe that which we want is truly possible, we will never achieve our maximum potential and evolve as a species.
18	Until We Develop The Required Discipline Until we develop the discipline required for the task at hand, and exercise that discipline, we will never achieve our maximum potential and evolve as a species.
19	Until We Develop The Required Level Of Commitment Until we go 100% into whatever endeavor that which we truly want, we will never achieve our maximum potential and evolve as a species.
20	Until We Integrate Our Mind, Body & Spirit Until our mind, body and spirit work together as an integrated whole, we will never achieve our maximum potential and evolve as a species.

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THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Next came the 20 Laws.

The 20 Laws describe the 20 solutions to the problems raised by the 20 Untils.

The 20 Laws	
1	Law of Actuality No thing person or system can remain in existence for any time without first having arrived at a level of full, real and declared of their own existence, intentions, thoughts, and feelings and then receiving accordingly their being done as.
2	Law of the Long-Term Repeated short-term gains only bring long term losses. Consequently, one must give reasonable limits on short-term pleasures with the understanding long-term benefits will be the result.
3	Law of Personal Response-Ability One must take fulling charge for anything coming in their life. In fact, one must take full response in whatever. There is no victim. All that matters is what are you going to do to fix the problem.
4	Law of Change Everyone wants change, but few are willing to change. That's not the way it works. Change requires work, it also requires one changes in their life and in their work, they are going to have to change first. Or else, starts with you.
5	Law of Focus Whatever we look out attention on expands in our lives. If one focuses on positive, then positive will expand. If one focuses on negative, then negative will expand in their life. Consequently, the ability to focus on the most important task at hand is the key to success.
6	Law of Perspective Sometimes life requires a change in perspective. Some previous life challenges have made them into the person that are today and given them the situation to derive a total perspective as a result. Whether they were from early experiences and those or, as a result to deriving as much as looking back.
7	Law of Vision Visionaries see the future, finished in advance. Visionaries see that which others do not see. Visionaries see that which is possible before it becomes reality. Consequently, one must look inside themselves and form a vision of their own possible future. No one else will do it for you.
8	Law of Attraction / Reciprocity What one gives to the world is what they will be given back. One must give attention to that which they attract most. If they consistently attract desirable things, then time as its change is necessary. If one consistently attracts undesirable things, then change is required. If one wishes to attract more desirable outcomes.
9	Law of Readiness One must constantly prepare themselves so that they are ready to act when desirable opportunities come their way. Good things the prepared, as opportunities don't always wait.
10	Law of Action Contemplating, analyzing and preparing for desirable opportunities will accomplish nothing if one fails to take action upon said opportunities. Do not wait for things to come to you. Instead, take action. Make it happen. For you are the guide and then take desirable outcomes toward the realization of said goals.
11	Law of Persistence Nothing can take the place of persistence. Patience, persistence and hard work are an irreplaceable combination for success. Energy and persistence conquer all things.
12	Law of Integrity Nothing can take the place of being true, genuine, helpful, loyal, honest and sincere. Integrity is the foundation upon which all else is built. With integrity, one has nothing to hide, as one has nothing to hide.
13	Law of Respect One must respect others in order to receive respect from others. Likewise, one must respect themselves before others will respect them. Respect must be given before it can be received.
14	Law of Alternatives There are always alternatives. Always. One must open their mind to the possibility of said alternatives and look for them at every opportunity. There is always a way around. There is always a way over. There is always a way through. Look for the answer at every opportunity.
15	Law of Balance A balanced system is a productive system. One creates balance by increasing that which is deficient and decreasing that which is excessive. Any system that is out of balance will not reach the maximum level of productivity.
16	Law of Willingness If one wants to see permanent, positive changes in their life, then one must be willing to make permanent, positive changes in their life. Lasting, positive change will not happen if there is a lack of willingness to do what it takes. No shortcuts here or there.
17	Law of Belief Belief is key. If you truly believe you can do a thing, you are more likely to actually do that thing. If you believe you cannot do a thing, chances are you never will.
18	Law of Discipline The achievement of any better requires constant and never-ending improvement. This requires one to derive a disciplined regimen that encompasses exercise and regimen that mind, body, and spirit and to stick to it at all times. Discipline is the key to success. You have to stick to it. No shortcuts here or there.
19	Law of Commitment The achievement of excellence requires a level of commitment where one goes 100% toward the achievement of that which they truly want. Anything less than 100% will at best, only get you part of the way there.
20	Law of Integration Our minds, bodies and spirits are but parts of the whole of our existence. Likewise, we as individuals are but part of the whole of all existence. Our mind feeds our body and our spirit. Our body feeds our mind and our spirit. Our spirit feeds our mind and our body. No individual part can reach its optimum level without the aid of the other parts.

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THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Last is the 20 Benefits.

The 20 Benefits describe the benefits we, as individuals and as a society, WILL receive, IF we implement the 20 Laws.

The 20 Benefits	
1	Living In The Real World By incorporating Law #1 - The Law of Reality into our lives, we will be creating a society where its members truthfully and accurately assess and acknowledge their emotions and as a result, begin acting appropriately.
2	Living In A Sustainable World By incorporating Law #2 - The Law of the Long Term into our lives, we will be creating a society based upon principles that are sustainable over the long-term, as opposed to an unsustainable society that cannot hope to last.
3	Living In A World Of Problem Solvers By incorporating Law #3 - The Law of Personal Responsibility into our lives, we will be creating a society where people are encouraged to become problem solvers, as opposed to being someone who either do nothing or possibly make the situation worse.
4	Living In A World That's Constantly Improving By incorporating Law #4 - The Law of Change into our lives, we will be creating a society that encourages constant and meaningful improvement, as opposed to one that holds it or discourages it.
5	Living In A World Without Negativity By incorporating Law #5 - The Law of Positivity of Focus into our lives, we will be creating a society that focuses on the positive things that are possible and one that stops focusing on the negative things that can hold us back.
6	Living In A World Of Privilege By incorporating Law #6 - The Law of Perspective into our lives, we will be creating a society where everything becomes a privilege and nothing is an obligation. We will be creating a society where everyone is encouraged to help each other and to care for each other.
7	Living In A World Of Conscious Choice By incorporating Law #7 - The Law of Vision into our lives, we will be creating a society that is based upon its own values, passions and interests, as opposed to one based upon the values, passions and interests of others.
8	Living In A World Of Givers By incorporating Law #8 - The Law of Abstraction / Reappraisal into our lives, we will be creating a society that encourages its members to focus more on what they can give to others, and less on what others can give to them.
9	Living In A World Of Abundant Creativity By incorporating Law #9 - The Law of Realness into our lives, we will be creating a society that encourages its members to use their time and energy wisely for the purpose of constant and never-ending creation, as opposed to wasting said time and energy in the form of constant and never-ending consumption.
10	Living In A World Without Hypocrisy By incorporating Law #10 - The Law of Action into our lives, we will be creating a society that encourages its members to act in a manner that is consistent with their stated goals and desires and to be appropriately rewarded for having done so.
11	Living In A World Where We Ultimately Succeed By incorporating Law #11 - The Law of Persistence into our lives, we will be creating a society that encourages its members to never give up on their hopes and dreams, and to ultimately succeed by learning from their failures, as opposed to giving up as a result of said failures.
12	Living In A World Without Dishonor By incorporating Law #12 - The Law of Integrity into our lives, we will be creating a society that encourages the positive traits of integrity, honesty, authenticity, humanness, loyalty, honesty and integrity, as opposed to the dishonorable traits of deceit, lies, duplicity, dishonesty, dishonesty and dishonesty.
13	Living In A World Where Everyone Is Respected By incorporating Law #13 - The Law of Respect into our lives, we will be creating a society where everyone not only respects and cares about each other, but also one where everyone respects and cares about themselves, as well.
14	Living In A World Where Everyone Wins By incorporating Law #14 - The Law of Alternatives into our lives, we will be creating a society where everyone can win, because its members will realize that others do not have to lose in order for them to win.
15	Living In A World Without Excess or Lack By incorporating Law #15 - The Supreme Law of Balance into our lives, we will be creating a society where our excesses are appropriately curbed and our deficiencies are appropriately addressed, thus creating a more balanced and sustainable world.
16	Living In A World That Has Permanently Changed For The Better By incorporating Law #16 - The Law of Willingness into our lives, we will be creating a society that has permanently changed for the better and that will continue to permanently change for the better.
17	Living In A World Where So Many More Things Are Possible By incorporating Law #17 - The Law of Belief into our lives, we will be creating a society where so many more things are possible, thus empowering all for the benefit of all.
18	Living In A World Where Things Get Done By incorporating Law #18 - The Law of Discipline into our lives, we will be creating a society that stops talking about what can be done and that actually starts getting it done.
19	Living In A World Where Everyone Is Working Toward Excellence By incorporating Law #19 - The Law of Commitment into our lives, we will be creating a society where everyone can and will define a level of excellence which was heretofore not possible.
20	Living In A World Where All Work Toward The Benefit Of Others By incorporating Law #20 - The Law of Integration into our lives, we will be creating a society where everyone defines their individual selves and does so in a manner that realizes others as well.

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THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Put all those parts together, you have:

20 Concepts, which are broken down into:

20 Untils

(which describe the problem)

20 Laws

(which propose a solution to the problem)

20 Benefits

(which describe the benefits from implementing the solution)

The Way Of Excellence			
The 20 Concepts	The 20 Untils	The 20 Laws	The 20 Benefits
1 Learning To Tell It Like It Is	1 Until We Tell It Like It Is	1 Law of Actuality	1 Living In The Real World
2 Adopting Long-Term Thinking	2 Until We Adopt Long-Term Thinking	2 Law of The Long-Term	2 Living In A Sustainable World
3 Taking Personal Responsibility	3 Until We Stop Blaming	3 Law of Personal Response-Ability	3 Living In A World Of Problem Solvers
4 Embracing Change	4 Until We Embrace Change	4 Law of Change	4 Living In A World That's Consistently Improving
5 Focusing On The Possible	5 Until We Focus On The Possible	5 Law of Focus	5 Living In A World Without Negativity
6 Changing Our Perspective	6 Until We Change Our Perspective	6 Law of Perspective	6 Living In A World Of Privilege
7 Envisioning A Brighter Future	7 Until We Envision A Brighter Future	7 Law of Vision	7 Living In A World Of Conscious Choice
8 Learning To Give First	8 Until We Learn To Give First	8 Law of Attraction / Reciprocity	8 Living In A World Of Givers
9 Allocating Our Resources Wisely	9 Until We Allocate Resources Wisely	9 Law of Readiness	9 Living In A World Of Abundant Creativity
10 Taking Consistent Action	10 Until We Act Consistently	10 Law of Action	10 Living In A World Without Hypocrisy
11 The Power Of Persistence	11 Until We Learn To Persist	11 Law of Persistence	11 Living In A World Where We Ultimately Succeed
12 Building A Foundation Of Integrity	12 Until We Start Acting With Integrity	12 Law of Integrity	12 Living In A World Without Dishonor
13 Respect	13 Until We Respect Each Other	13 Law of Respect	13 Living In A World Where Everyone Is Respected
14 Learning To Think Win-Win	14 Until We Learn To Play Win-Win	14 Law of Alternatives	14 Living In A World Where Everyone Wins
15 Creating A Balanced Life	15 Until We Achieve Balance	15 Law of Balance	15 Living In A World Without Excess Or Lack
16 The Willingness Factor	16 Until We Are Willing To Permanently Change	16 Law of Willingness	16 Living In A World That Has Permanently Changed For The Better
17 The Belief Factor	17 Until We Believe It Is Possible	17 Law of Belief	17 Living In A World Where So Many Rare Things Are Possible
18 The Discipline Factor	18 Until We Develop The Required Discipline	18 Law of Discipline	18 Living In A World Where Things Get Done
19 The Commitment Factor	19 Until We Develop The Required Level Of Commitment	19 Law of Commitment	19 Living In A World Where Everyone Is Working Toward Excellence
20 Integration Of Mind, Body & Spirit	20 Until We Integrate Our Mind, Body & Spirit	20 Law of Integration	20 Living In A World Where All Work Toward The Benefit Of Others

THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Or to look at things a little differently:

WHAT YOU MAKE OF YOUR LIFE IS UP TO YOU

THE WAY OF EXCELLENCE MANIFESTO

EVERYTHING COMES TO YOU THAT BELONGS TO YOU

IF YOU CREATE THE CAPACITY TO RECEIVE IT

YOU CREATE THAT CAPACITY BY

Becoming Aware Of What Is And Accepting It

Adopting Long-Term Thinking

Taking Personal Responsibility

Embracing Change

Realizing There Are Endless Positive Possibilities

Changing Your Perspective

Envisioning A Brighter Future

Attracting What You Want By Giving It Away First

Allocating Your Resources So That You're Always Ready

Taking Action That Is Consistent With Your Stated Goals

Being Persistent - Never Giving Up

Being Kind, Genuine, Loyal, Faithful, Honest And Sincere (Integrity)

Respecting Others And Respecting Yourself

Learning To Think Win-Win

Creating Balance In Your Life

Being Willing To Do What It Takes

Believing In Yourself

Developing The Discipline To Keep Going When The Motivation Wears Off

Being 100% Committed To Doing What It Takes

THEN INTEGRATING IT ALL INTO A COMPLETE PACKAGE



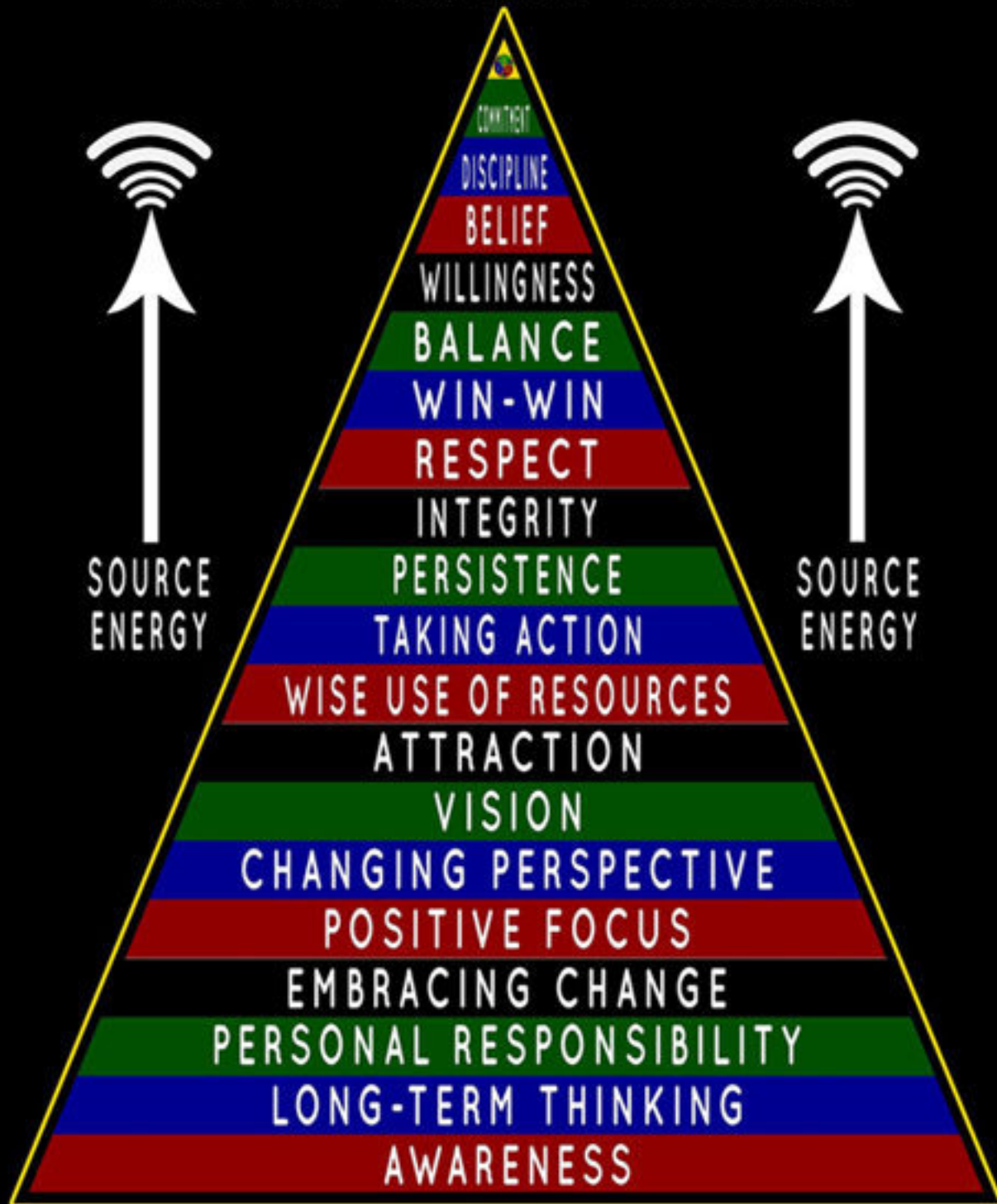
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and Stanley Bronstein

THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Or even more differently:

WHOLE MIND - WHOLE BODY - WHOLE SPIRIT



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THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

Or this way:



THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

This Is Where You Want To Be

The Stillpoint Between Mind, Body And Spirit



THE WAY OF EXCELLENCE

AN INTRODUCTION (CONTINUED)

With that intro out of the way, let's dive right in and begin looking at all 20 Concepts (and the related 20 Untils, 20 Laws and 20 Benefits) in detail.

In each Concept section, you will have the opportunity to do some heavy-duty thinking about what's being discussed and to take notes and jot down your thoughts.

Are you
ready?

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is

Here's some **EXCELLENT** questions for you

How's your health?

How's your finances?

How are your relationships?

Are you happy, or do you want something more?

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

**EXCELLENT PEOPLE CONSTANTLY
ASK THEMSELVES TOUGH QUESTIONS**
and they answer them too ...

That's because they're looking for
the TRUTH in any given situation

**THE FIRST DUTY WE OWE OURSELVES
IS TO THE TRUTH**

That's why it's Concept #1

**IF YOU WANT TO BE EXCELLENT,
EVERYTHING YOU DO MUST BE BUILT
UPON A FOUNDATION OF TRUTH**

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

UNTIL #1



Until we start "Telling It Like It Is" and then begin adjusting our actions accordingly, we will never achieve our maximum potential and evolve as a species.

Can you think of any areas in your life where you might be denying the truth of your situation and it's holding you back?

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

LAW #1



STEP 1



STEP 2



CONTINUED EXISTENCE

No living person or system can remain in existence for very long without first having arrived at a level of full, realistic awareness of their own existence, sensations, thoughts and surroundings and then responding accordingly after having done so.

Do you realize that if you want your situation to improve, something's going to have to change?

YES

NO

MAYBE

Are you ready to start making changes?

YES

NO

MAYBE

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

BENEFIT #1



A WORLD BASED ON
TRUTH
ACCURATE
ASSESSMENTS
APPROPRIATE
ACTIONS

By incorporating LAW #1 - The Law of Actuality into our lives, we will be creating a society where its members truthfully and accurately assess and acknowledge their situation, and as a result, begin acting appropriately.

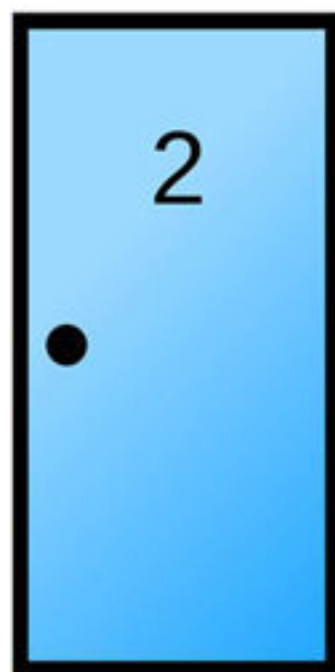
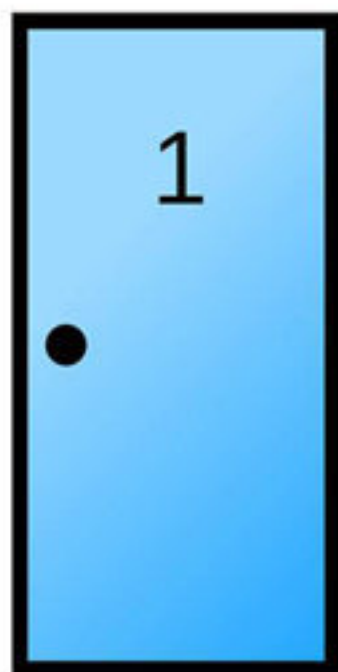
List as many ways as you can think of how you and the people around you would benefit if we all started telling the truth to ourselves and then began acting accordingly.

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

The thought of totally changing your life can be pretty scary, so let's talk about fear for a minute.

THERE ARE 2 KINDS OF FEAR



THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

The 2 kinds of fear

JUSTIFIABLE
AND
UNJUSTIFIABLE

Fear of
getting burned



Justified

Fear of taking
a cold hard look
at your life

FEAR OF
EXAMINING
YOUR LIFE
AND MAKING
APPROPRIATE
CHANGES
IS
UNJUSTIFIED
FEAR



Unjustified

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

UNJUSTIFIED FEAR DOESN'T PROTECT US



UNJUSTIFIED
FEAR
DOESN'T
SERVE US



IT
HOLDS
US
BACK

Tip!



It's understandable to feel fear, but many times, our fears are unfounded.

FEAR IS FALSE EVIDENCE APPEARING REAL

When you feel fear you can either:

FORGET EVERYTHING AND RUN

or

FACE EVERYTHING AND RISE

THE WAY OF EXCELLENCE

1 - Learning To Tell It Like It Is (CONTINUED)

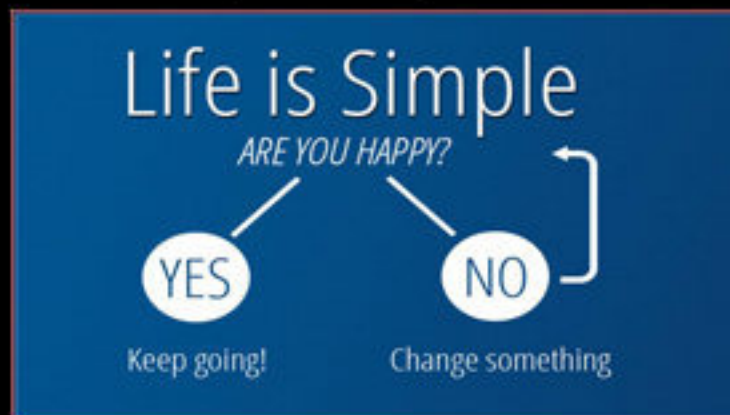
It's time for you
to begin
telling it like it is

TELL it
LIKE it
IS!

It's time for you
to begin
responding accordingly



Life is simple
Don't make
things complicated

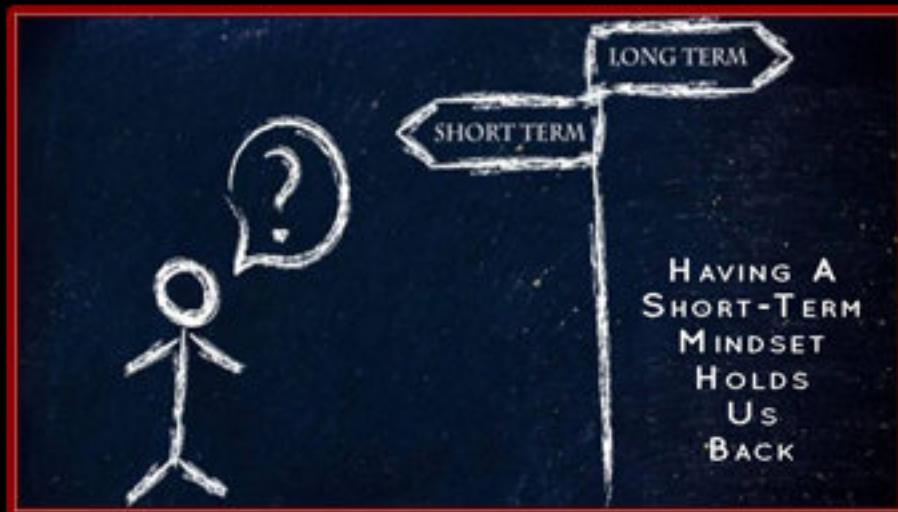


LET'S MOVE ON TO CONCEPT #2 >>>>>>>>>>

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking

What's the #1 thing that prevents us from achieving our goals?



It's having a short-term mindset

We want what we want,
and we want it

NOW

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

We've become unwilling to put in the hard-work and to have the patience necessary to make things happen.

When we constantly choose short-term pleasures, we are cutting ourselves off from potential long-term benefits.

Instant Gratification OR Long-Term Benefit?



Engage in 'easy' behaviors now, but pay for them later

Even when we know that...



Choosing more 'difficult' behaviors now means reaping bigger benefits later

When we constantly choose the short-term option, there are

LONG-TERM CONSEQUENCES

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

UNTIL #2



Until we adopt long-term thinking and start focusing less on short-term gratification, we will never achieve our maximum potential and evolve as a species.

Can you think of any short-term pleasures in your life that you constantly indulge in, even though you know they're not in your best interest in the long-term?

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

LAW #2



Repeated short-term discipline
brings long-term rewards.

Consequently, one must place reasonable limits
on short-term pleasures, with the understanding
long-term benefits will be the result.

Make a list of any short-term pleasures
you think you might want to start limiting

List some of the long-term gains you would get
from limiting the above short-term pleasures

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

BENEFIT #2



A WORLD BASED ON
SUSTAINABILITY
WITH
SUCCESSFUL,
HEALTHY,
HAPPY PEOPLE
IN IT

By incorporating Law #2 - The Law of the Long-Term into our lives, we will be creating a society based upon principles that are sustainable over the long-term, as opposed to an unsustainable society that cannot hope to last.

Make a list of ways you think your family, your friends, your country, and our world might benefit if we all started focusing more on the long-term and less on the short-term.

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)



When we focus too much on our short-term pleasures we become trapped in what I call a Vicious Short Cycle

Too much short-term focus winds up hurting us in the long-term



So that winds up making us feel bad, so we then seek out even more short-term pleasure

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

Why do we do this?

REASON #1

We live in a world that encourages us to FOCUS on fulfilling our short-term pleasures by constantly consuming stuff

The more we consume, the more money companies make off us

REASON #2

We live in a world that encourages us to ALWAYS be happy

No pain, no gain means little or nothing to the average person

REASON #3

Our society is constantly bombarded with instant solutions that are being sold to us

We've gone from a society that praised hard work to one that avoids it

WE ARE A CONSUMPTION BASED SOCIETY

ALMOST EVERYTHING WE ARE EXPOSED TO ENCOURAGES US TO CONSUME LARGER AND LARGER QUANTITIES OF "STUFF"



THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

We don't want to put in the hard work
necessary to improve ourselves



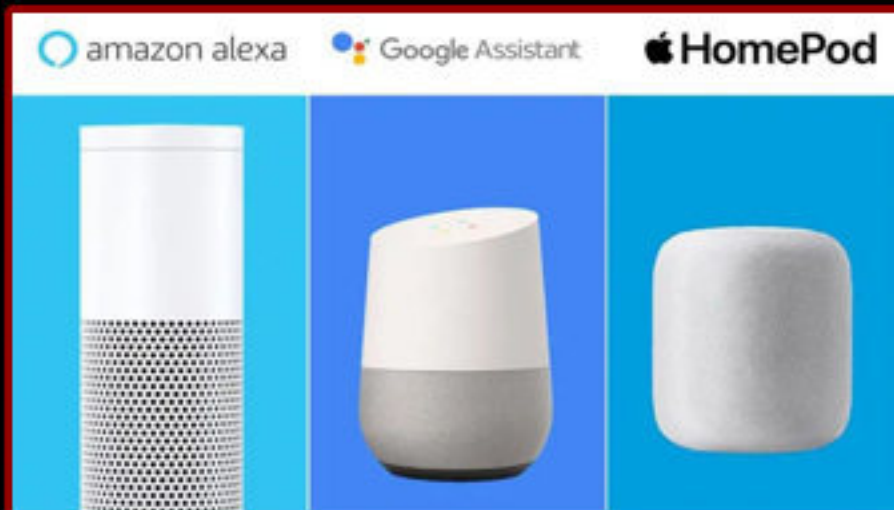
Instead of eating healthy and exercising,
we'd rather take a pill and sit on our butts



THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

The answer to all our questions
is right at our fingertips



Everything we want can be delivered to us.
We don't even have to leave our house to get it.



THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

It's time to stop messing around.
It's time to unlock your potential.



It's time to face
your greatest adversary.

You Will Never
Come Across
A Greater Adversary
Than Your Own
Potential

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

QUESTIONS

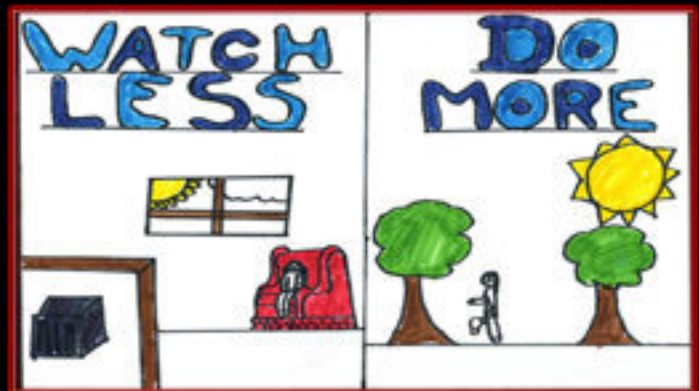
If you have kids, list some times when you made short-term sacrifices for their long-term benefit?

Likewise, name some times when your parents made some short-term sacrifices for your benefit.

Considering your answers above, what's stopping you from making some short-term sacrifices for your own long-term benefit?

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)



9 out of 10 doctors
recommend **getting your
butt off the couch**



Start exercising

THE WAY OF EXCELLENCE

2 - Adopting Long-Term Thinking (CONTINUED)

Eat like your life
depended on it ...

**Because
it does**



Stop wasting your time and go for it

**Everything comes to us
that belongs to us if we create
the **capacity to receive it.****

— *Rabindranath Tagore*



LET'S MOVE ON TO CONCEPT #3 >>>>>>>>>>

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility



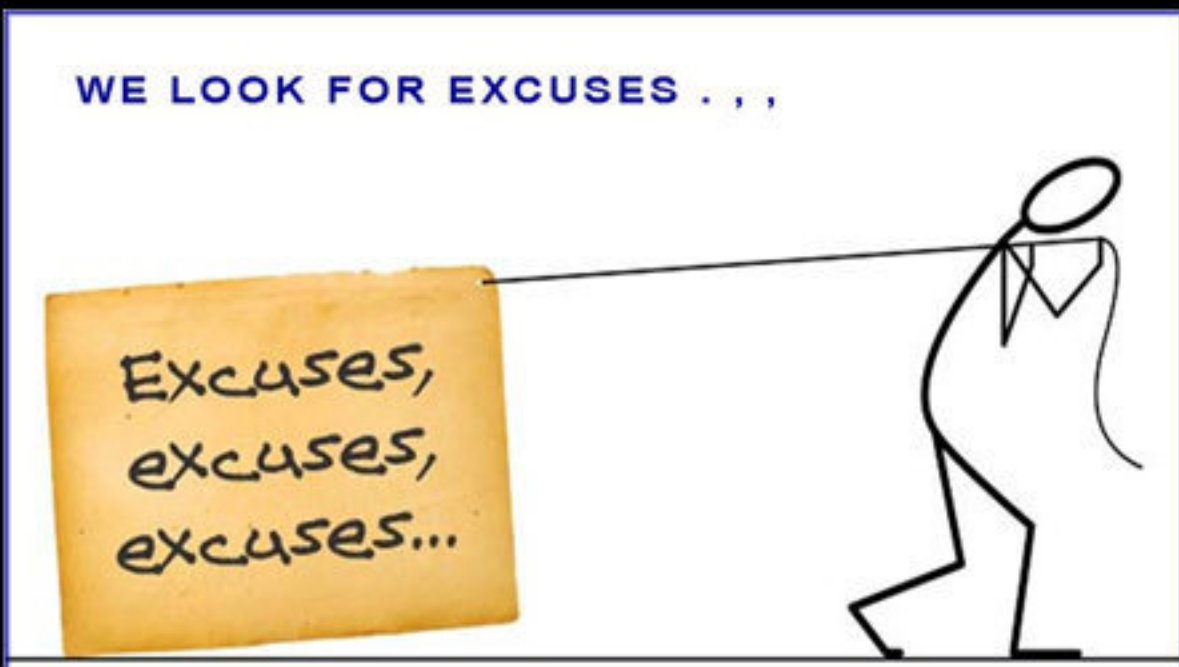
QUESTION

AS HUMAN BEINGS,
WHAT'S THE FIRST
THING WE NORMALLY
DO WHEN SOMETHING
GOES WRONG

?



WE LOOK FOR EXCUSES . . .



Excuses,
excuses,
excuses...

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)



QUESTION

WHAT'S THE
2nd THING
WE NORMALLY
DO WHEN SOMETHING
GOES WRONG

?



WE LOOK FOR
SOMEBODY
TO BLAME

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

WHAT HAPPENS NEXT ?



PEOPLE GET DEFENSIVE



THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)



QUESTION

DOES THIS

FIX THE

PROBLEM

?



**DOES IT MAKE
THE OTHER PERSON
FEEL BETTER**



?

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

PROBABLY

🎤 NOT



It's difficult to maintain relationships when people start blaming each other. The next time something happens, don't just instantly react and start pointing fingers and blaming others. Pause, take a deep breath and then respond.



STOP METHOD

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)



**AND WHILE YOU'RE AT IT,
DON'T BLAME YOURSELF EITHER**

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

Why?

BECAUSE BLAME
IS NOT PRODUCTIVE

IT DOESN'T
FIX THE PROBLEM

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

UNTIL #3



LESS TIME
SPENT BLAMING



MORE TIME
SPENT FIXING



MAXIMUM POTENTIAL

Blame is irrelevant.

Until we stop blaming others (and ourselves for that matter)
and start fixing our problems, we will never
achieve our maximum potential and evolve as a species.

**BLAME
IS
IRRELEVANT**



**JUST
FIX THE
PROBLEM**



STOP BLAMING - START FIXING

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

LAW #3



One must stop blaming others for anything wrong in their life. In fact, one must also stop blaming themselves.
BLAME IS IRRELEVANT.

All that matters is what are you going to do to fix the problem?

**BLAME PRETENDS
TO BE NECESSARY,
BUT IT SERVES
NO USEFUL PURPOSE**

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)



**DON'T BLAME
OTHERS**

**DON'T EVEN
BLAME
YOURSELF**

**BLAME
IS
IRRELEVANT**

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

**WE MUST TAKE
PERSONAL RESPONSIBILITY**



WE MUST LEARN TO CLEAN UP OUR OWN MESSSES

LIST SOME TIMES, **IN THE PAST, WHEN YOU
MIGHT HAVE FAILED TO CLEAN UP YOUR MESSSES**

LIST SOME TIMES, **IN THE PAST, WHEN OTHERS MIGHT HAVE
FAILED TO CLEAN UP THEIR MESSSES AND IT AFFECTED YOU**

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)



THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

Too much
short-term
focus winds up
hurting us
in the
long-term



So that winds up
making us
feel bad,
so we then
seek out even
more
short-term
pleasure

WE MUST BREAK THE VICIOUS SHORT CYCLE
AND WE DO THAT BY TAKING PERSONAL RESPONSIBILITY
FOR OUR ACTIONS AND OUR OUTCOMES

Leadership
leadership is about taking
responsibility,
not making excuses.

WE MUST LEARN TO LEAD OURSELVES RESPONSIBLY

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

WE MUST LEARN TO FORGIVE OURSELVES FOR
PAST MISTAKES AND SIMPLY TREAT THOSE
MISTAKES AS LEARNING EXPERIENCES



WE MUST LEARN TO FORGIVE OTHERS AS WELL

Forgive others, forgive yourself,
forgive yourself for not being
perfect, and accept
responsibility for your own life.

Leo Buscaglia

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

LIST AT LEAST 5 WAYS YOU CAN BEGIN FORGIVING
YOURSELF FOR PAST MISTAKES

LIST AT LEAST 5 THINGS YOU CAN LEARN
FROM YOUR PAST MISTAKES

LIST AT LEAST 5 WAYS YOU CAN BEGIN FORGIVING
OTHERS FOR THEIR PAST MISTAKES

LIST AT LEAST 5 THINGS YOU CAN LEARN FROM
THE PAST MISTAKES OF OTHERS

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

LEARN FROM YOUR MISTAKES, BUT DON'T DWELL ON THEM

Mistakes are
PROOF
that you are
TRYING

IF YOU MESS UP, JUST DO BETTER NEXT TIME

If you fall off the wagon, just get back up



DON'T BEAT YOURSELF UP

LIFE
BEATS US UP
ENOUGH.
DON'T
BEAT YOURSELF UP!

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

EVERY TIME YOU FALL DOWN, JUST GET BACK UP



THE GOAL IS TO CONSTANTLY GET BETTER AND NEVER STOP IMPROVING



THE JAPANESE CALL THIS "KAIZEN"

改 KAI=Change
善 ZEN=Good
改善 KAIZEN
(Continual Improvement)

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

BENEFIT #3



A WORLD FULL OF
PROBLEM SOLVERS
INSTEAD OF
PEOPLE
WHO COMPLAIN,
DO NOTHING,
OR MAKE THINGS WORSE

By incorporating Law #3 - The Law of Personal Response-Ability into our lives, we will be creating a society where people are encouraged to become problem solvers, as opposed to being complainers who either do nothing or possibly make the situation worse.

LIST SEVERAL WAYS YOUR LIFE AND YOUR WORLD WOULD GET BETTER IF EVERYONE (INCLUDING YOU) STOPPED COMPLAINING, STOPPED DOING NOTHING AND STOPPED MAKING THINGS WORSE

THE WAY OF EXCELLENCE

3 - Taking Personal Responsibility (CONTINUED)

FOCUS ON GETTING JUST A LITTLE BIT BETTER
DAY AFTER DAY
MONTH AFTER MONTH
YEAR AFTER YEAR

DON'T COMPARE YOURSELF TO OTHERS
YOU'RE NOT IN COMPETITION WITH ANYONE



LET'S MOVE ON TO CONCEPT #4 >>>>>>>>>>

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE



IT DOESN'T MATTER.
IT DOESN'T MATTER.
IT DOESN'T MATTER.
IT DOESN'T MATTER.
IT DOESN'T MATTER.
IT DOESN'T MATTER.

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

ALL THAT MATTERS
IS IDENTIFYING
WHAT NEEDS
TO BE DONE
TO FIX THINGS
AND THEN
DOING IT

LIST AT LEAST 5 THINGS YOU THINK
OTHER PEOPLE
SHOULD CHANGE TO MAKE THINGS BETTER

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

**I BET YOU HAD NO TROUBLE
MAKING THAT LIST**

NOW LIST AT LEAST 5 THINGS YOU THINK
YOU SHOULD CHANGE
TO MAKE THINGS BETTER

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

DID YOU HAVE A HARDER TIME
MAKING THE 2nd LIST ???

DID YOUR LIST
LOOK LIKE THIS ???



10 THINGS YOU THINK YOU SHOULD DO
TO MAKE THINGS BETTER

*This space
intentionally
left blank.*

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)



YOUR SITUATION
WILL NEVER
CHANGE
UNTIL YOU
BEGIN TO CHANGE

HERE'S THE TRUTH
YOUR SITUATION IS NEVER PERMANENT

IT'S WHAT YOU MAKE IT



LIFE ISN'T SOLID
IT'S FLUID - IT CHANGES

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

EVERYTHING STAYS THE SAME

UNTIL

IT CHANGES

THIS CREATES THE ILLUSION
THAT CHANGES
HAPPENS
SLOWLY

OR

NOT AT ALL

THAT'S JUST NOT TRUE

CHANGE CAN OCCUR
IN THE BLINK OF AN EYE



BUT ONLY
IF
YOU'RE READY

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

CHANGE IS
A NECESSARY
ELEMENT OF GROWTH



CHANGE
EQUALS
GROWTH
(OVER THE LONG-TERM)

NO CHANGE
EQUALS
NO GROWTH
(OVER THE LONG-TERM)

HERE'S ANOTHER TRUTH ABOUT CHANGE

TEMPORARY CHANGE = TEMPORARY RESULTS
PERMANENT CHANGE = PERMANENT RESULTS

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

IF WE DON'T CHANGE,
WE STAGNATE
AND BEGIN TO DECAY

THAT'S THE
TRUTH ABOUT CHANGE



WHAT DO
YOU DO
IF YOU'RE
AFRAID
OF
CHANGE
?

WE NEED TO
FLIP THINGS AROUND



INSTEAD OF
FEARING CHANGE,
WE NEED
TO CHANGE FEAR

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

CHANGE YOUR
MINDSET ABOUT FEAR

FEAR

Forget Everything And Run

...OR...

Face Everything And Rise

IT'S YOUR CHOICE

WHAT'S
YOUR
CHOICE?



THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

UNTIL #4



Until we stop fearing change
and start embracing it,
we will never achieve our maximum potential
and evolve as a species.

SO, HOW DO WE STOP FEARING CHANGE
AND START EMBRACING IT ???

GO BACK TO LAW #1
THE LAW OF ACTUALITY

ADMIT TO YOURSELF
WHAT'S GOING ON
AND THEN TAKE
APPROPRIATE ACTION

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

LAW #4



BE THE CHANGE YOU WANT TO SEE IN THE WORLD

Everyone wants change, but few are willing to change.
That's not the way it works.

CHANGE REQUIRES WORK.

If one wants to see changes in their life and in their world,
they are going to have to change first. **CHANGE STARTS WITH YOU.**

Nobody is like you,
Nobody can be like you,
Nobody is you,
You are You-nique,
And this is your power,
Claim it.
Own it.

Fiona Campbell



THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

BENEFIT #4



A WORLD FULL OF

改善 KAI=Change

善 ZEN=Good

改善 KAIZEN
(Continual Improvement)

By incorporating Law #4 - The Law of Change into our lives,
we will be creating a society that encourages
constant and never-ending improvement,
as opposed to one that fears it or discourages it.

LIST AT LEAST 5 WAYS THAT YOU
CAN BEGIN CONSTANTLY IMPROVING

THE WAY OF EXCELLENCE

4 - EMBRACING CHANGE (CONTINUED)

C A N I
O N S T A N T **&** **E V E R - E N D I N G** **I M P R O V E M E N T**

COMMIT YOURSELF
TO C A N I

RIGHT NOW

CONSTANT AND NEVER-ENDING IMPROVEMENT

LET'S MOVE ON TO CONCEPT #5 >>>>>>>>>>

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE

THINGS WE'VE DECIDED SO FAR

- ✓ 1 - TELLING IT LIKE IT IS
- ✓ 2 - THINKING LONG-TERM
- ✓ 3 - START FORGIVING
- ✓ 4 - EMBRACING CHANGE

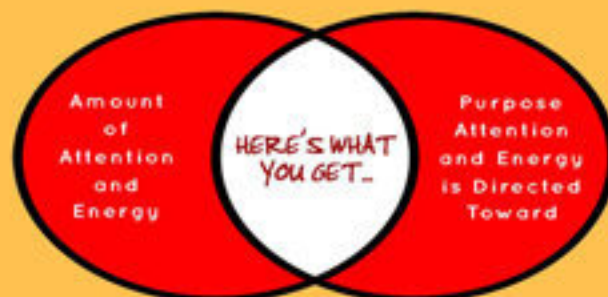
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_____	_____
_____	_____
_____	_____
_____	_____



WHAT IS FOCUS ?

Focusing is to concentrate one's attention and energy toward a particular point or purpose

YOUR FOCUS (OR LACK THEREOF) CONTROLS YOUR OUTCOMES



THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)



WHAT
ARE YOU
FOCUSED
ON
?



MOST PEOPLE
JUST FOCUS
ON
LIFE'S
DAY TO DAY
ACTIVITIES



THEY'RE
FOCUSED
SOLELY
ON THE
SHORT-TERM



WE NEED TO
FOCUS A
LITTLE LESS
ON OUR
DAILY GRIND
AND MORE
ON OUR FUTURE
POSSIBILITIES

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

If you focus
on good stuff,
you'll get
good stuff.

focus

If you focus
on bad stuff,
you'll get
bad stuff.

focus

If you focus
on the present,
you'll wind up
living every
day to it's
fullest.

focus

If you focus
on the past,
you'll wind up
living in
the past.

focus

If you focus
on the future,
you'll wind up
inventing
the future
you want.

focus

If you focus
on forgiveness,
you'll be
forgiven.

focus

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)



If you focus
on caring for
others, then
others will
care about
you.



OBSERVATION

THAT'S THE #1 PROBLEM
IN THE WORLD TODAY.

ALL TOO OFTEN, ALL TOO MANY OF US,
CARE ONLY ABOUT OURSELVES.

IT'S TIME FOR THAT TO CHANGE ...

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

If all of this is true, why do we allow ourselves to be distracted from the task at hand ???

REASON #1

FOCUSING IS HARD WORK

Hard work is not always fun and results quite often take a long time to measure

REASON #2

IT'S NOT A FUN ACTIVITY

Focusing can be quite lonely and even boring. In the short-term, it's not very fun.

REASON #3

THERE ARE MORE WAYS TO DISTRACT OURSELVES THAN EVER BEFORE



THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE
(CONTINUED)

WEAPONS OF MASS DISTRACTION

(and sometimes misinformation)



I'M NOT SAYING THESE ARE EVIL
I'M NOT SAYING WE SHOULD NEVER HAVE FUN
I'M JUST SAYING WE SHOULD REALIZE THEY ARE
DISTRACTIONS AND PUT LIMITS ON THEIR USE

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

WHAT ARE YOU FOCUSED ON ???

 focus

ARE YOU
FOCUSED ON
GOOD STUFF
OR
BAD STUFF
?

 focus

ARE YOU
FOCUSED ON
YOUR PRESENT
AND FUTURE,
OR
ON YOUR PAST
?

 focus

ARE YOU
FOCUSED
SOLELY ON
YOURSELF,
OR OTHERS
AS WELL
?

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

UNTIL #5



FOCUS MORE
ON THE POSITIVE



FOCUS LESS
ON THE NEGATIVE



MAXIMUM POTENTIAL

Until we start focusing on the wonderful things that are possible and stop focusing on the negative things that are holding us back, we will never achieve our maximum potential and evolve as a species.

List at least 3 positive things you will either start or continue focusing on from this point forward.

List at least 3 negative things you will stop focusing on from this point forward.

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

LAW #5

PRINCIPLE OF EXPANSION



IS WHAT WE'RE GOING TO GET MORE OF



POSITIVE FOCUS YIELDS POSITIVE RESULTS



NEGATIVE FOCUS YIELDS NEGATIVE RESULTS



SO FOCUS POSITIVELY ON THAT WHICH IS MOST IMPORTANT

AND AS LITTLE AS POSSIBLE ON EVERYTHING ELSE

Whatever we focus our attention on expands in our lives.
If one focuses on positives, then positives will occur in their life.
If one focuses on negatives, then negatives will occur in one's life.
Consequently, the ability to positively focus on the most important task at hand is the key to success.

**5 YEARS FROM NOW,
YOU WILL BE
THE EXACT SAME PERSON
YOU ARE TODAY,
EXCEPT FOR THE
THINGS YOU FOCUS ON.**

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

BENEFIT #5



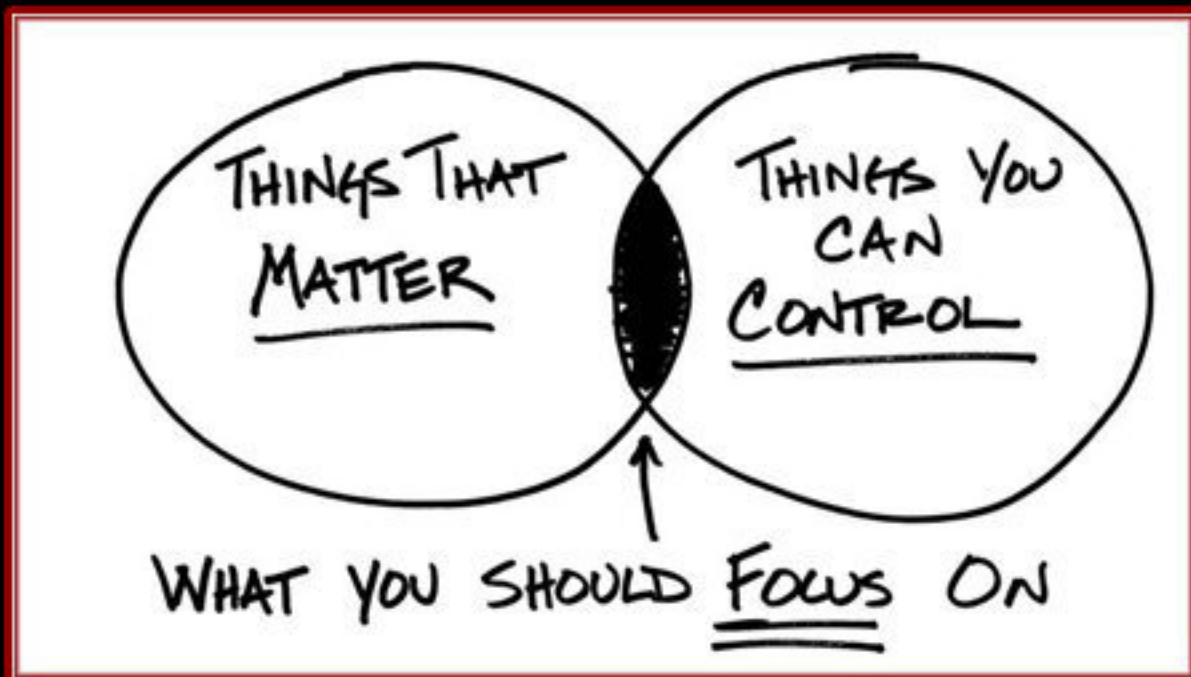
A WORLD THAT
FOCUSES MOSTLY
ON THE WONDERFUL,
POSITIVE THINGS
THAT ARE POSSIBLE
AND VERY LITTLE
ON THE NEGATIVE

By incorporating Law #5 - The Law of Focus into our lives,
we will be creating a society that focuses on
the positive things that are possible
and one that stops focusing on
the negative things that hold us back.

**LIST AT LEAST 5
INCREDIBLY POSITIVE THINGS
THAT ARE AT LEAST REMOTELY POSSIBLE**
(I ENCOURAGE YOU TO STRETCH THE BOUNDARIES OF POSSIBILITY)

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)



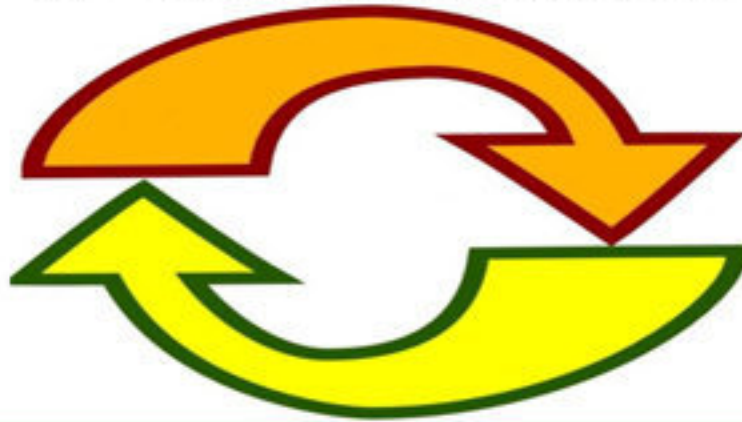
**ABOVE ALL,
DISREGARD
THE
IRRELEVANT**

It's just a waste of
your valuable resources

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)

THIS LAW ALSO APPLIES IN REVERSE



If you're getting desirable outcomes, you're probably focusing on desirable things.

focus

If you're getting undesirable outcomes, you're probably focusing on undesirable things.

focus

If you're getting positive outcomes, you're probably focusing on positive things.

focus

If you're getting negative outcomes, you're probably focusing on negative things.

focus

ARE YOU BEGINNING TO GET THE PICTURE ???

THE WAY OF EXCELLENCE

5 - FOCUSING ON THE POSSIBLE (CONTINUED)



NEGATIVE THOUGHTS
AND EMOTIONS
ARE MERELY
WHAT WE PASS THROUGH
ON OUR WAY TO WISDOM



LET'S MOVE ON TO CONCEPT #6 >>>>>>>>>>

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE

THINGS WE'VE DECIDED SO FAR

✓ 1 - TELLING IT LIKE IT IS

✓ 2 - THINKING LONG-TERM

✓ 3 - START FORGIVING

✓ 4 - EMBRACING CHANGE

✓ 5 - POSITIVE FOCUS

IT'S TIME TO TALK ABOUT PERSPECTIVE

Ever heard this saying?

ONE MAN'S TRASH
IS ANOTHER MAN'S
TREASURE

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

How can this be ?



It's possible because
they each have a
different
perspective



Life
Is
All
About
How
We
See
Things

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

JUST ABOUT
EVERYTHING
HAS AT LEAST
TWO SIDES

AND FREQUENTLY MORE

IT'S ALL
IN HOW
YOU LOOK
AT IT



THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)



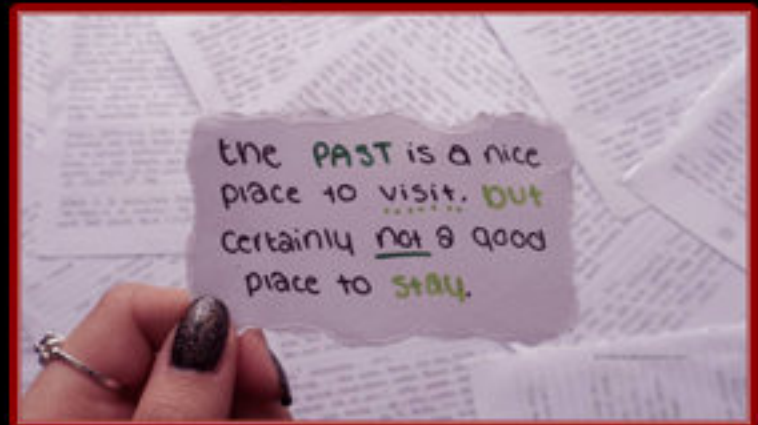
PERSONALLY,
I'M A
POSSIMIST

IF IT'S POSSIBLE
AND YOU WANT IT,
THEN GO FOR IT !

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

IF YOU CHANGE THE WAY YOU
LOOK AT THINGS, THE THINGS
YOU LOOK AT CHANGE



THINKING ABOUT THE FUTURE
IS ALSO IMPORTANT, BUT IT
CAN ALSO BE A MAJOR
SOURCE OF WORRY

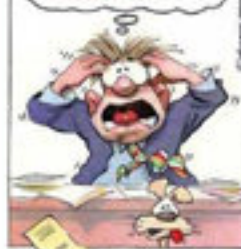


SOMETIMES FOR
THINGS THAT
MAY NEVER
HAPPEN

WORRYING DOES NOT TAKE
AWAY TOMORROW'S TROUBLES:
IT TAKES AWAY TODAY'S PEACE



WHAT IF...?



A person
who worries
before it is
necessary
worryes more
than is necessary

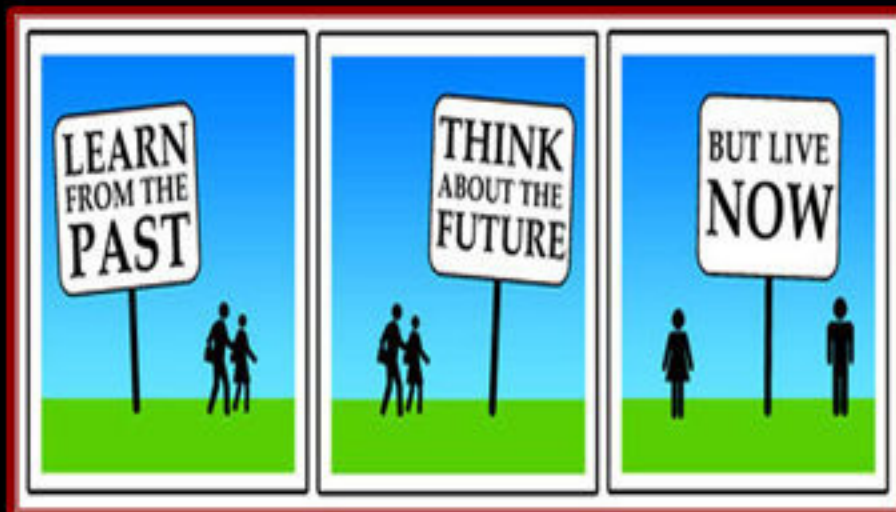
THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

I'M NOT SAYING YOU SHOULD NEVER WORRY
JUST DON'T OVERDO IT !

Excess worry
only pretends
to be necessary

**It serves
no useful purpose**



WHEN YOU CATCH YOURSELF DWELLING ON THE PAST



JUST STOP



THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

FORGIVENESS
IS ANOTHER
ASPECT
OF
LIVING
IN THE PAST

ANY TIME
WE DON'T FORGIVE
OTHERS, OR
WE DON'T
FORGIVE OURSELVES,
THEN WE'RE
LIVING IN THE PAST

OFTEN WE
REFUSE TO
FORGIVE ANOTHER,
BECAUSE WE FEEL
THEIR BEHAVIOR
WAS
INEXCUSABLE

OFTEN WE REFUSE TO FORGIVE OURSELVES TOO, FOR THE SAME REASONS

FORGIVENESS DOESN'T
EXCUSE THEIR
BEHAVIOR

INSTEAD, IT PREVENTS
THEIR BEHAVIOR
FROM
DESTROYING YOU



WHEN YOU
FORGIVE YOURSELF,
IT PREVENTS
YOUR OWN BEHAVIOR
FROM
DESTROYING
YOU



THOSE WHO THINK FORGIVENESS
IS A SIGN OF WEAKNESS
HAVEN'T TRIED IT YET

DALAI LAMA



ON THE CONTRARY, BEING ABLE TO FORGIVE, EVEN IN
THE WORST CIRCUMSTANCES, IS A MAJOR SIGN OF STRENGTH

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

HOW DO YOU KNOW IF YOU'RE
LIVING IN THE PAST ...

IN THE PRESENT ...



OR THE FUTURE ?

IF YOU'RE DEPRESSED,
YOU'RE LIVING IN THE PAST

IF YOU'RE ANXIOUS,
YOU'RE LIVING IN THE FUTURE

IF YOU'RE AT PEACE,
YOU'RE LIVING IN THE PRESENT



It's such
a scary
question,
most
people
NEVER
ask it

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

BUT, DO YOU REMEMBER CONCEPT #1 ?



WE'RE
GOING TO
START
TELLING IT
LIKE IT IS

**IF IT
WAS EASY,
EVERYONE
WOULD
DO IT.**

**BUT
YOU'RE
NOT
EVERYONE**



**There is
no one
like you
You're special!**



THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

UNTIL #6



Until we change our perspective and realize that everything we give and everything we receive in life is a privilege, we will never achieve our maximum potential and evolve as a species.

DO YOU
HAVE A
MASSIVE
TO DO
LIST

?

TO DO LIST

1. **SO**
2. **MANY**
3. **THINGS**



THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

DOES THAT LIST
MAKE YOU FEEL LIKE
YOU ARE BURDENED
WITH OBLIGATIONS

?



RIP UP THAT LIST
IT'S TIME TO MAKE A NEW ONE

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

THINGS I
GET
TO DO TODAY

ONE WORD
THAT
MAKES
ALL THE
DIFFERENCE

CHANGE YOUR LIFE
WITH JUST **ONE** WORD

YOUR LIST
WILL BE FILLED
WITH PRIVILEGES
AND EMPTIED
OF
OBLIGATIONS

YOU **GET** TO EXERCISE TODAY
YOU **GET** TO EAT BETTER TODAY
YOU **GET** TO GO TO WORK TODAY
YOU **GET** TO BE KIND TO SOMEONE TODAY
YOU DON'T **HAVE** TO DO ANY OF THESE THINGS
YOU **GET** TO DO THESE THINGS

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

LAW #6



Life
Is
All
About
How
We
See
Things

YOUR PAST HAS MADE YOU WHAT YOU ARE TODAY

YOUR EXPERIENCES ARE AN OPPORTUNITY TO LEARN

WILL YOU LEARN
FROM THEM AND
MOVE ON ?

OR WILL YOU
DWELL ON THEM
AND LOOK BACK ?

Sometimes life requires a change in perspective. One's previous life challenges have made them into the person they are today and given them the potential to develop a fuller perspective as a result, provided they learn from said experiences and move on, as opposed to dwelling on them and looking back.

IN CONCEPTS 1 - 5, WE TALKED ABOUT

- The **NEED** to face reality and start telling it like it is
- The **NEED** to start focusing more on the long term
- The **NEED** to start forgiving others and forgiving ourselves
- The **NEED** to start embracing change; and
- The **NEED** to start focusing more on the positive and less on the negative

LET'S REALIZE THAT

- It's our **PRIVILEGE** to face reality and start telling it like it is
- It's our **PRIVILEGE** to start focusing more on the long term
- It's our **PRIVILEGE** to start forgiving others and forgiving ourselves
- It's our **PRIVILEGE** to start embracing change; and
- It's our **PRIVILEGE** to start focusing more on the positive and less on the negative

REMEMBER

WE DON'T **HAVE** TO DO ANYTHING

WE **GET** TO DO EVERYTHING

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

BENEFIT #6



A WORLD WHERE
EVERYTHING
IS A PRIVILEGE
AND NOT AN OBLIGATION
EVERYONE
HELPS EACH OTHER
AND CARES FOR EACH OTHER

By incorporating Law #6 - The Law of Perspective into our lives,
we will be creating a society where everything
becomes a privilege and nothing is an obligation.
We will be creating a society where everyone is
encouraged to help each other and to care for each other.

OBSERVATION



THIS ONE CONCEPT WOULD SOLVE
THE MAJOR PROBLEM IN THE WORLD TODAY
AND THAT PROBLEM IS THAT:

ALL TOO OFTEN, ALL TOO MANY OF US,
CARE ONLY ABOUT OURSELVES.

THAT IS ABOUT TO CHANGE ...

THE WAY OF EXCELLENCE

6 - CHANGING OUR PERSPECTIVE (CONTINUED)

IT'S TIME FOR YOU TO MAKE YOUR VERY FIRST
GET TO DO LIST

MY GET TO DO LIST

LET'S MOVE ON TO CONCEPT #7 >>>>>>>>>>

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE

THINGS WE'VE DECIDED SO FAR

- ✓ 1 - TELLING IT LIKE IT IS
- ✓ 2 - THINKING LONG-TERM
- ✓ 3 - START FORGIVING
- ✓ 4 - EMBRACING CHANGE
- ✓ 5 - POSITIVE FOCUS
- ✓ 6 - CHANGING PERSPECTIVE

IT'S TIME TO TALK ABOUT VISION



VISION IS THE ACT
OR POWER OF
ANTICIPATING THAT
WHICH MAY OR
WILL COME TO BE

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)



A VISIONARY IS A
PERSON OF
UNUSUALLY
KEEN
FORESIGHT



VISIONARIES
SEE WHAT'S
COMING
BEFORE
OTHERS
SEE IT



DOES THIS MEAN VISIONARIES
CAN PREDICT THE FUTURE ?



THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

THEY DON'T REALLY
PREDICT
THE
FUTURE



THEY SEE
WHAT'S COMING

THEY
INVENT
WHAT'S
COMING



THEY THINK
ABOUT
WHAT CAN
HAPPEN

AND THEN . . .

Make it happen!



THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

THEY CREATE
THEIR OWN
DESTINY



How Do
YOU
Do THAT?

Destiny is not a matter of chance.
It is a matter of choice;
It is not a thing to be waited for;
It is a thing to be achieved.

William Jennings Bryan

Success doesn't
come and find you.
You have to go out
and get it.

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)



STEP 1

**SOW
A
THOUGHT**

THAT'S LAW #7

STEP 2

**SOW
AN
ACTION**

THAT'S LAW #10

STEP 3

**SOW
A
SET OF HABITS**

THAT'S ALSO LAW #10

STEP 4

**SOW
A
CHARACTER**

THAT'S LAW #12

STEP 5

**REAP
A
DESTINY**

THAT'S WHAT THE
ENTIRE SYSTEM IS ALL ABOUT

You can choose to change
coal into diamonds

A diamond is just a piece of charcoal
that handled stress exceptionally well.



THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

WHICH
BOX
WILL
YOU
CHECK
?

LIFE IS:
WHAT HAPPENS
TO ME ○
WHAT I MAKE
HAPPEN ○



THE CHOICE
IS
YOURS



You have the power within you to change your life and to change your world.
RIGHT NOW, NOT YESTERDAY OR TOMORROW, BUT RIGHT NOW

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

UNTIL #7



Until we begin envisioning the biggest, boldest and brightest possible future for ourselves, we will never achieve our maximum potential and evolve as a species.

VISION
IS A PICTURE OF
THE FUTURE,
THAT CREATES
PASSION
WITHIN YOU
TODAY

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

WHAT ARE
YOU
PASSIONATE
ABOUT
?

FIND
YOUR
PASSION



If you're lucky,
you already
know what
it is.

If you already know,
wonderful.

If you don't, don't
worry. We're going to
figure it out.

THAT WHICH YOU'RE
MOST PASSIONATE
ABOUT
IS PROBABLY WHAT
YOU SHOULD
BE WORKING
ON THE HARDEST

DON'T SPEND
ALL YOUR
TIME AND ENERGY
ON
SOMEONE
ELSE'S
PASSION

BE SURE
TO SAVE
SOME OF YOUR
TIME AND ENERGY
TO WORK
ON YOUR
OWN PASSION

LOOK INSIDE YOURSELF - **FIGURE OUT WHAT'S MOST IMPORTANT TO YOU**
FORMULATE A VISION OF A BIG, BRIGHT FUTURE FOR YOURSELF

NO ONE ELSE WILL DO IT FOR YOU

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

IS VISION
SOMETHING
YOU'RE
BORN
WITH
?



OR IS IT
A FINELY
HONED
SKILL YOU
CULTIVATE
?



SO HOW DOES ONE CULTIVATE
VISIONARY SKILLS ?



THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

APPLY LAW #1
LAW OF ACTUALITY

USE ALL YOUR SENSES
TO NOTICE WHAT'S
GOING ON AROUND YOU

MOST PEOPLE DON'T DO THAT

APPLY LAW #2
LAW OF THE LONG-TERM

DEVOTE MORE OF YOUR
ATTENTION TO THE LONG-TERM
AND LESS TO THE SHORT-TERM

MOST PEOPLE DON'T DO THAT

APPLY LAW #5
LAW OF FOCUS

FOCUS MORE OF YOUR
ENERGIES ON CREATION
AND LESS ON CONSUMPTION

MOST PEOPLE DON'T DO THAT

APPLY LAW #6
LAW OF PERSPECTIVE

TRY LOOKING AT
THINGS A LITTLE
DIFFERENTLY

MOST PEOPLE DON'T DO THAT



BUT YOU'RE NOT LIKE MOST PEOPLE ...

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

LAW #7

BE A VISIONARY

VISIONARIES SEE THE FUTURE - FINISHED IN ADVANCE

VISIONARIES SEE THAT WHICH OTHERS DO NOT SEE

VISIONARIES SEE WHAT'S POSSIBLE - BEFORE IT'S OBVIOUS

LÔÔK

INSIDE YOURSELF

ENVISION YOUR FUTURE

ENVISION OUR FUTURE

Visionaries see the future, finished in advance.

Visionaries see that which others do not see.

Visionaries see that which is possible, before it becomes obvious.

Consequently, one must look inside themselves and form a vision of their best possible future. No one else will do it for you.

PLAIN ENGLISH TRANSLATION

Look around and start
noticing things others
do not see

Envision your best possible
future, as no one else
will do it for you

EVEN PLAINER ENGLISH TRANSLATION

Pay more attention

**ESPECIALLY
TO THE LONG-TERM**

IT'S TIME FOR ALL OF US TO WAKE UP

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

BENEFIT #7



A WORLD BASED ON
OUR VISIONS
OUR PASSIONS
OUR INTERESTS
NOT
THOSE
OF OTHERS

By incorporating Law #7 - The Law of Vision into our lives, we will be creating a society that is based upon our own visions, passions and interests, as opposed to one based upon the visions, passions and interests of others.

WRITE A DESCRIPTION BELOW OF THE KIND OF WORLD
YOU WOULD LIKE TO LIVE IN

THE WAY OF EXCELLENCE

7 - ENVISIONING A BRIGHTER FUTURE (CONTINUED)

WRITE A DESCRIPTION BELOW OF
THE KIND OF LIFE YOU WANT TO LIVE

STARTING NOW



Tip!

Don't worry about making your list perfect.
Just write down what comes to mind.

YOU CAN ALWAYS REVISE IT LATER ...

LET'S MOVE ON TO CONCEPT #8 >>>>>>>>>>

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST

THINGS WE'VE DECIDED SO FAR

- ✓ 1 - TELLING IT LIKE IT IS
- ✓ 2 - THINKING LONG-TERM
- ✓ 3 - START FORGIVING
- ✓ 4 - EMBRACING CHANGE
- ✓ 5 - POSITIVE FOCUS
- ✓ 6 - CHANGING PERSPECTIVE
- ✓ 7 - ENVISIONING A BRIGHTER FUTURE

IT'S TIME TO TALK ABOUT GIVING AND RECEIVING



THIS IS
WHAT
MOST
PEOPLE
BELIEVE
ABOUT
THE
LAW OF
ATTRACTION



THAT'S
NOT
THE
WAY
IT
WORKS

THE LAW OF ATTRACTION IS MISNAMED
IT SHOULD BE CALLED THE LAW OF RECIPROCITY

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

You have to give
BEFORE
you get

But, if we first apply
Law #6,
the Law of Perspective,
we'd rephrase that ...

You **GET** to give
BEFORE
you get

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

Giving to
others
is a
privilege

If enough people
start giving
to others,
guess
what
happens



Eventually
someone
will give
something
to you

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

If you want
something,
you must
give it away
first

If you want
success,
you must first
help others
become
successful

If you want
wealth,
you must first
help others
become
wealthy

If you want
love,
you must
love others
first



YOU MUST
GIVE FIRST
WITH
NO
EXPECTATION
OF RETURN



realize!

IT IS
YOUR
PRIVILEGE
TO GIVE,
NOT
YOUR
OBLIGATION



THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

UNTIL #8



YOU MUST LEARN TO
GIVE FIRST WITH
NO EXPECTATION
OF RETURN

realize!

IT'S YOUR
PRIVILEGE
TO DO SO

IT'S NOT AN OBLIGATION



MAXIMUM POTENTIAL

Until we learn to give first,
with no expectation of return,
we will never achieve our maximum potential
and evolve as a species.

IN THE SPACE BELOW, WRITE DOWN
SOME WAYS YOU CAN START
GIVING FIRST WITH NO EXPECTATION OF RETURN

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

LAW #8

You get
what
you
give

ARE YOU ATTRACTING
MOSTLY DESIRABLE THINGS



KEEP DOING
WHAT YOU'RE DOING

ARE YOU ATTRACTING
MOSTLY UNDESIRABLE THINGS



YOU NEED TO
MAKE SOME CHANGES

What one gives to the world is what they will be given back.

One must pay attention to that which they attract most.

If they constantly attract desirable things, then little or no change is necessary.

If one constantly attracts undesirable things, then change is required if one wishes to attract more desirable outcomes.

THIS LAW ALSO APPLIES IN REVERSE



If you're attracting desirable outcomes, you're probably giving away your time and energy toward positive pursuits.



If you're attracting undesirable outcomes, you're probably giving away your time and energy toward negative pursuits.



THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)



WHAT
ARE YOU
ATTRACTING
MOST

?



IF YOU'RE
ATTRACTING
GOOD
THINGS,
YOU
MUST BE
DOING
SOMETHING
RIGHT

IF YOU'RE
ATTRACTING
UNDESIRABLE
THINGS,
APPLY
LAW #3
TO FIGURE
THINGS
OUT



Pay attention to what
you're attracting

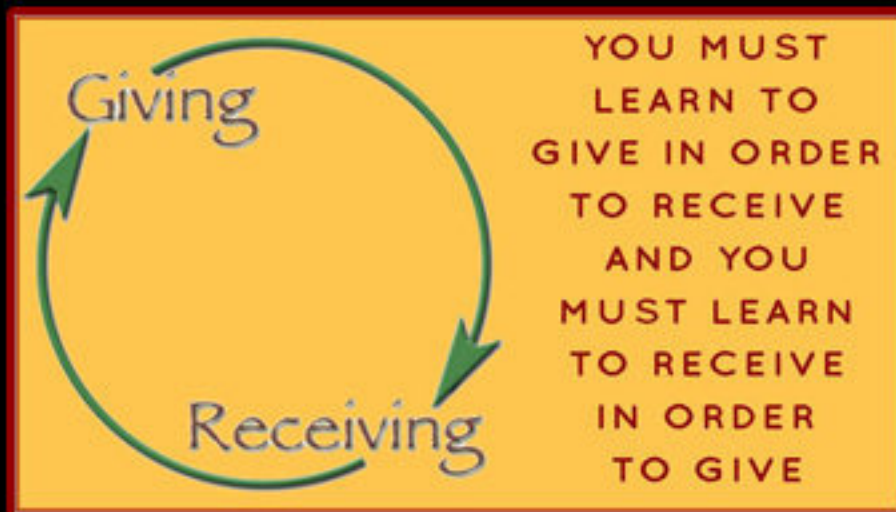
If you don't like what's
constantly coming your way,
then something
needs to change

If you want to attract
good stuff

**PUT OUT
GOOD STUFF
INTO THE WORLD**

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)



BUT

Givers have to set limits
because takers rarely do.

- Irma Kurtz

On the
Flip Side

some people have trouble
being on the receiving end

On some level,
they feel
they are
unworthy

unworthy

**TO ACHIEVE
ANYTHING IN LIFE,
YOU NEED TO
BELIEVE THAT
YOU'RE WORTH IT.**

ALWAYS REMEMBER
YOU ARE WORTHY

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

IT'S ALL ABOUT

BALANCE



So the next time
you want something,
try giving it away first . . .



It may seem strange,
but that's the way
it works

THE WAY OF EXCELLENCE

8 - LEARNING TO GIVE FIRST (CONTINUED)

BENEFIT #8



A WORLD THAT FOCUSES
MORE ON
GIVING TO OTHERS
LESS ON
TAKING FROM OTHERS

By incorporating Law #8 - The Law of Attraction/Reciprocity into our lives, we will be creating a society that encourages its members to focus more on what they can give to others, and less on what others can give to them.

**PUT OUT GOOD THOUGHTS
AND YOU WILL ATTRACT GOOD RESULTS**

C	C	C	C	C	THINK OF YOUR	C	C	C	C	C
C	C	C	C	C	THOUGHTS AND	C	C	C	C	C
C	C	C	C	C	DEEDS AS	C	C	C	C	C
C	C	C	C	C	MILLIONS OF	C	C	C	C	C
C	C	C	C	C	TINY LITTLE	C	C	C	C	C
C	C	C	C	C	MAGNETS	C	C	C	C	C
C	C	C	C	C	THAT	C	C	C	C	C
C	C	C	C	C	ATTRACT	C	C	C	C	C
C	C	C	C	C	SIMILAR	C	C	C	C	C
C	C	C	C	C	THOUGHTS AND	C	C	C	C	C
C	C	C	C	C	DEEDS	C	C	C	C	C

LET'S MOVE ON TO CONCEPT #9 >>>>>>>>>>

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY

THINGS WE'VE DECIDED SO FAR

- ✓ 1 - TELLING IT LIKE IT IS _____
 - ✓ 2 - THINKING LONG-TERM _____
 - ✓ 3 - START FORGIVING _____
 - ✓ 4 - EMBRACING CHANGE _____
 - ✓ 5 - POSITIVE FOCUS _____
 - ✓ 6 - CHANGING PERSPECTIVE _____
 - ✓ 7 - ENVISIONING A BRIGHTER FUTURE _____
 - ✓ 8 - LEARNING TO GIVE FIRST _____
- _____
- _____

IT'S TIME TO TALK ABOUT WISE USE
OF OUR TIME, ENERGY AND RESOURCES



THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

IF YOU'RE NOT
READY FOR EVERYTHING,
YOU'RE NOT READY FOR
ANYTHING.

IF YOU'RE NOT
READY FOR *Just About* EVERYTHING,
YOU'RE NOT READY FOR
Just About ANYTHING.

WHY DO I SAY

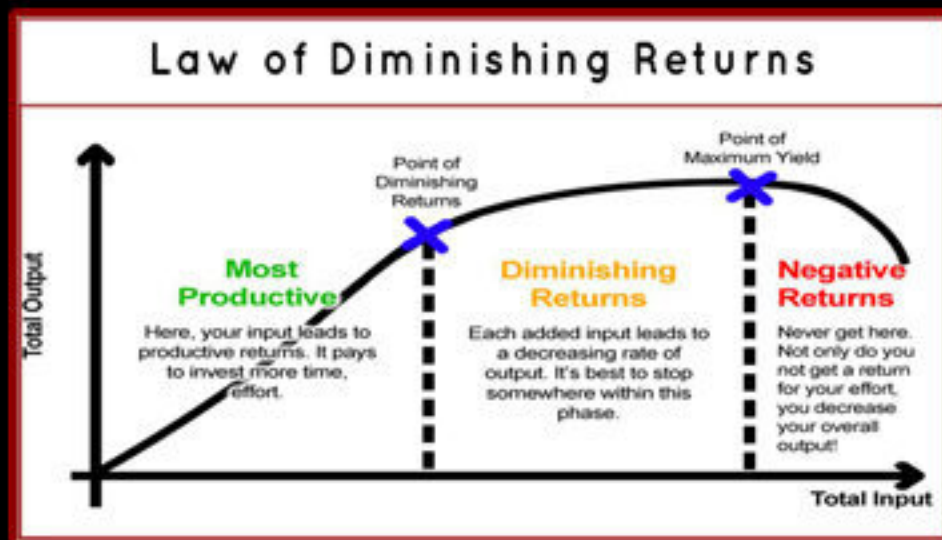
Just About



THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

HERE'S WHY - THE LAW OF DIMINISHING RETURNS
GOOD ENOUGH IS GOOD ENOUGH



TRYING TO BE PERFECT IS A WASTE
OF YOUR TIME, ENERGY AND RESOURCES
JUST TRY TO BE EXCELLENT INSTEAD

**Nobody is perfect
and
even you are not!**

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

TIME
SPENT
ON TRYING
TO BE
PERFECT
IS TIME
WASTED



EXCELLENCE
IS YOUR
FRIEND

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

UNTIL #9



ADMIT
OUR RESOURCES
HAVE LIMITS

+



BEGIN USING
THOSE LIMITED RESOURCES
WISELY

=



MAXIMUM POTENTIAL

Until we realize our resources have limits
(including our time and energy)
and begin using said resources wisely, we will never achieve
our maximum potential and evolve as a species.



WASTED TIME IS WORSE THAN WASTED MONEY
THE ONLY THING YOU CAN'T RECYCLE IS WASTED TIME
BE PICKY WITH WHOM YOU INVEST YOUR TIME IN
NEVER GIVE SOMEONE THE OPPORTUNITY TO WASTE YOUR TIME TWICE

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

What should you do when
you realize you've wasted
your time
(or your money)

?

Should you beat yourself up
or punish yourself?



NO

LIFE
BEATS US UP
ENOUGH.
DON'T
BEAT YOURSELF UP!

YOU SHOULD APPLY LAW #6 - THE LAW OF PERSPECTIVE
REALIZE THE PAST IS WHAT WE LEARN FROM, NOT WHERE WE LIVE
LEARN FROM YOUR MISTAKES AND MOVE ON

REGRET FOR WASTED TIME IS MORE WASTED TIME

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

ARE YOU READY FOR
OPPORTUNITY
WHEN IT COMES KNOCKING



EVEN IF YOU HAVE THE VISION TO SEE OPPORTUNITIES
EVEN IF YOU ARE ABLE TO ATTRACT OPPORTUNITIES

**YOU WON'T GET
ANYWHERE
IF YOU'RE
NOT
READY TO ACT**

**WHEN OPPORTUNITY COMES,
IT'S TOO LATE TO PREPARE**

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

LAW #9



PREPARATION IS THE KEY
TO BEING READY
WHEN OPPORTUNITY
PRESENTS ITSELF

USE YOUR DOWN TIME FOR PREPARATION

DON'T JUST WAIT
FOR OPPORTUNITY



CREATE IT

One must constantly prepare themselves so they are ready
to act when desirable opportunities come their way.
Luck favors the prepared, as opportunities won't always wait.

Use your "down" time
for preparation
Act on opportunities
as soon as possible
because someone else
might do it first
or the opportunity
might disappear

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

**YOU HAVE
86,400
SECONDS
TODAY.
USE THEM
WISELY.**

IF YOU START A NEW
PRODUCTIVE
ACTIVITY
AND DEVOTE
15 MINUTES PER DAY
TO IT



THAT WOULD BE THE EQUIVALENT OF
9 WORKDAYS OF 10 HOURS EACH
PER YEAR

YOU CAN DO A LOT IN 9 EXTRA WORKDAYS

ONE HOUR PER DAY
WOULD GET YOU
AN EXTRA MONTH
OF 12 HOUR DAYS
PER YEAR

1:00:00

YOU CAN DO EVEN MORE WITH AN EXTRA MONTH

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

Do you watch
too much TV ?



DO YOU
SPEND TOO MUCH TIME
ON THE INTERNET
?

I'm not saying
you should never
watch TV

I'm not saying
you should never
play on the
internet

IT'S ALL ABOUT

BALANCE



THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

I CHALLENGE YOU



TO DEVOTE AN HOUR
A DAY TO GETTING READY



HERE'S HOW
I RECOMMEND
YOU USE
THAT
HOUR



USE
10 MINUTES
TO CLEAR
YOUR MIND

MEDITATION
IS ONE WAY,
OUT OF MANY,
TO DO THIS



USE
THE NEXT
20 MINUTES
TO PLAN
YOUR DAY



USE
THE LAST
30 MINUTES
TO EXERCISE

WALKING
IS ONE WAY,
OUT OF MANY,
TO DO THIS

IF YOU DO THAT FOR AN ENTIRE YEAR, YOU WILL HAVE SPENT
MORE THAN 60 HOURS CLEARING YOUR MIND
MORE THAN 120 HOURS PLANNING YOUR DAYS
MORE THAN 180 HOURS EXERCISING

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

**FIND AN HOUR**
It only takes one.

**one day you'll
wake up and
be glad you did**

**LIST SOME WAYS YOU COULD FIND
AN EXTRA 15 MINUTES TO AN HOUR EVERY DAY**

**WHAT PRODUCTIVE ACTIVITIES COULD YOU DO
DURING THAT EXTRA TIME ?**

THE WAY OF EXCELLENCE

9 - ALLOCATING OUR RESOURCES WISELY (CONTINUED)

BENEFIT #9



A WORLD THAT ENCOURAGES
CONSTANT AND
NEVER-ENDING
CREATION
INSTEAD OF
CONSTANT AND
NEVER-ENDING
CONSUMPTION

By incorporating Law #9 - The Law of Readiness into our lives, we will be creating a society that encourages its members to use their time and energy wisely for the purpose of constant and never-ending creation, as opposed to wasting said time and energy in the form of constant and never-ending consumption.

**CREATE MORE
CONSUME LESS**

LET'S MOVE ON TO CONCEPT #10 >>>>>>>>>>

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION

THINGS WE'VE DECIDED SO FAR

- ✓ 1 - TELLING IT LIKE IT IS _____
- ✓ 2 - THINKING LONG-TERM _____
- ✓ 3 - START FORGIVING _____
- ✓ 4 - EMBRACING CHANGE _____
- ✓ 5 - POSITIVE FOCUS _____
- ✓ 6 - CHANGING PERSPECTIVE _____
- ✓ 7 - ENVISIONING A BRIGHTER FUTURE _____
- ✓ 8 - LEARNING TO GIVE FIRST _____
- ✓ 9 - ALLOCATING OUR RESOURCES WISELY _____
- _____
- _____

IT'S TIME TO BEGIN TAKING ACTION



THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

EVEN IF YOU HAVE THE VISION TO SEE OPPORTUNITIES
EVEN IF YOU ARE ABLE TO ATTRACT OPPORTUNITIES
EVEN IF YOU'RE READY TO ACT

YOU STILL HAVE TO TAKE ACTION
(if you want to get anywhere)

ACTION IS THE
FOUNDATIONAL KEY
TO ALL SUCCESS



IMPERFECT ACTION
IS BETTER THAN
PERFECT INACTION

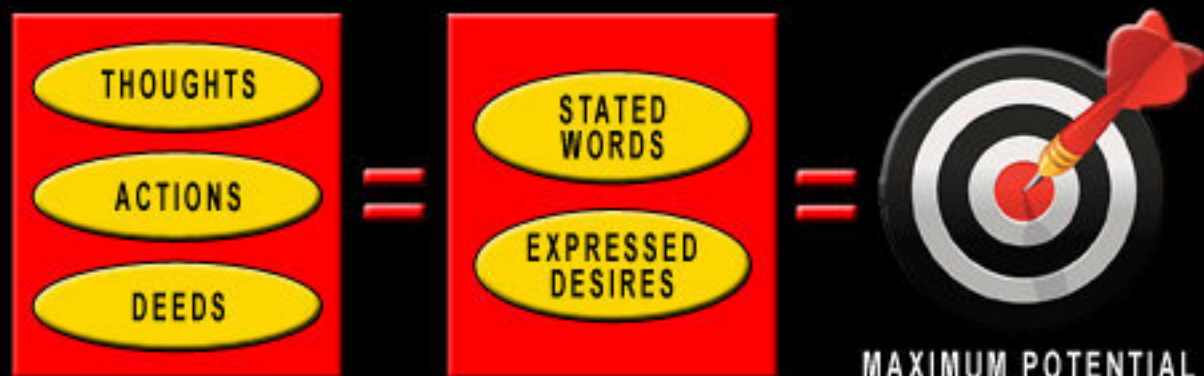


THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

UNTIL #10

WHEN



Until our thoughts, actions and deeds become consistent with our stated words and expressed desires, we will never achieve our maximum potential and evolve as a species.

“The difference between who you are and who you want to be... is what you do.”

-Unknown

ACTIONS PROVE WHO A PERSON IS
WORDS JUST PROVE WHO THEY WANT TO BE

SUCCESS CONSISTS OF GOING FROM FAILURE TO FAILURE WITHOUT LOSS OF ENTHUSIASM

FAILURE IS PART OF SUCCESS

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

SUCCESS



What people think
it looks like

SUCCESS



What it really
looks like

**NO MATTER HOW HARD YOU TRY,
SETBACKS WILL UNDOUBTEDLY OCCUR ALONG THE WAY**

**THE TRICK IS TO KEEP TAKING ACTION
THAT IS CONSISTENT WITH YOUR GOALS**

If you say you want to get in shape, don't spend all day on the couch
If you say you want to get healthier, don't keep eating unhealthy foods

**THOSE ACTIONS WOULD BE INCONSISTENT
WITH YOUR STATED GOALS**

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

LAW #10

ENVISIONING
ATTRACTING
PREPARING

MEAN NOTHING

IF YOU DON'T
TAKE ACTION

DON'T WAIT

TAKE ACTION

MAKE IT HAPPEN

**SET
GOALS**

**TAKE
ACTION**

Envisioning, attracting and preparing for desirable opportunities will accomplish nothing, if one fails to take action upon said opportunities. Do not wait for things to come to you. Instead take action. Make it happen. Set appropriate goals and then take appropriate action toward the realization of said goals.



**YOU ARE WHAT YOU CONSISTENTLY DO
AND CONSISTENTLY DO NOT DO**

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

WHAT ARE YOUR 3 PRIMARY GOALS YOU
WOULD LIKE TO ACHIEVE OVER THE NEXT YEAR ?

WHAT ACTIONS CAN YOU **START DOING CONSISTENTLY**
TO HELP YOU ACHIEVE THOSE GOALS ?

WHAT ACTIONS CAN YOU **STOP DOING CONSISTENTLY**
TO HELP YOU ACHIEVE THOSE GOALS ?

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

BENEFIT #10



A WORLD THAT ENCOURAGES
ACTING
IN A MANNER
CONSISTENT
WITH OUR GOALS
AND THAT DISCOURAGES
HYPOCRISY

By incorporating Law #10 - The Law of Action into our lives, we will be creating a society that encourages its members to act in a manner that is consistent with their stated goals and desires and to be appropriately rewarded for having done so.

WE'VE COVERED SO MUCH, I WANT TO DO A QUICK RECAP
TO REFRESH YOUR MEMORY ON THE FIRST 10 CONCEPTS

QUICK
RECAP
TIME

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

CONCEPT #1 - LEARNING TO TELL IT LIKE IT IS

We
Must
Be
Willing
To
Tell It
Like It Is

ARE YOU WILLING TO DO THAT ?

CONCEPT #2 - ADOPTING LONG-TERM THINKING

The
Short-Term
Work
You Put In Today
Will Pay
MASSIVE BENEFITS
Over The Long-Term

WHAT ARE YOU WILLING TO DO TODAY,
KNOWING IT WILL BENEFIT YOU TOMORROW ?

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

CONCEPT #3 - TAKING PERSONAL RESPONSIBILITY

BLAME IS IRRELEVANT

BLAME PRETENDS TO BE NECESSARY,
BUT IT SERVES NO USEFUL PURPOSE

JUST FIX THE PROBLEM

ARE YOU WILLING TO STOP BLAMING AND START FIXING ?

CONCEPT #4 - EMBRACING CHANGE

Either
You
Want
It
Or
You
Don't

Either
You're
Willing
To
Put In The Work
Or
You're Not

Don't
Be Upset
By The Results
You Didn't Get
With The
Work
You Didn't Do

ARE YOU WILLING TO ROLL UP YOUR SLEEVES
AND DO THE NECESSARY WORK
IN ORDER TO CHANGE - PERMANENTLY ?

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

CONCEPT #5 - FOCUSING ON THE POSSIBLE

Either You're
Focusing
Your Time and Energy
On Doing
What It Takes,
Or
You're Not

WHERE ARE YOU FOCUSING YOUR TIME, ENERGY AND RESOURCES?

CONCEPT #6 - CHANGING OUR PERSPECTIVE

Have
You
Made
Mistakes
In The
Past
?

**Your past mistakes are
meant to guide you
not define you.**

YOU ARE
NOT
THE MISTAKES
YOU HAVE MADE.

EXAMINE YOUR PAST, LEARN FROM IT,
AND THEN MOVE ON

ARE YOU DOING THAT ?

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

CONCEPT #7 - ENVISIONING A BRIGHTER FUTURE

Are
You
Willing
Take A
DEEP HARD LOOK
Inside
Yourself
?

Even
If
You
Don't Like
What
You
See
See
?

TAKE A DEEP, HARD LOOK INSIDE YOURSELF AND THEN IMAGINE
THE LIFE YOU WANT TO HAVE AND THE WORLD YOU WANT TO LIVE IN

CONCEPT #8 - LEARNING TO GIVE FIRST

You have to give
BEFORE
you get

Are You
Willing To
Put Out
The Effort
BEFORE
You See
The Results
?

WELL, ARE YOU ?

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

CONCEPT #9 - ALLOCATING OUR RESOURCES WISELY

Are
You
Willing
Take A
DEEP HARD LOOK
Inside
Yourself
?

Even
If
You
Don't Like
What
You
See
?

TAKE A DEEP, HARD LOOK INSIDE YOURSELF AND THEN IMAGINE
THE LIFE YOU WANT TO HAVE AND THE WORLD YOU WANT TO LIVE IN

CONCEPT #10 - TAKING CONSISTENT ACTION

IF YOU START A NEW
PRODUCTIVE
ACTIVITY
AND DEVOTE
15 MINUTES PER DAY
TO IT



THAT WOULD BE THE EQUIVALENT OF
9 WORKDAYS OF 10 HOURS EACH
PER YEAR

ONE HOUR PER DAY
WOULD GET YOU
AN EXTRA MONTH
OF 12 HOUR DAYS
PER YEAR

1:00:00

I CHALLENGE YOU



TO DEVOTE AN HOUR
A DAY TO GETTING READY

DO YOU ACCEPT THE CHALLENGE?

YES

NO

MAYBE

THE WAY OF EXCELLENCE

10 - TAKING CONSISTENT ACTION (CONTINUED)

HAVE YOU NOTICED HOW EACH OF THE CONCEPTS
BUILD ON EACH OTHER ?

THEY WERE PLACED IN A SPECIFIC ORDER,
FOR SPECIFIC REASONS

NOW THAT YOU'VE GONE THROUGH THE FIRST 10
CONCEPTS, YOU HAVE THE FOUNDATION YOU NEED
TO PULL IT ALL TOGETHER AND TO REACH THE END GOAL



LET'S MOVE ON TO CONCEPT #11 >>>>>>>>>>

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE

THINGS WE'VE DECIDED SO FAR

- ✓ 1 - TELLING IT LIKE IT IS
- ✓ 2 - THINKING LONG-TERM
- ✓ 3 - START FORGIVING
- ✓ 4 - EMBRACING CHANGE
- ✓ 5 - POSITIVE FOCUS
- ✓ 6 - CHANGING PERSPECTIVE
- ✓ 7 - ENVISIONING A BRIGHTER FUTURE
- ✓ 8 - LEARNING TO GIVE FIRST
- ✓ 9 - ALLOCATING OUR RESOURCES WISELY
- ✓ 10 - TAKING CONSISTENT ACTION

IT'S TIME TO TALK ABOUT PERSISTENCE



THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

EVEN IF YOU HAVE THE VISION TO SEE OPPORTUNITIES
EVEN IF YOU'RE ABLE TO ATTRACT OPPORTUNITIES
EVEN IF YOU'RE READY TO ACT
EVEN IF YOU TAKE ACTION

**YOU WON'T GET ANYWHERE
IF YOU GIVE UP BEFORE
YOU REACH YOUR GOAL**



**Never underestimate
the power of
persistence.**



NEVER GIVE UP



THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

Persistence is a refusal to quit.
It is looking into the face of adversity
and saying "I like my odds."
It is an unwillingness to move aside.
It is believing in a cause and
being distracted by nothing.



Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
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Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence
Persistence + Persistence + Persistence + Persistence

= SUCCESS

It does not matter how slowly you go
as long as you do not stop.

(Confucius)

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

UNTIL #11



Until we learn to persist, despite all obstacles,
we will never achieve our maximum potential
and evolve as a species.

Turn your
resistance
into
Persistence.

IF "Plan A"
Didn't Work.
The alphabet has
25 more letters.
Stay Cool.



YOU MAY
HAVE TO MAKE
ADJUSTMENTS
ALONG
THE WAY

ATTITUDE
ADJUSTMENT
WHILE
YOU WAIT



ESPECIALLY
TO YOUR
ATTITUDE

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

**ATTITUDE
IS EVERYTHING**
LIFE is 10%
WHAT HAPPENS TO YOU
& 90% **HOW**
YOU REACT TO IT

How do you react to things?

Do You
REACT



or

Do You
Respond?



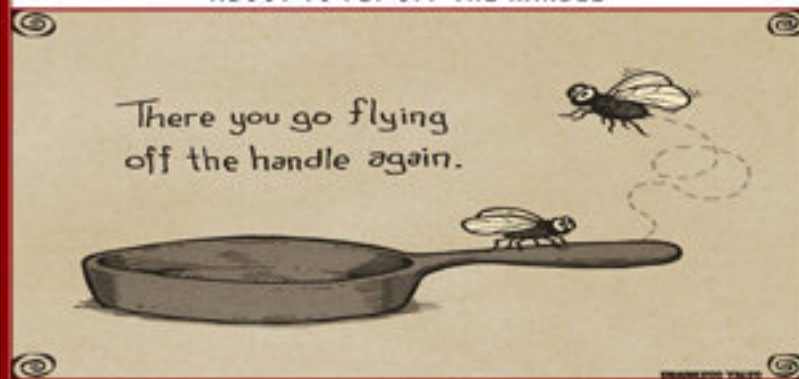
**WHAT HAPPENS TO YOU IS NOT NEARLY AS IMPORTANT
AS HOW YOU REACT TO WHAT HAPPENS TO YOU**

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

**OUR REACTION
TO A SITUATION
LITERALLY HAS
THE POWER TO
CHANGE THE
SITUATION
ITSELF**

REMEMBER THAT THE NEXT TIME YOU'RE
ABOUT TO FLY OFF THE HANDLE



**BE LIKE A HURRICANE
A FIERCE STORM, WITH A CALM CENTER**



THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

USE OUR FRIEND, THE STOP METHOD,
TO HELP YOU LEARN TO CONSCIOUSLY ACT
AS OPPOSED TO UNCONSCIOUSLY REACTING



REMEMBER TO

STOP

THINK

OBSERVE

AND THEN PROCEED

(proceeding should come at the end of the process, not the beginning)

HERE'S WHAT SUCCESSFUL PEOPLE DO WHEN THINGS GET TOUGH

When things get tough,
they don't give up.

They batten down the hatches,
they secure the decks,
and they
face the
oncoming storm.

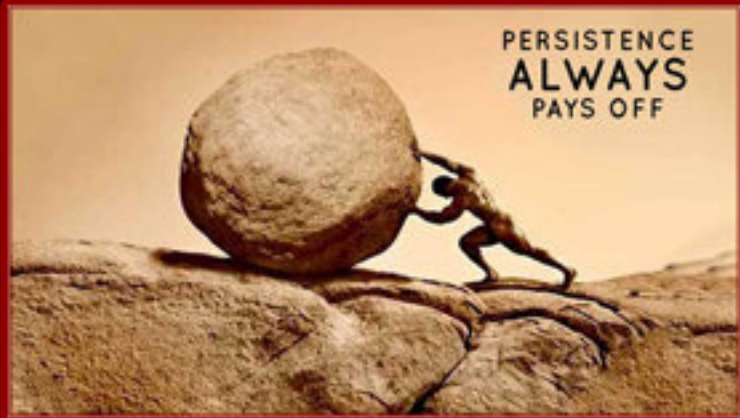
THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

PERSISTENCE REQUIRES US
TO CONTINUE ALONG
A COURSE OF ACTION,
EVEN WHEN OBSTACLES
GET IN OUR WAY



PERSISTENCE
ALWAYS
PAYS OFF



WE WILL ONLY MAINTAIN
PERSISTENT EFFORT
ON THINGS WE'RE
INTERESTED IN

That's why it's
usually best
to devote our
time and energy
toward pursuits
that we're
passionate about.

“ TO SUCCEED,
YOU HAVE TO BELIEVE
IN SOMETHING WITH
SUCH A PASSION THAT
IT BECOMES A REALITY. ”

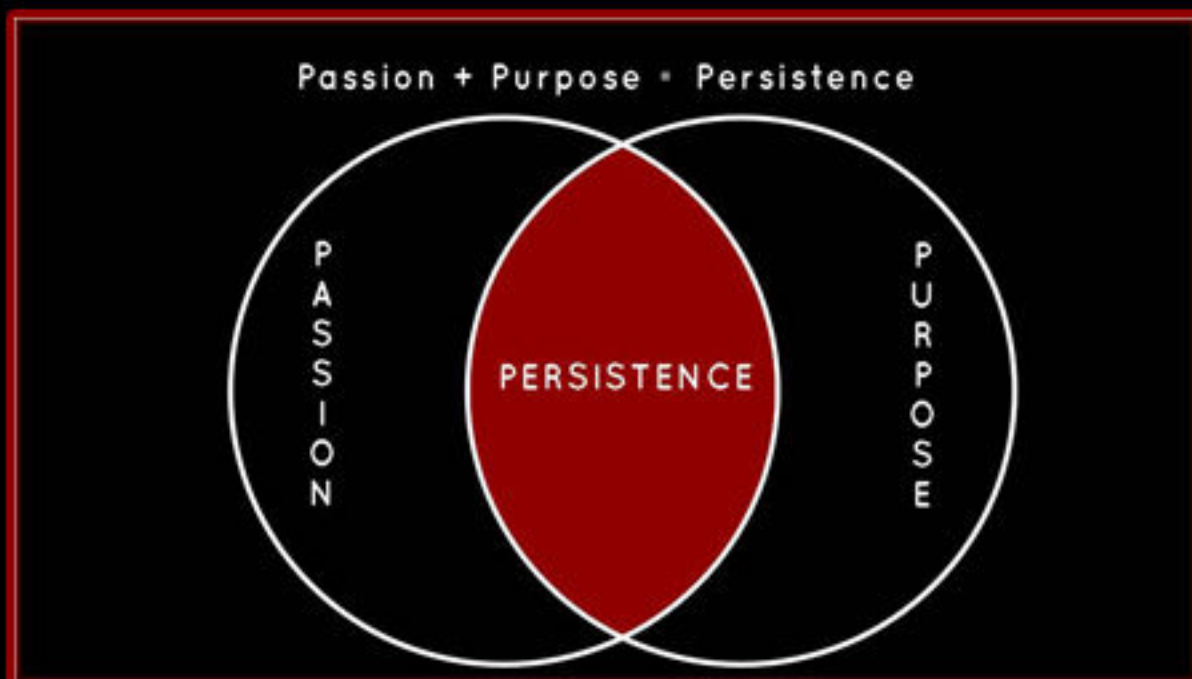
Anita Roddick

DO what you
LOVE
what you DO

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

PERSISTENCE
IS WHERE
PASSION MEETS PURPOSE



MISTAKES
SHOULD
TEACH YOU,

NOT
DEFEAT
YOU

IT'S NOT ABOUT HOW
MANY TIMES YOU FALL
DOWN, BUT HOW MANY
TIMES YOU GET BACK UP.
-ABRAHAM LINCOLN

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

LAW #11



Nothing can take the place of persistence.
Patience, persistence and hard work
are an unbeatable combination for success.
Energy and persistence conquer all things.

ENERGY AND PERSISTENCE CONQUER ALL THINGS



THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

BENEFIT #11



A WORLD FULL OF
PEOPLE WHO
NEVER GIVE UP
AND
PEOPLE WHO
ULTIMATELY SUCCEED
BY LEARNING
AS A RESULT
OF NEVER GIVING UP

By incorporating Law #11 - The Law of Persistence into our lives, we will be creating a society that encourages its members to never give up on their hopes and dreams, and to ultimately succeed by learning from their failures, as opposed to giving up as a result of said failures.



MAKE A COMMITMENT AND STICK TO IT

THE WAY OF EXCELLENCE

11 - THE POWER OF PERSISTENCE (CONTINUED)

LIST SOME TIMES **IN YOUR PAST**,
WHERE YOU THINK YOU MIGHT HAVE BENEFITTED
FROM BEING MORE PERSISTENT

LIST SOME AREAS WHERE YOU PLAN ON
BECOMING MORE PERSISTENT,
STARTING NOW

LET'S MOVE ON TO CONCEPT #12 >>>>>>>>>>

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY

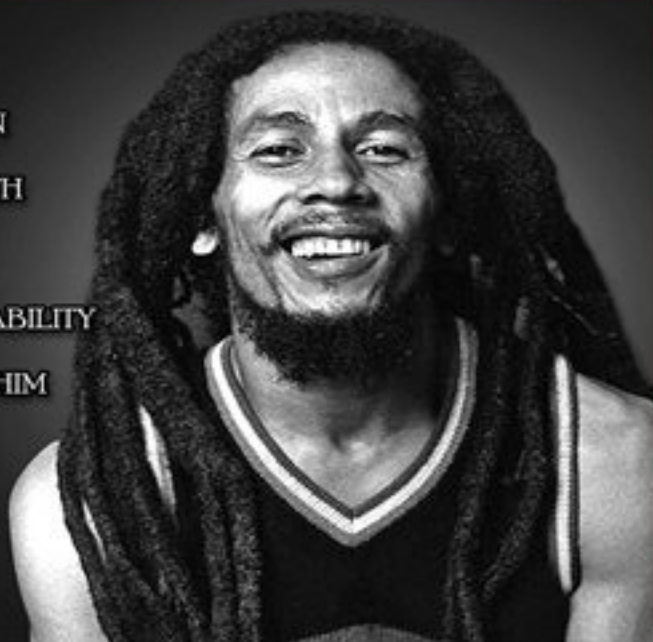
THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|----------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | _____ |
| ✓ 3 - START FORGIVING | _____ |
| ✓ 4 - EMBRACING CHANGE | _____ |
| ✓ 5 - POSITIVE FOCUS | _____ |
| ✓ 6 - CHANGING PERSPECTIVE | _____ |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | _____ |
| ✓ 8 - LEARNING TO GIVE FIRST | _____ |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | _____ |
| ✓ 10 - TAKING CONSISTENT ACTION | _____ |

IT'S TIME TO TALK ABOUT INTEGRITY

THE GREATNESS OF A MAN
IS NOT HOW MUCH WEALTH
HE ACQUIRES,
BUT IN HIS INTEGRITY AND HIS ABILITY
TO AFFECT THOSE AROUND HIM
POSITIVELY.

Bob Marley



THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

EVEN IF YOU HAVE THE VISION TO SEE OPPORTUNITIES
EVEN IF YOU ARE ABLE TO ATTRACT OPPORTUNITIES
EVEN IF YOU'RE READY TO ACT
EVEN IF YOU TAKE ACTION
EVEN IF YOU PERSIST UNTIL YOU SUCCEED

**IT MEANS NOTHING IF YOU COMPROMISE
YOUR INTEGRITY ALONG THE WAY**

**SUCCESS
WITHOUT
INTEGRITY
IS**

FAILURE

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

THERE IS NO
SUCH THING AS A
MINOR LAPSE
IN INTEGRITY

IF YOU MAKE A MISTAKE ALONG THE WAY,
REMEMBER THAT YOU'RE ONLY HUMAN

KEEP AS CALM AS POSSIBLE
TAKE RESPONSIBILITY FOR YOUR MISTAKE
LEARN FROM IT
FIX THINGS AS BEST AS YOU CAN
AND
DO BETTER NEXT TIME

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

INTEGRITY IS THE INTERSECTION OF YOUR
BELIEFS, WORDS AND ACTIONS
THEY MUST BE CONSISTENT, OR THEY MEAN NOTHING



THERE IS NO HIGHER VALUE
IN OUR SOCIETY THAN INTEGRITY

YET IT IS
SORELY LACKING
IN KEY PLACES
IN OUR SOCIETY

INTEGRITY

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

WRONG
is **WRONG**,
even if *everyone*
is doing it.

RIGHT
is **RIGHT**,
even if *no one*
is doing it.

Wisdom
is knowing the right path to take...

Integrity
is taking it.

Integrity

is choosing your thoughts and
actions based on values rather
than personal gain.

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

AND THERE A FEW OTHER RELATED CHARACTER TRAITS
WE SHOULD REMEMBER WHILE WE'RE AT IT

KINDNESS



AUTHENTICITY

IF YOU'RE YOUR
authentic self,
YOU HAVE NO
COMPETITION.

FAITHFULNESS



LOYALTY



HONESTY



SINCERITY

*Sincerity is not to SAY
everything you think,
but to MEAN everything
you say...*

THE WAY OF EXCELLENCE

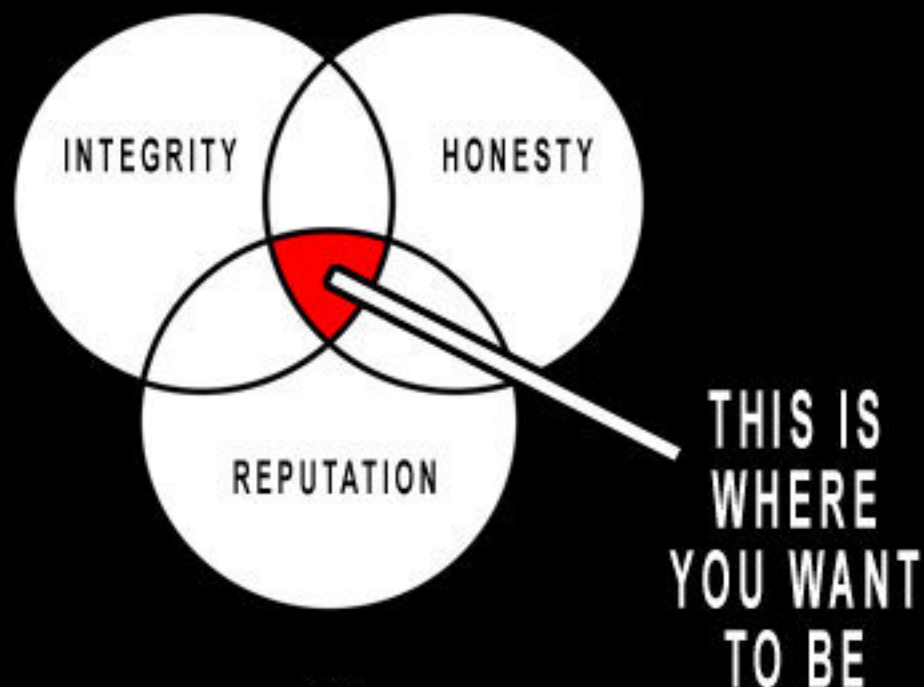
12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

UNTIL #12



Until we rebuild our lives and our society upon a foundation of integrity, we will never achieve our maximum potential and evolve as a species.

THESE ARE DIFFICULT TO RESTORE,
ONCE LOST



THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

HERE ARE SOME OTHER CORE VALUES TO CONSIDER

Authenticity	Curiosity	Knowledge	Reputation
Achievement	Determination	Leadership	Respect
Adventure	Fairness	Learning	Responsibility
Authority	Faith	Love	Security
Autonomy	Fame	Loyalty	Self-Respect
Balance	Friendships	Meaningful Work	Service
Beauty	Fun	Openness	Spirituality
Boldness	Growth	Optimism	Stability
Compassion	Happiness	Peace	Success
Challenge	Honesty	Pleasure	Status
Citizenship	Humor	Poise	Trustworthiness
Community	Influence	Popularity	Wealth
Competency	Inner Harmony	Pessimism	Wisdom
Contribution	Justice	Recognition	
Creativity	Kindness	Religion	

**IF YOU HAVE INTEGRITY, NOTHING ELSE
MATTERS. IF YOU DON'T HAVE INTEGRITY,
NOTHING ELSE MATTERS.**

- ALAN K. SIMPSON -

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

LAW #12

KINDNESS
GENUINNESS
FAITHFULNESS
LOYALTY
HONESTY
SINCERITY
THESE CAN'T BE BEAT



Nothing can take the place of being kind, genuine, faithful, loyal, honest and sincere.
Integrity is the foundation upon which all else is built.
With integrity, one has nothing to fear, as one has nothing to hide.

**INTEGRITY IS THE FOUNDATION
UPON WHICH ALL ELSE IS BUILT**



THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

NO INTEGRITY
EQUALS
NO FOUNDATION

KNOW INTEGRITY
EQUALS
KNOW FOUNDATION

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)



**A single lie destroys a whole
reputation of integrity.**

Baltasar Gracian

THINK QUALITY!

**DON'T CUT
CORNERS**

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

BENEFIT #12



A WORLD THAT ENCOURAGES
INTEGRITY
KINDNESS
AUTHENTICITY
FAITHFULNESS

LOYALTY
HONEST
SINCERITY

AND THAT DISCOURAGES

DECEIT
HATE
HYPOCRISY
UNFAITHFULNESS

DISLOYALTY
DISHONESTY
INSINCERITY

By incorporating Law #12 - The Law of Integrity into our lives, we will be creating a society that encourages the positive traits of integrity, kindness, authenticity, faithfulness, loyalty, honesty and sincerity, as opposed to the dishonorable traits of deceit, hate, hypocrisy, unfaithfulness, disloyalty, dishonesty and insincerity.

Be Impeccable With Your Word.

Speak with integrity. Say only what you mean. Avoid using the word to speak against yourself or to gossip about others. Use the power of your word in the direction of truth and love.

Don Miguel Ruiz

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

LIST SOME WAYS YOU CAN BE
KINDER TO OTHERS AND TO YOURSELF

LIST SOME WAYS YOU CAN BE MORE GENUINE

LIST SOME WAYS YOU CAN BE
MORE FAITHFUL TO OTHERS AND TO YOURSELF

THE WAY OF EXCELLENCE

12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

LIST SOME WAYS YOU CAN BE LOYAL TO OTHERS AND TO YOURSELF

LIST SOME WAYS YOU CAN BE MORE HONEST
TO OTHERS AND TO YOURSELF

LIST SOME WAYS YOU CAN BE
MORE SINCERE TO OTHERS AND TO YOURSELF

LET'S MOVE ON TO CONCEPT #13 >>>>>>>>>>

THE WAY OF EXCELLENCE

13 - RESPECT

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|----------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | ✓ 12 - ACT WITH INTEGRITY |
| ✓ 3 - START FORGIVING | _____ |
| ✓ 4 - EMBRACING CHANGE | _____ |
| ✓ 5 - POSITIVE FOCUS | _____ |
| ✓ 6 - CHANGING PERSPECTIVE | _____ |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | _____ |
| ✓ 8 - LEARNING TO GIVE FIRST | _____ |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | _____ |
| ✓ 10 - TAKING CONSISTENT ACTION | _____ |

IT'S TIME TO TALK ABOUT RESPECT

RESPECT

Esteem for, or a sense of worth or excellence of a person, a personal quality or ability, or something considered to be a manifestation of a personal quality or ability

Proper acceptance or courtesy

To hold a person or object in esteem or honor

To show regard or consideration for

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

2 MAIN ASPECTS OF RESPECT

VALUE

Respect is a measure of how much we value someone (including ourselves) or something

TREATMENT OF OTHERS (and ourselves)

Respect is a measure of how well we treat others (and ourselves)

ARE WE AUTOMATICALLY ENTITLED TO RESPECT ?

IT DEPENDS

Yes



If you've earned it or you deserve it

No



If you haven't earned it or you don't deserve it

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

RESPECT IS NOT AUTOMATIC

One is not entitled to be respected automatically. They have to earn it.

BUT...

Just because someone hasn't earned your respect, it doesn't mean you should treat them disrespectfully ...



THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

UNTIL #13



Until we learn to respect ourselves and to respect each other, we will never achieve our maximum potential and evolve as a species.

Respect for ourselves
guides our morals,
respect for others
guides our manners.

Laurence Sterne

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

EVEN IF YOU HAVE THE VISION TO SEE OPPORTUNITIES

EVEN IF YOU ARE ABLE TO ATTRACT OPPORTUNITIES

EVEN IF YOU'RE READY TO ACT

EVEN IF YOU TAKE ACTION

EVEN IF YOU PERSIST UNTIL YOU SUCCEED

**EVEN IF YOU HAVE INTEGRITY AND THE RELATED
TRAITS OF KINDNESS, AUTHENTICITY,
FAITHFULNESS, LOYALTY AND SINCERITY**

IT MEANS NOTHING

**IF YOU DON'T RESPECT OTHERS,
IF OTHERS DON'T RESPECT YOU**

**AND MOST IMPORTANT OF ALL
IF YOU DON'T RESPECT YOURSELF**

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

APPLYING LAW #8 THE LAW OF ATTRACTION

IF YOU WANT TO GET RESPECT FROM OTHERS,
YOU'RE GOING TO HAVE TO GIVE RESPECT TO OTHERS

LIKewise, YOU ALSO HAVE TO GIVE YOURSELF RESPECT
BEFORE OTHERS WILL GIVE IT TO YOU

RESPECT

give
respect
to
earn
it

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

**RESPECT
SHOULD BE
THE FIRST
THING
YOU GIVE**

**AS FOR GETTING
RESPECT FROM OTHERS**

**YOU CAN'T FORCE A
PERSON TO SHOW YOU
RESPECT, BUT YOU
CAN REFUSE TO BE
DISRESPECTED**

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

LAW #13



REMEMBER LAW #8
IF YOU WANT
TO RECEIVE RESPECT
YOU MUST GIVE IT FIRST

REMEMBER LAW #6
GIVING FIRST IS A PRIVILEGE
NOT AN OBLIGATION

YOU DON'T HAVE TO DO IT,
YOU GET TO DO IT

RESPECT OTHERS
EVEN IF THEY
HAVEN'T
EARNED IT

IT'S A MEASURE
OF YOUR CHARACTER,
NOT THEIR'S

SET AN EXAMPLE
FOR PROPER BEHAVIOR

One must respect others in order to receive respect from others.
Likewise, one must respect themselves before others will respect them.
Respect must be given before it can be received.

"Show respect even to people who don't deserve it; not as a reflection of their character, but as a reflection of yours."

Dave Willis

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)



**KNOWLEDGE WILL GIVE
YOU POWER, BUT
CHARACTER RESPECT.**

- BRUCE LEE

**ONE OF THE MOST
SINCERE FORMS OF
RESPECT IS ACTUALLY
LISTENING TO WHAT
ANOTHER HAS TO SAY**

**SHOW RESPECT TO ALL PEOPLE,
BUT GROVEL TO NONE
TECUMSEH**

THE WAY OF EXCELLENCE

13 - RESPECT
(CONTINUED)

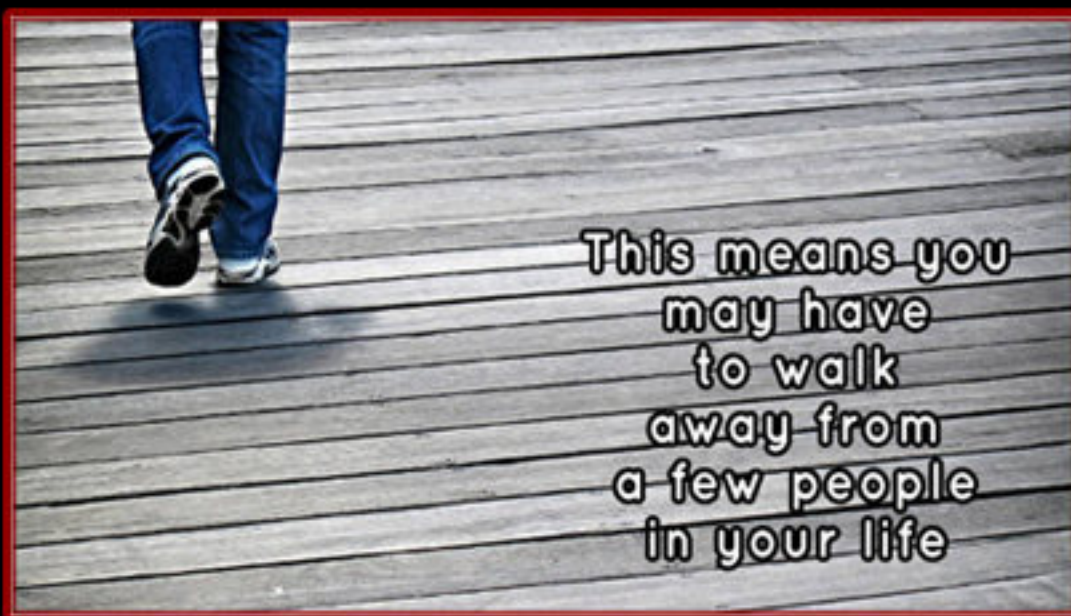
THEN THERE'S SELF-RESPECT

I  ME

The way you treat yourself sets the standard for others on how you demand to be treated. Don't settle for anything other than respect.

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)



YOU ARE ALLOWED TO
WALK AWAY FROM
TOXIC RELATIONSHIPS



THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

YOU ARE ALLOWED TO
WALK AWAY FROM
PEOPLE WHO HURT YOU



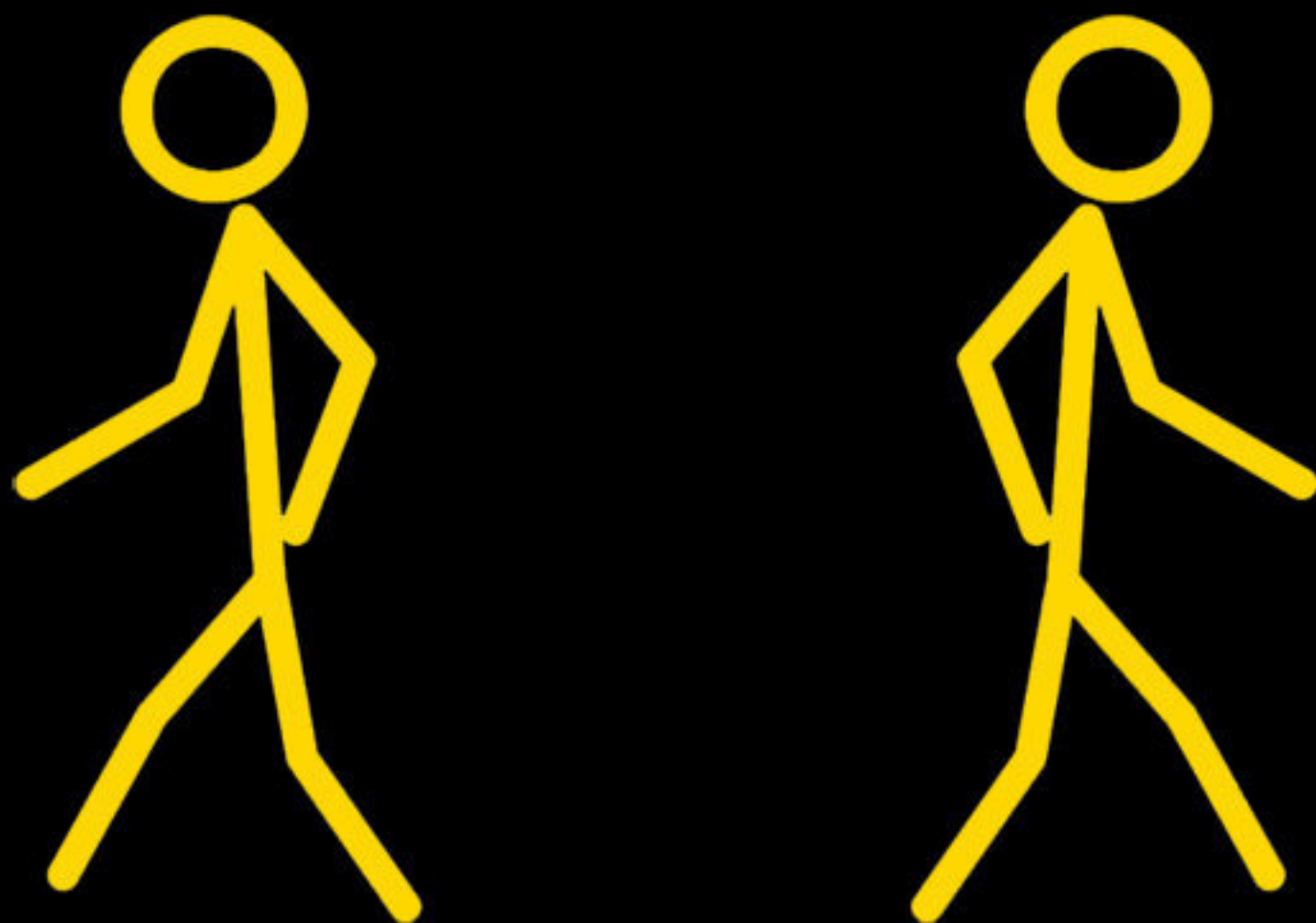
YOU DON'T OWE ANYONE
AN EXPLANATION FOR
TAKING CARE OF YOURSELF



THE WAY OF EXCELLENCE

13 - RESPECT
(CONTINUED)

**BUT NEVER, EVER, EVER
WALK AWAY FROM YOURSELF**



THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

Respect yourself enough to
walk away from anything that
no longer serves you, grows
you, or makes you
happy.

Robert Tew

**Respect your
efforts, respect
yourself.
Self-respect leads
to self-discipline.
When you have both
firmly under your
belt, that's real
power.**

..Clint Eastwood

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

**WHEN PEOPLE DO NOT RESPECT US,
WE ARE SHARPLY OFFENDED,
YET IN HIS PRIVATE HEART,
NO MAN MUCH RESPECTS HIMSELF.**

MARK TWAIN

“Don’t put yourself down just to avoid criticism, to please others, or to show your “kindness” The world needs light, not mediocrity. “

– Paulo Coelho



TIP!
**RESPECT YOURSELF AND
OTHERS WILL RESPECT YOU**

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

**no one is
going to
love you
if you don't
love yourself**

T TIME TO

R RESPECT

Y YOURSELF



THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

BENEFIT #13



A WORLD WHERE
EVERYONE
RESPECTS
EACH OTHER
AND WHERE
EVERYONE
CARES ABOUT
THEMSELVES
AS WELL

By incorporating Law #13 - The Law of Respect into our lives,
we will be creating a society where everyone not only
respects and cares about each other, but also one
where everyone respects and cares about themselves as well.

**LIST SOME WAYS YOU THINK YOUR LIFE WOULD BE
BETTER IF YOU RESPECTED YOURSELF MORE**

THE WAY OF EXCELLENCE

13 - RESPECT (CONTINUED)

**LIST SOME WAYS YOU THINK YOUR LIFE WOULD BE
BETTER IF YOU RESPECTED OTHERS MORE**

**LIST SOME WAYS YOU THINK YOUR LIFE WOULD BE
BETTER IF OTHERS RESPECTED YOU MORE**

**LIST SOME WAYS YOU THINK OTHER PEOPLES LIVES WOULD BE
BETTER IF YOU RESPECTED THEM MORE**

LET'S MOVE ON TO CONCEPT #14 >>>>>>>>>>

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | ✓ 12 - ACT WITH INTEGRITY |
| ✓ 3 - START FORGIVING | ✓ 13 - SELF RESPECT & OTHERS |
| ✓ 4 - EMBRACING CHANGE | _____ |
| ✓ 5 - POSITIVE FOCUS | _____ |
| ✓ 6 - CHANGING PERSPECTIVE | _____ |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | _____ |
| ✓ 8 - LEARNING TO GIVE FIRST | _____ |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | _____ |
| ✓ 10 - TAKING CONSISTENT ACTION | _____ |

IT'S TIME TO TALK ABOUT WIN-WIN THINKING

WE



ALTERNATIVES

WE



LOTS OF CHOICES

OR DO WE ?



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

HAVING TOO FEW CHOICES
MAKES US FEEL BOXED IN AND TRAPPED



HAVING TOO MANY CHOICES MESSES WITH OUR HEADS



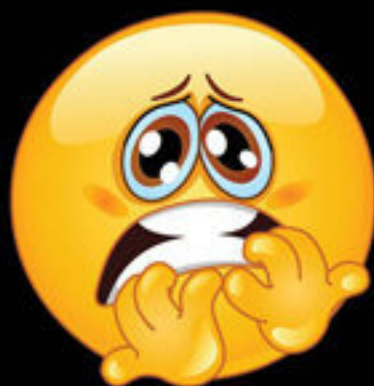
THE REALITY IS WE LIKE HAVING CHOICES
WHEN WE'RE FACING A LESS THAN IDEAL SITUATION,
BUT WE SOMETIMES GET PARALYZED WHEN
WE HAVE TO CHOOSE BETWEEN SIMILAR CHOICES



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

WHY DO WE **SOMETIMES** GET PARALYZED
WHEN WE HAVE TO MAKE CHOICES ?



**WE'RE
AFRAID
OF
MAKING
BAD
DECISIONS**

WHY ARE WE AFRAID ?

**WE'RE AFRAID
BECAUSE WE
VIOLATE
LAW #5**

THE LAW OF FOCUS

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

WE FOCUS
ON WHAT
COULD GO WRONG,
INSTEAD OF
WHAT COULD
GO RIGHT

WHAT'S THE SOLUTION ?



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

Stop being
afraid **of what could**
go wrong and focus
on what could go
right

“THE SECRET OF
CHANGE IS TO FOCUS
ALL OF YOUR ENERGY,
NOT ON FIGHTING THE
OLD, BUT ON BUILDING
THE NEW.”

— SOCRATES

We Also Talked About Changing Our Mindset About Fear
In Law #4 - The Law Of Change

**CHANGE YOUR
MINDSET ABOUT FEAR**

FEAR

Forget Everything And Run

...OF...

Face Everything And Rise

It's Your Choice

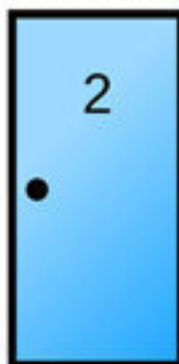
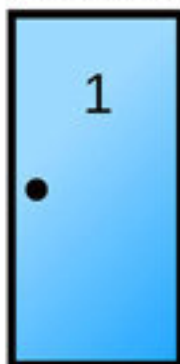
THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

Sometimes We Blow Our Fears Out Of Proportion



THERE ARE 2 KINDS OF FEAR



FEAR THAT
PROTECTS US
(FOR A GOOD REASON)
FROM
DANGER
IS
GOOD FEAR


FEAR THAT
PARALYZES US
UNNECESSARILY
IS
BAD FEAR

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

WHEN WE FEEL AFRAID,
WHAT SHOULD WE DO
?

WE SHOULD REMEMBER OUR OLD FRIEND,
THE STOP METHOD



REMEMBER TO

STOP

THINK (for a set period of time)

OBSERVE

AND THEN PROCEED

(set a reasonable time limit for your thinking in order to prevent yourself from over-thinking)






Tip!

**THAT BRIEF PAUSE CAN MAKE
ALL THE DIFFERENCE**

THE WAY OF EXCELLENCE

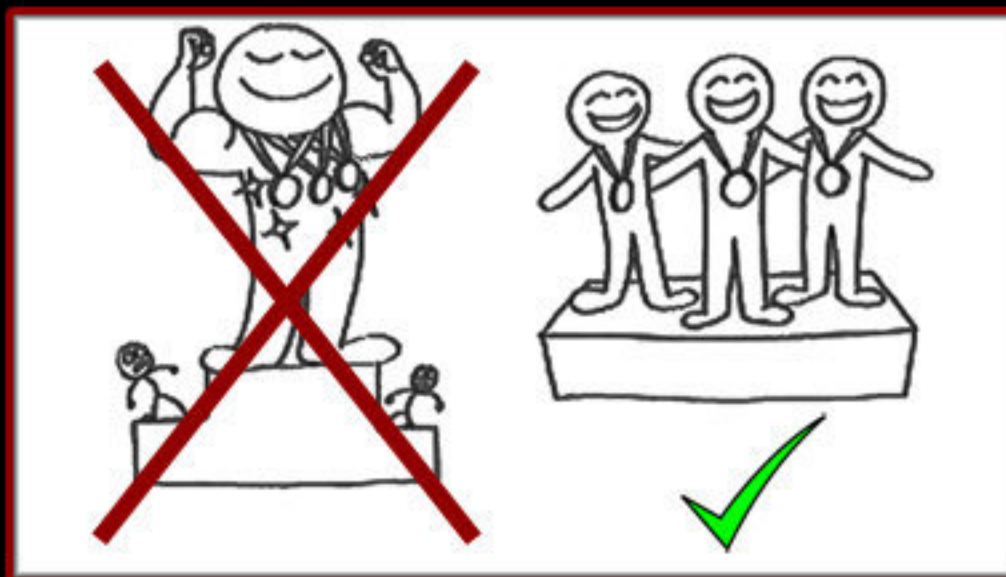
14 - LEARNING TO THINK WIN-WIN (CONTINUED)

UNTIL #14

	I WIN	+	YOU LOSE	=	SOMEONE LOSES
	I LOSE	+	YOU WIN	=	SOMEONE LOSES
	I WIN	+	YOU WIN	=	EVERYONE WINS

Until we learn that it's possible for everyone to win and that others don't have to lose in order for us to win, we will never achieve our maximum potential and evolve as a species.

UNFORTUNATELY, WE LIVE IN A WORLD THAT
TEACHES US TO WIN AT ALL COSTS



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN
(CONTINUED)

IT'S TIME FOR US TO DEVELOP AN
EVERYONE CAN WIN MENTALITY

why ?

BECAUSE IT'S POSSIBLE

if that's
what we truly want

THIS CAN SOMETIMES BE TOUGH
TO DO, ESPECIALLY IN BUSINESS

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

LAW #14



There are always alternatives. ALWAYS. One must open their mind to the possibility of said alternatives and look for them at every opportunity. There is always a way around. There is always a way over. There is always a way through. Look for the win-win at every opportunity.

LET'S TALK ABOUT MAKING DECISIONS

Don't try to make perfect decisions

It's almost impossible to do and it wastes time and energy



JUST TRY TO MAKE GOOD DECISIONS

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

REALIZE THAT
IF YOUR DECISION
TURNS OUT TO
BE LESS THAN
IDEAL, YOU CAN
ALWAYS
MAKE ADJUSTMENTS

WHAT IF IT TURNS OUT
YOUR DECISION WASN'T SO GREAT ???

Don't beat yourself up ...



JUST LEARN FROM THE SITUATION
AND DO BETTER NEXT TIME

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN
(CONTINUED)

THERE IS ALWAYS A WAY AROUND
THERE IS ALWAYS A WAY OVER
THERE IS ALWAYS A WAY THROUGH

LOOK FOR THE WIN-WIN
AT EVERY OPPORTUNITY

THERE ARE ALWAYS ALTERNATIVES

always

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

WHEN DEALING WITH OTHERS,
LOOK FOR THE WIN-WIN AT EVERY OPPORTUNITY
IT'S ALMOST ALWAYS THERE
SO LOOK FOR IT



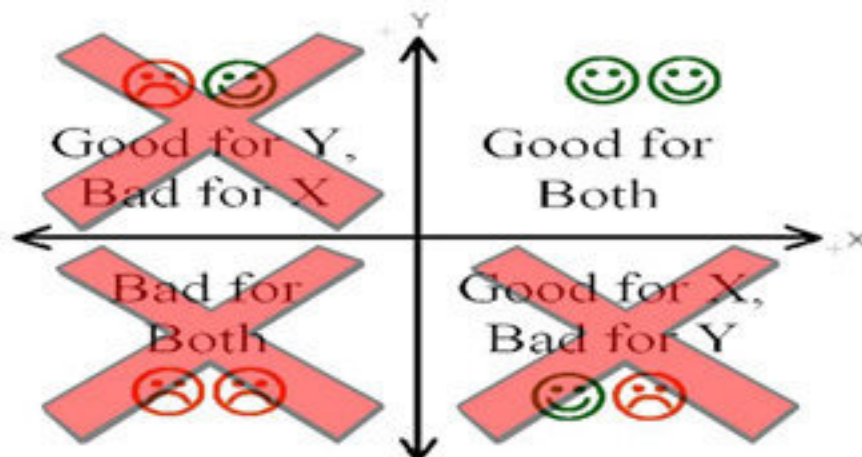
YOU DON'T HAVE TO BE BOXED IN



YOUR OPPONENT DOESN'T
HAVE TO BE BOXED IN EITHER



YOUR OPPONENT DOESN'T ALWAYS HAVE TO LOSE
IN ORDER FOR YOU TO WIN



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

YOU DON'T ALWAYS NEED TO MAKE ENEMIES
TRY TO MAKE ALLIES INSTEAD



There is always
a better way.
Thomas A. Edison



WE MUST LEARN TO LOOK FOR THE BETTER WAY
WE CAN DO THAT BY CHANGING OUR PERSPECTIVE
AND REALIZING IT IS OUR PRIVILEGE
TO LOOK FOR THAT BETTER WAY



THE LAW OF ALTERNATIVES COULD EASILY
BE CALLED THE LAW OF CHOICES



BY BEING FLEXIBLE, YOU GIVE YOURSELF MORE CHOICES

BY GIVING YOURSELF MORE CHOICES,
YOU MAKE YOURSELF MORE POWERFUL



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

POSITIVE or NEGATIVE?



HAPPY OR SAD?



GOOD OR EVIL?



OPEN-MINDED
or
CLOSED MINDED
?



TOLERANT
or
INTOLERANT
?

intolerance

ACCEPTING or REJECTING ?



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

SCARCITY or ABUNDANCE ?

LEADERS WITH A SCARCITY MINDSET	LEADERS WITH AN ABUNDANT MINDSET
Resource constrained	Prioritize better
I win/you lose	I win/you win = we all succeed
Lack of trust	Trust = relationships
I have the answers	Together, we can find the answers
Cost control	Investment with a return
Focus on costs	Focus on results
Buy time/hours	Buy desired outcome/results
I expect bad news	I expect high performance
Micromanagement	Stewardship
Stress and frustration	Confidence and success

TO BE A LEADER or A FOLLOWER



TO GROW or NOT GROW

TO IMPROVE or NOT IMPROVE

TO BE PART OF THE SOLUTION
or
PART OF THE PROBLEM

THE CHOICE IS YOURS

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

BENEFIT #14



A WORLD
WHERE EVERYONE
CAN WIN
BECAUSE
EVERYONE REALIZES
NO ONE HAS TO LOSE

By incorporating Law #14 - The Law of Alternatives into our lives,
we will be creating a society where everyone can win,
because its members will realize that others
do not have to lose in order for them to win.

A BETTER WORLD IS POSSIBLE



IT'S A WORK IN PROGRESS,
BUT IT'LL BE A MASTERPIECE ONCE IT'S DONE



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN
(CONTINUED)

IT'S UP TO YOU

IT'S UP TO ME

IT'S UP TO US

WE ARE THE ONES
WE'VE BEEN WAITING FOR



THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

**LIST SOME TIMES WHEN YOU
FOUGHT TO WIN AT ALL COSTS**

DID SOMEBODY ELSE LOSE WHEN YOU WON ?

**WAS IT REALLY NECESSARY
FOR THEM TO LOSE ?**

YES

NO

MAYBE

THE WAY OF EXCELLENCE

14 - LEARNING TO THINK WIN-WIN (CONTINUED)

**LIST SOME TIMES WHEN YOU SAW
SOMEONE ELSE FIGHT TO WIN AT ALL COSTS**

DID SOMEBODY ELSE LOSE WHEN THEY WON ?

**WAS IT REALLY NECESSARY
FOR SOMEONE TO LOSE ?**

YES

NO

MAYBE

LET'S MOVE ON TO CONCEPT #15 >>>>>>>>>>

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|----------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | ✓ 12 - ACT WITH INTEGRITY |
| ✓ 3 - START FORGIVING | ✓ 13 - SELF RESPECT & OTHERS |
| ✓ 4 - EMBRACING CHANGE | ✓ 14 - LEARNING TO THINK WIN-WIN |
| ✓ 5 - POSITIVE FOCUS | |
| ✓ 6 - CHANGING PERSPECTIVE | |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | |
| ✓ 8 - LEARNING TO GIVE FIRST | |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | |
| ✓ 10 - TAKING CONSISTENT ACTION | |

IT'S TIME TO TALK ABOUT CREATING BALANCE

But first, a quick recap ...

1

If you want to succeed for very long, you need to **FIGURE OUT** and **ACCEPT** what's going on around you and then promptly **TAKE APPROPRIATE ACTION.**

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

2

Repeated short-term discipline brings long-term rewards. Consequently, we must **sometimes** make short-term sacrifices for our long-term benefit.

3

Stop blaming others.
Stop blaming yourself.

**BLAME IS IRRELEVANT
JUST FIX THE PROBLEM**

4

If you want things, to change, you're going to have to change.

CHANGE STARTS WITH YOU.

5

Whatever we focus on expands in our lives.

FOCUSING ON THE MOST IMPORTANT TASK AT HAND IS THE KEY TO SUCCESS.

6

Sometimes life requires a change in perspective.

Learn from the past, but don't live there.

Realize everything is a privilege.

7

Visionaries see that which others do not see.

Look inside yourself and form a vision of your best possible future.

No one else can do it for you.

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

8

What one gives to
the world is what
they will be given back.

If you are attracting
undersirable things,
then change is required.

9

One must constantly
prepare so that they
are ready to act
when opportunities
comes their way.

Luck favors the prepared.

10

One must take action
in order to take
advantage of opportunities.

Don't wait for things
to come to you.

Make it happen.

11

Patience, persistence
and hard work
are an unbeatable
combination
for success.

12

Integrity is the foundation
upon which all else is built.

With integrity,
one has nothing to fear,
as one has
nothing to hide.

13

One must respect others
to receive respect
from others.

One must respect
themselves before others
will respect them.

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

14

There are **ALWAYS**
alternatives.

Look for the
win-win
at every opportunity.

WORK AND LIFE ARE 2 THINGS MANY OF US
CONSTANTLY STRUGGLE TO BALANCE



A PROPER WORK-LIFE BALANCE IS MADE UP
OF A MIXTURE OF ALL ASPECTS OF OUR LIVES



THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

UNTIL #15



BALANCE
INDIVIDUALLY
AND COLLECTIVELY



MAXIMUM POTENTIAL

Until we bring all our systems (individually and collectively) into balance by increasing that which is deficient and decreasing that which is excessive, we will never achieve our maximum potential and evolve as a species.



ACHIEVING
ANY TYPE OF
BALANCE
IS A
5-STEP
PROCESS

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

1

USE THE WAY OF EXCELLENCE
SYSTEM TO DETERMINE
THAT WHICH IS
DEFICIENT
IN YOUR LIFE

POSSIBLE DEFICIENCIES

- Law 1 Do you tell it like it is often enough?
- Law 2 Do you think long-term often enough?
- Law 3 Do you take personal responsibility often enough?
- Law 4 Do you do what it takes to change often enough?
- Law 5 Do you focus on positives often enough?
- Law 6 Do you have a positive perspective often enough?
- Law 7 Do you recognize opportunities often enough?
- Law 8 Do you attract opportunities often enough?
- Law 9 Do you spend enough time getting ready for opportunities?
- Law 10 Do you act on opportunities often enough?
- Law 11 Do you give up too easily too often?
- Law 12 Are you honest enough, loyal enough, kind enough?
- Law 13 Are you respected enough by others? Do you respect others?
- Law 14 Do you sometimes fail to see alternatives or win-win scenarios?

POSSIBLE EXCESSES

- Law 1 Do you tell it like it is too much?
- Law 2 Do you think long-term too much and miss out on short-term fun?
- Law 3 Do you take personal responsibility too much?
- Law 4 Are you pushing for too much change too fast?
- Law 5 Do you focus on negatives too much?
- Law 6 Are you stuck in the past?
- Law 7 Are you always looking for the "next" opportunity?
- Law 8 Are you bombarded with too many opportunities?
- Law 9 Are you constantly getting ready for the "next" opportunity?
- Law 10 Are you always acting on the "next" opportunity?
- Law 11 Do you apply too much time or resources to "bad" opportunities?
- Law 12 Are you so honest, loyal and kind people take advantage of you?
- Law 13 Are you constantly demanding respect from others?
- Law 14 Are you afraid to make decisions? Does this paralyze you?

2

USE THE WAY OF EXCELLENCE
SYSTEM TO DETERMINE
THAT WHICH IS
EXCESSIVE
IN YOUR LIFE

3

DETERMINE WHAT
SHOULD BE DONE
TO INCREASE
THAT WHICH IS
DEFICIENT

4

DETERMINE WHAT
SHOULD BE DONE
TO DECREASE
THAT WHICH IS
EXCESSIVE

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

5

DO EVERYTHING
YOU IDENTIFIED
IN STEP 3
AND STEP 4

THIS DOESN'T APPLY
JUST TO PEOPLE



IT APPLIES
TO GROUPS



IT APPLIES
TO OUR COUNTRY



IT APPLIES
TO OUR WORLD



THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

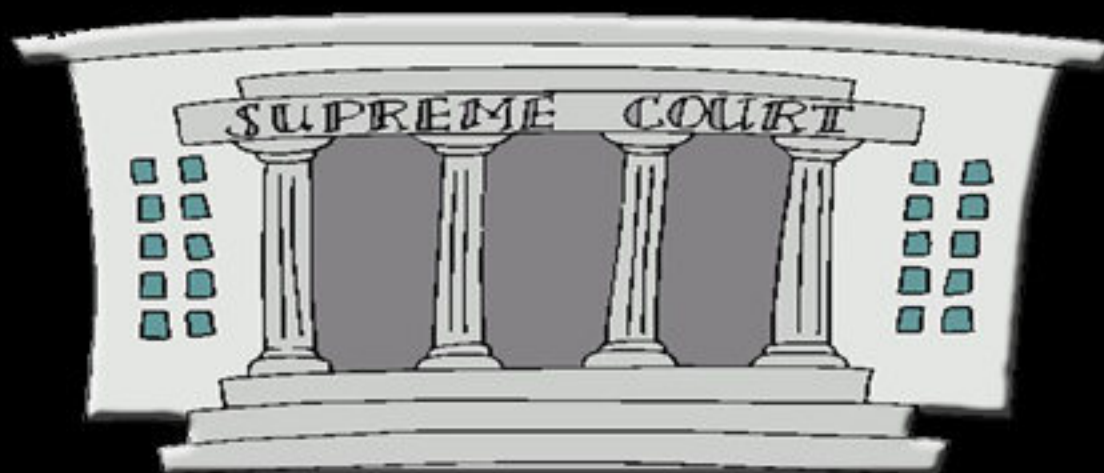


IT APPLIES
ON ALL LEVELS



IT APPLIES
IN ALL
SITUATIONS,
AT ALL
TIMES

THAT'S WHY I LIKE TO CALL IT
THE SUPREME LAW



THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

LAW #15



POTENTIAL FOR
MAXIMUM
PRODUCTIVITY

TO CREATE BALANCE

IF SOMETHING
IS DEFICIENT,
INCREASE IT



LIKELIHOOD OF
DIMINISHED
PRODUCTIVITY



IF SOMETHING
IS EXCESSIVE
DECREASE IT

A balanced system is a productive system.
One creates balance by increasing that which is deficient and
decreasing that which is excessive. Any system that is out of balance
will not reach its maximum level of productivity.



**IF YOU'RE READING THIS HOPING
TO FIND BALANCE, YOU'RE IN THE WRONG PLACE**

BALANCE IS NOT SOMETHING YOU FIND

BALANCE IS SOMETHING YOU CREATE

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE
(CONTINUED)

**YOU HAVE THE POWER
TO CREATE
YOUR OWN REALITY**

The key to
keeping your
balance is
knowing when
you've lost it.

THE WAY TO KNOW IS TO CONSTANTLY
APPLY CONCEPT #1 TO EXAMINE YOUR LIFE

THIS HELPS YOU FIGURE OUT WHETHER THINGS ARE
RUNNING SMOOTHLY, OR IF YOU'RE OFF TRACK AND
IN NEED OF SOME ADJUSTMENTS

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

SOME DAYS
YOU EAT SALADS
AND GO TO THE GYM,
SOME DAYS
YOU EAT CUPCAKES
AND REFUSE TO PUT
ON PANTS.
*it's called
balance.*

When you stop chasing
the wrong things,
You give the right things
a chance to catch you.



You are allowed to be
both a
Masterpiece
and a
Work in Progress,
simultaneously.



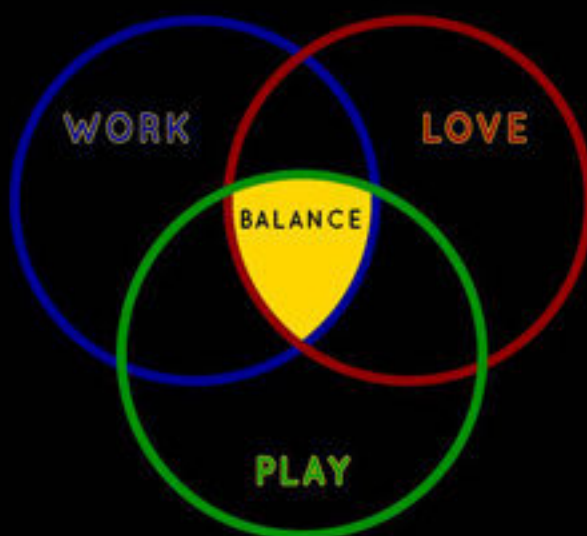
IN FACT,
YOU WOULDN'T
BE
BALANCED
IF YOU
WERE
ANYTHING
ELSE

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

THE RICHEST AND
FULLEST LIVES
ACHIEVE AN INNER
BALANCE BETWEEN
THREE REALMS:

WORK
LOVE
AND
PLAY



WORK
HARD,

BUT
NOT
TOO
HARD

LOVE
WITH ALL
YOUR HEART

BUT MAKE SURE
THOSE YOU LOVE
ARE WORTHY OF IT

PLAY
HARD

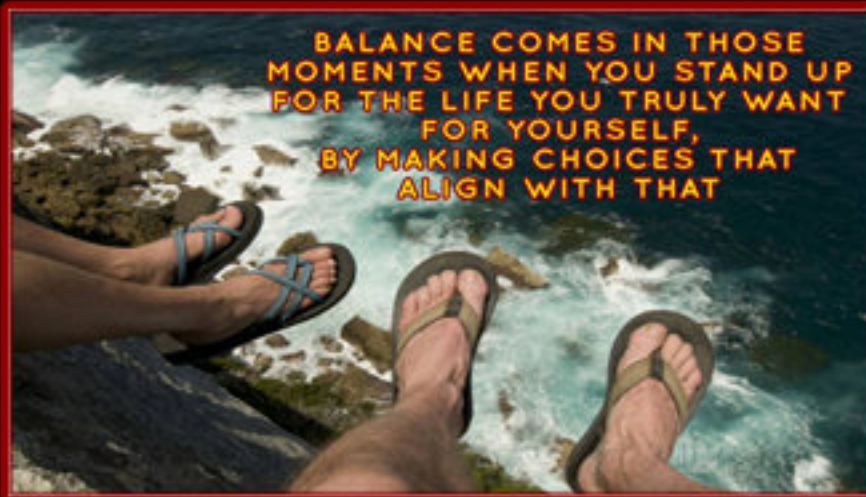
BUT DON'T PLAY
ALL
DAY
EVERY
DAY

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

Be aware of wonder.
Live a balanced life –
learn some and think some
and draw and paint and
sing and dance and play
and work every day some.

– Robert Fulghum –



THERE'S A PRICE TO BE
PAID IF YOU WANT
TO ACHIEVE YOUR
MAXIMUM POTENTIAL

There are no shortcuts
There are no discounts

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

BENEFIT #15



A WORLD WHERE
OUR EXCESSES
ARE APPROPRIATELY
CURBED
AND OUR DEFICIENCIES
ARE APPROPRIATELY
ADDRESSED

WE CAN CREATE A WORLD WITHOUT EXCESS OR LACK

By incorporating Law #15 - The Supreme Law of Balance into our lives, we will be creating a society where our excesses are appropriately curbed and our deficiencies are appropriately addressed, thus creating a balanced and sustainable society.

GOOD ENOUGH
MAY BE
GOOD ENOUGH

BUT

EXCELLENT IS
SO MUCH
BETTER

I CHALLENGE YOU
TO BE EXCELLENT

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

WHAT ARE SOME MAJOR EXCESSES
IN YOUR LIFE YOU SHOULD CONSIDER DECREASING ?

WHAT ARE SOME WAYS YOU CAN
DECREASE THOSE EXCESSES ?

THE WAY OF EXCELLENCE

15 - CREATING A BALANCED LIFE (CONTINUED)

WHAT ARE SOME MAJOR DEFICIENCIES
IN YOUR LIFE YOU SHOULD CONSIDER INCREASING ?

WHAT ARE SOME WAYS YOU CAN
INCREASE THOSE DEFICIENCIES ?

THE WAY OF EXCELLENCE

THE 4 FACTORS

THE FIRST 15 CONCEPTS
ARE ALL FANTASTIC AND I HOPE
YOU TAKE THEM ALL TO HEART

BUT, THEY WON'T MEAN A THING
UNLESS YOU ALSO TAKE
THE NEXT 4 CONCEPTS TO HEART

THE 4 FACTORS OF THE WAY OF EXCELLENCE

CONCEPT #16 - WILLINGNESS

CONCEPT #17 - BELIEF

CONCEPT #18 - DISCIPLINE

CONCEPT #19 - COMMITMENT

LET'S MOVE ON TO CONCEPT #16 >>>>>>>>>>

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|----------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | ✓ 12 - ACT WITH INTEGRITY |
| ✓ 3 - START FORGIVING | ✓ 13 - SELF RESPECT & OTHERS |
| ✓ 4 - EMBRACING CHANGE | ✓ 14 - LEARNING TO THINK WIN-WIN |
| ✓ 5 - POSITIVE FOCUS | ✓ 15 - TO CREATE A BALANCED LIFE |
| ✓ 6 - CHANGING PERSPECTIVE | |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | |
| ✓ 8 - LEARNING TO GIVE FIRST | |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | |
| ✓ 10 - TAKING CONSISTENT ACTION | |

IT'S TIME TO TALK ABOUT THE FIRST
OF THE 4 FACTORS OF THE WAY OF EXCELLENCE

WILLINGNESS TO DO WHAT IT TAKES

WILLINGNESS
IS BEING OPEN
TO CHANGE

OPEN

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

UNTIL #16



PERMANENT
WILLINGNESS



EXCELLENT
CHANGE



MAXIMUM POTENTIAL

Until we are willing to permanently change in a manner that is consistent with the Concepts of Excellence, we will never achieve our maximum potential and evolve as a species.

I USED TO THINK THE 3 MOST IMPORTANT
WORDS IN THE ENGLISH LANGUAGE
WERE - I LOVE YOU



I WAS WRONG

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

THESE ARE THE
3 MOST IMPORTANT WORDS
IN THE ENGLISH LANGUAGE

ARE
YOU
WILLING
?

IF YOU'RE NOT
WILLING, NOTHING
ELSE MATTERS

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

ALL TOO OFTEN, PEOPLE HAVE TO
LEARN ABOUT WILLINGNESS
THE HARD WAY

THEY HAVE TO EXPERIENCE
THE PAIN FROM ALL THE PROBLEMS
THAT RESULT FROM NOT BEING WILLING

AS A RESULT OF THIS PAIN,
THEY OFTEN DEVELOP FEELINGS
OF NEGATIVITY TOWARD THEMSELVES

THEY MAY FEEL THINGS LIKE
DISGUST WITH THEMSELVES,
CONTEMPT FOR THEMSELVES,
AND LOTS OF SELF-DOUBT

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

IF YOU WANT TO CHANGE YOUR LIFE,
HERE IS ONE THING THAT IS
ABSOLUTELY REQUIRED

WILLINGNESS

LET'S APPLY SOME SIMPLE LOGIC

- 1 Unless you're 100% happy with your current situation, something is going to have to change
- 2 If none of your actions change, then nothing is going to change in your life
- 3 If only some of your actions change, then only some things are going to change in your life
- 4 If the changes you make are only temporary, your results will only be temporary
- 5 If the changes you make are permanent, then the results you get will be permanent

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

3 QUESTIONS FOR YOU

DO YOU WANT THINGS TO CHANGE ?
IF SO, HOW ?

ARE YOU WILLING TO MAKE CHANGES ?
IF SO, HOW ?

ARE YOU WILLING TO MAKE PERMANENT
CHANGES, OR ONLY TEMPORARY ONES?

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

LAW #16

TEMPORARY
CHANGES



TEMPORARY
RESULTS

PERMANENT
CHANGES



PERMANENT
RESULTS

PERMANENT CHANGE REQUIRES PERMANENT WILLINGNESS TO CHANGE

If one wants to see permanent, positive changes in one's life, then one must be willing to make permanent, positive changes in their life. Lasting, positive change will not happen if there is a lack of willingness to do what it takes, for however long it takes.

**Your WILLINGNESS to look
deep inside yourself
and then make the appropriate
PERMANENT changes
is the key to
YOUR personal excellence**

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

THE ISSUE IS PERMANENCE

Permanence, perseverance
and persistence,
in spite of all obstacles,
discouragements,
and impossibilities.

It is this, that in all things,
distinguishes the
strong soul from the weak.

Thomas Carlyle

THE WAY OF EXCELLENCE

16 - THE WILLINGNESS FACTOR (CONTINUED)

BENEFIT #16



A WORLD
THAT HAS
PERMANENTLY
CHANGED
FOR THE BETTER
AND THAT WILL
CONTINUE TO
PERMANENTLY CHANGE
FOR THE BETTER

By incorporating Law #16 - The Law of Willingness into our lives,
we will be creating a society that has permanently changed
for the better and will continue to permanently change for the better.

WHAT MIGHT WE BE ABLE TO DO TO HELP OTHERS
INCREASE THEIR WILLINGNESS TO PERMANENTLY CHANGE?

LET'S MOVE ON TO CONCEPT #17 >>>>>>>>>>

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|----------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
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| ✓ 5 - POSITIVE FOCUS | ✓ 15 - TO CREATE A BALANCED LIFE |
| ✓ 6 - CHANGING PERSPECTIVE | ✓ 16 - BE WILLING TO CHANGE |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | |
| ✓ 8 - LEARNING TO GIVE FIRST | |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | |
| ✓ 10 - TAKING CONSISTENT ACTION | |

IT'S TIME TO TALK ABOUT THE SECOND
OF THE 4 FACTORS OF THE WAY OF EXCELLENCE
BELIEF THAT CHANGE IS POSSIBLE

BELIEF IS

Confidence in your talents, abilities and ideas

Faith in your talents, abilities and ideas

Trust in your talents, abilities and ideas



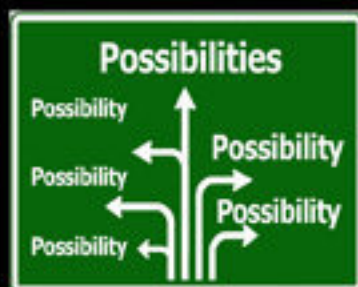
THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

UNTIL #17



FIRM, STEADFAST
CONFIDENT BELIEF



REALIZATION OF
THE VAST POSSIBILITIES



MAXIMUM POTENTIAL

Until we believe that which we want is truly possible, we will never achieve our maximum potential and evolve as a species.



IF YOU WANT TO CHANGE YOUR LIFE,
HERE IS ANOTHER THING THAT IS
ABSOLUTELY REQUIRED

BELIEF

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)



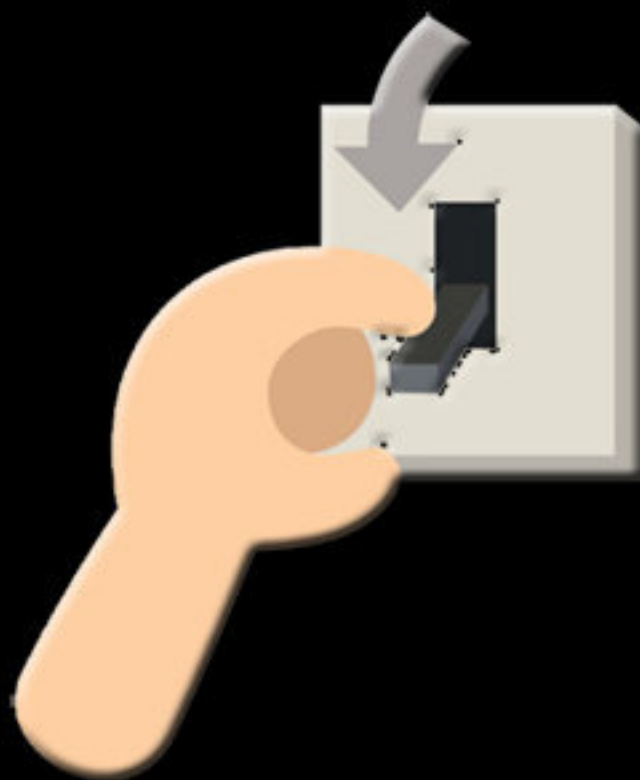
WHEN YOU START TO BELIEVE IN YOURSELF,
WHEN YOU START TO BELIEVE IN OTHERS,
WHEN YOU START TO BELIEVE THAT
INCREDIBLE THINGS ARE POSSIBLE,

YOU GAIN MOMENTUM

**GOOD THINGS
START TO HAPPEN
EVERYWHERE**

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)



WHEN YOU **DON'T** BELIEVE IN YOURSELF,
WHEN YOU **DON'T** BELIEVE IN OTHERS,
WHEN YOU **DON'T** BELIEVE THAT
INCREDIBLE THINGS ARE POSSIBLE,

**YOU ARE
SHUTTING DOWN
YOUR POWER**

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

LIMITING BELIEFS

A LIMITING BELIEF IS

A state of mind or belief about yourself that restricts you in some way

Limiting beliefs can keep you in a negative state of mind

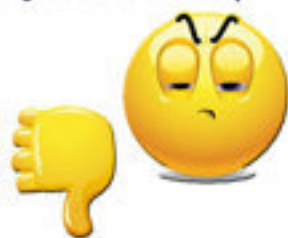


NEGATIVE SELF-TALK

NEGATIVE SELF TALK IS

A stressful and often habitual form of self-criticism

These thoughts are where we put ourselves down instead of picking ourselves up



THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

**EVERYONE HAS NEGATIVE THOUGHTS,
FROM TIME TO TIME,
ESPECIALLY ABOUT THEMSELVES**

**DON'T BEAT YOURSELF
UP OVER THAT**



THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

DO YOU SAY THINGS LIKE:

I'LL NEVER UNDERSTAND THAT ASSIGNMENT

I'LL NEVER GET THAT RECIPE RIGHT

I CAN'T DO IT

I'LL NEVER BE ABLE TO DO IT

I'M A FAILURE

?

THESE KINDS OF THOUGHTS AREN'T
NECESSARILY BAD,

IF THEY PUSH YOU TO IMPROVE

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

THE PROBLEM OCCURS
WHEN WE START TO THINK THESE
KINDS OF THOUGHTS

OVER AND OVER

DAY AFTER DAY
MONTH AFTER MONTH
YEAR AFTER YEAR

Too many
negative thoughts
make us feel bad
about
ourselves



So that winds up
making us
feel bad,
so we feel
even more
negative
thoughts
about ourselves

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

**YOUR MINDSET IS A
VERY IMPORTANT PART
OF THE EQUATION**

**YOUR MINDSET IS
WHAT YOU BELIEVE
ABOUT YOURSELF**

**DO YOU HAVE
A GROWTH MINDSET
OR A FIXED MINDSET**



THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

GROWTH MINDSET

LOVES CHALLENGES

LEARNS FROM
FEEDBACK AND
CRITICISM

TALENT AND
INTELLIGENCE CAN BE
DEVELOPED

MORE EFFORT
KEEPS TRYING
AND NEVER GIVES UP

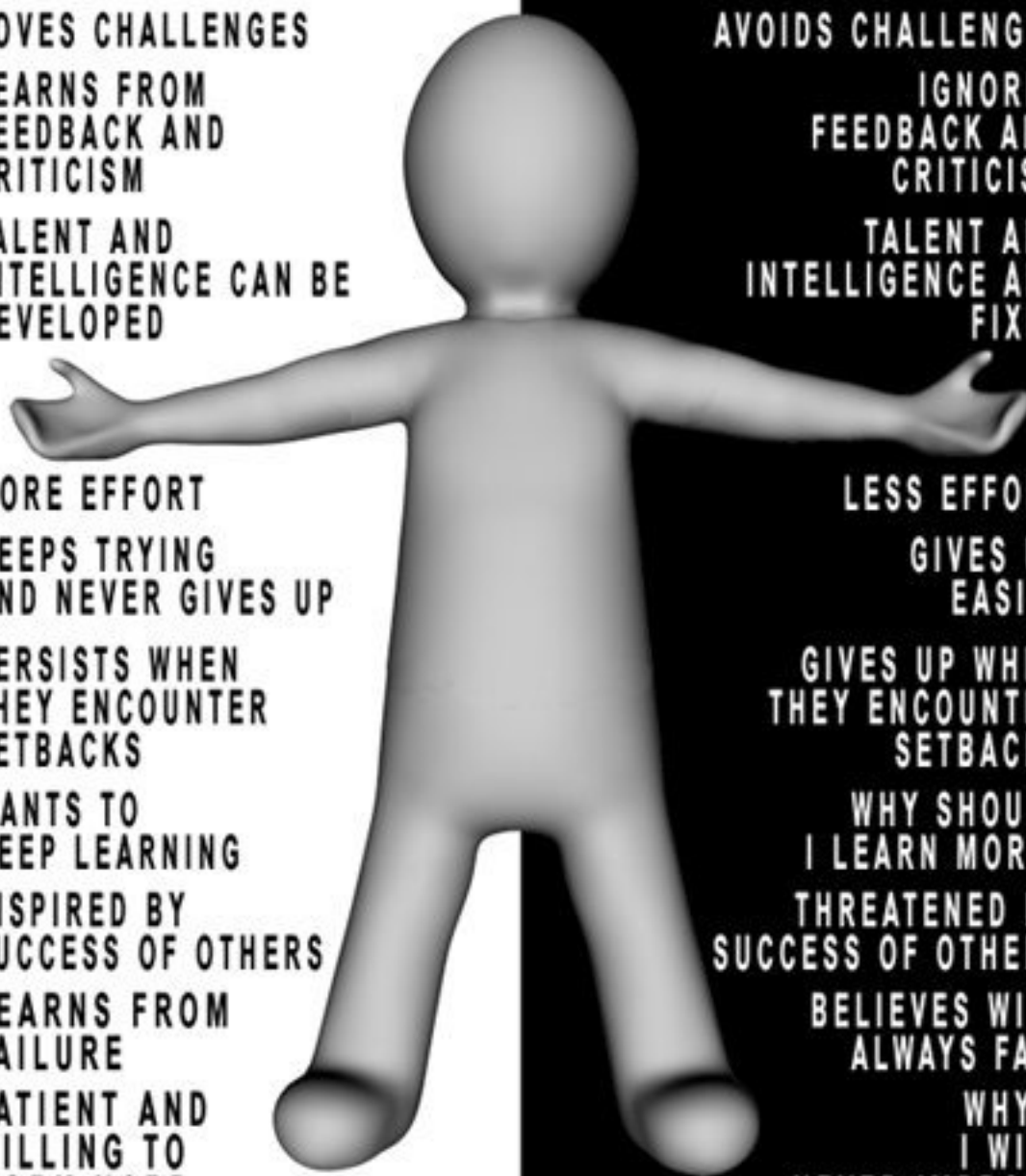
PERSISTS WHEN
THEY ENCOUNTER
SETBACKS

WANTS TO
KEEP LEARNING

INSPIRED BY
SUCCESS OF OTHERS

LEARNS FROM
FAILURE

PATIENT AND
WILLING TO
WORK HARD



FIXED MINDSET

AVOIDS CHALLENGES

IGNORES
FEEDBACK AND
CRITICISM

TALENT AND
INTELLIGENCE ARE
FIXED

LESS EFFORT
GIVES UP
EASILY

GIVES UP WHEN
THEY ENCOUNTER
SETBACKS

WHY SHOULD
I LEARN MORE?

THREATENED BY
SUCCESS OF OTHERS

BELIEVES WILL
ALWAYS FAIL

WHY ?
I WILL
NEVER IMPROVE

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

SO WHAT KIND OF A MINDSET
DO YOU THINK YOU HAVE ?

GROWTH

FIXED

NOT SURE



IF YOU HAVE A GROWTH MINDSET
ALREADY, THAT'S FANTASTIC

**IF YOU DON'T,
DON'T WORRY ABOUT IT,
BECAUSE YOUR MINDSET
CAN CHANGE AND
THE WAY OF EXCELLENCE
HAS ALREADY STARTED
HELPING YOU CHANGE IT**

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

LET'S GO BACK TO LAW #5 FOR A MINUTE

Whatever we focus our attention on expands in our lives.

If one focuses on positives, then positives will occur in their life.

If one focuses on negatives, then negatives will occur in one's life.

Consequently, the ability to positively focus on the most important task at hand is the key to success.

**IT'S ALL ABOUT
WHAT YOU CHOOSE
TO FOCUS ON**

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

**IT'S ALL ABOUT
WHAT YOU CHOOSE
TO BELIEVE IN**

**IF YOU THINK
YOU CAN
OR YOU THINK
YOU CAN'T,
EITHER WAY,
YOU'RE RIGHT**

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

START USING THE WORD CAN
STOP USING THE WORD CAN'T

START FOCUSING ON THE POSITIVE
STOP FOCUSING ON THE NEGATIVE

START FOCUSING ON THE GOOD
STOP FOCUSING ON THE BAD

ENGAGE IN POSITIVE SELF-TALK
STOP WITH THE NEGATIVE SELF-TALK

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)



START PAYING ATTENTION
TO YOUR THOUGHTS

START PAYING ATTENTION
TO WHAT YOU'RE TELLING YOURSELF

ARE YOU BEING
POSITIVE OR NEGATIVE ?



THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

IF YOU FIND YOURSELF
BEING NEGATIVE,
FALL BACK ON OUR OLD FRIEND,
THE STOP METHOD
TO GATHER YOUR THOUGHTS
AND START OVER



JUST STOP



REMEMBER TO

STOP

THINK (for a set period of time)

OBSERVE

AND THEN PROCEED

(set a reasonable time
limit for your thinking
in order to prevent
yourself from
over-thinking)

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)



**CONSTANTLY ENGAGING
IN NEGATIVE SELF-TALK
OFTEN LEADS TO ANOTHER CONDITION
KNOWN AS LEARNED HELPLESSNESS**

LEARNED HELPLESSNESS IS

A state of mind where a person has a sense of powerlessness, arising from either a past event or simply from a persistent failure to succeed

Negative self-talk is one of the key causes of learned helplessness



THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)



OBSERVATION

ALONG THE WAY, YOU'RE PROBABLY GOING TO HAVE DOUBTS. THAT'S NORMAL AND TO BE EXPECTED.

**YOU HAVE TO IGNORE YOUR DOUBTS.
YOU HAVE TO PUSH THROUGH YOUR DOUBTS.
YOU HAVE TO TAKE A LEAP OF FAITH.**

YOU HAVE TO PUSH YOURSELF TO THE LIMITS OF YOUR BELIEFS.

GUESS WHAT WILL HAPPEN WHEN YOU DO THAT?



**YOU WILL BREAK THROUGH
YOUR
SELF-IMPOSED BARRIERS
AND
MOVE PAST THE LIMITS
OF YOUR DOUBTS**

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

YOU WILL LEARN THAT
NOT ONLY CAN YOU DO WHAT
YOU THOUGHT YOU COULDN'T DO,
BUT YOU CAN DO MORE

PUSH YOURSELF TO THE EDGE
OF YOUR LIMITS
THAT'S HOW YOU GROW

I BELIEVE YOU ARE MORE CAPABLE THAN YOU IMAGINE
I BELIEVE OUR WORLD IS MORE CAPABLE THAN WE IMAGINE
ALL THIS WILL HAPPEN,
IF WE FOLLOW THE WAY OF EXCELLENCE

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

LAW #17



MORE
BELIEF



GREATER LIKELIHOOD
OF SUCCESS

LESS
BELIEF



LESSER LIKELIHOOD
OF SUCCESS

Belief is key. If you truly believe you can do a thing, you are more likely to actually do that thing. If you believe you cannot do a thing, chances are you never will.

Believe

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR (CONTINUED)

BENEFIT #17



A WORLD
WHERE
MANY MORE
THINGS ARE
POSSIBLE
AND THAT
EMPOWERS ALL
FOR THE
BENEFIT OF ALL

By incorporating Law #17 - The Law of Belief into our lives, we will be creating a society where so many more things are possible, thus empowering all for the benefit of all.

EMPOWER YOURSELF WITH NEW BELIEFS

THE WAY OF EXCELLENCE

17 - THE BELIEF FACTOR

(CONTINUED)

ONE SMALL POSITIVE THOUGHT IN THE MORNING
CAN CHANGE YOUR WHOLE DAY. HERE'S SOME
SUGGESTED THOUGHTS YOU MIGHT WANT TO CONSIDER.

I AM SUCCESSFUL

I AM CONFIDENT

I AM POWERFUL

I AM STRONG

I AM GETTING BETTER EVERY DAY

ALL I NEED IS WITHIN ME RIGHT NOW

I WAKE UP MOTIVATED

I AM AN UNSTOPPABLE FORCE OF NATURE

I AM HAVING A POSITIVE AND INSPIRING IMPACT ON OTHERS

I AM GRATEFUL FOR EVERYTHING I HAVE IN MY LIFE

I AM TURNING DOWN THE VOLUME OF NEGATIVITY IN MY LIFE

I AM TURNING UP THE VOLUME OF POSITIVITY IN MY LIFE

I AM FILLED WITH FOCUS

I AM NOT PUSHED BY MY PROBLEMS - I AM LEAD BY MY DREAMS

I CAN BE WHATEVER I CHOOSE TO BE

I CHOOSE TO BE EXCELLENT

TODAY IS A PHENOMENAL DAY

I'VE GOT THIS
THIS IS MY TIME

LET'S MOVE ON TO CONCEPT #18 >>>>>>>>>>

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|-------------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | ✓ 12 - ACT WITH INTEGRITY |
| ✓ 3 - START FORGIVING | ✓ 13 - SELF RESPECT & OTHERS |
| ✓ 4 - EMBRACING CHANGE | ✓ 14 - LEARNING TO THINK WIN-WIN |
| ✓ 5 - POSITIVE FOCUS | ✓ 15 - TO CREATE A BALANCED LIFE |
| ✓ 6 - CHANGING PERSPECTIVE | ✓ 16 - BE WILLING TO CHANGE |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | ✓ 17 - BELIEVING CHANGE IS POSSIBLE |
| ✓ 8 - LEARNING TO GIVE FIRST | _____ |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | _____ |
| ✓ 10 - TAKING CONSISTENT ACTION | _____ |

IT'S TIME TO TALK ABOUT THE THIRD OF THE 4 FACTORS OF THE WAY OF EXCELLENCE SELF-DISCIPLINE

DISCIPLINE IS

Control gained by enforcing order

Orderly or prescribed Conduct or Pattern of behavior

Self-control



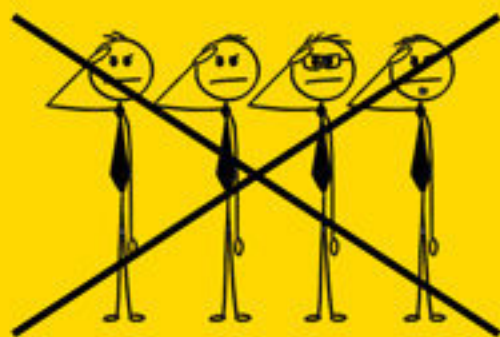
THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

DISCIPLINE IS NOT

Obedience - I'm not asking you to obey me

Punishment - I'm not going to punish you



DISCIPLINE IS ABOUT

Establishing self-imposed order in your life

Establishing a self-imposed pattern of behavior in your life

Establishing a self-imposed control in your life



THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

UNTIL #18



A DISCIPLINED
WELL THOUGHT-OUT
PLAN



EXERCISE
OF THAT PLAN



MAXIMUM POTENTIAL

Until we develop the discipline required for the task at hand,
and exercise that discipline, we will never achieve our
maximum potential and evolve as a species.

SOME PEOPLE THRIVE ON CHAOS

WHEN THINGS GET CRAZY, THEY GET THINGS DONE

**SUCH ENVIRONMENTS CAN SOMETIMES
LEAD TO INSPIRATION AND INNOVATION**

**BUT ALL TOO OFTEN, IT JUST LEAVES
A CRAZY, STRESSFUL MESS**

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

OTHER PEOPLE THRIVE ON ORDER



THEY LOVE ORDER



ORDER DRIVEN ENVIRONMENTS
TEND TO HAVE FEWER UPS AND DOWNS,
FEWER STOPS AND STARTS,
THAN CHAOS DRIVEN ENVIRONMENTS



LESS
OF
THESE



SUCH ENVIRONMENTS LEAD TO
SMALL BITS OF INCREMENTAL GROWTH
THAT CAN GROW INTO
SOMETHING QUITE LARGE OVER TIME

INCREMENTAL
CHANGES
ADD UP
OVER TIME



THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

WHICH ONE IS BETTER?

I BELIEVE AN ORDERLY ENVIRONMENT,
THAT FOSTERS CONSTANT AND
NEVER-ENDING IMPROVEMENT, IS BEST

BUT

I WILL BE THE FIRST TO ADMIT THAT A LITTLE
CHAOS CAN SOMETIMES BE BENEFICIAL,
FROM TIME TO TIME

ULTIMATELY, IT'S NOT A QUESTION OF
WHICH TYPE OF ENVIRONMENT IS BEST

IT'S A QUESTION OF HOW CAN WE TAKE YOUR
CURRENT ENVIRONMENT AND MAKE IT BETTER ?

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)



OBSERVATION

EVERYONE WANTS ORDER

EVERYONE

BUT NOT EVERYONE
KNOWS HOW TO CREATE IT
OR TO IMPROVE IT

DISCIPLINE IS THE ANSWER

LET'S APPLY CONCEPT 6 - PERSPECTIVE

**BEING DISCIPLINED IS A PRIVILEGE
AND NOT AN OBLIGATION**

**MOST PEOPLE WANT TO AVOID PAIN,
AND DISCIPLINE IS USUALLY PAINFUL**

JOHN C. MAXWELL

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

YOUR HARD WORK IS JUST A **SHORT-TERM TRADEOFF** FOR THE **LONG-TERM BENEFITS** YOU WILL REAP FROM DISCIPLINE
(APPLYING CONCEPT #2)

IF YOU THINK OF THE HARD WORK REQUIRED AS DRUDGERY OR PUNISHMENT, IT LEADS TO MISERY



THIS IS WHERE YOU GET TO **CHANGE YOUR MINDSET**

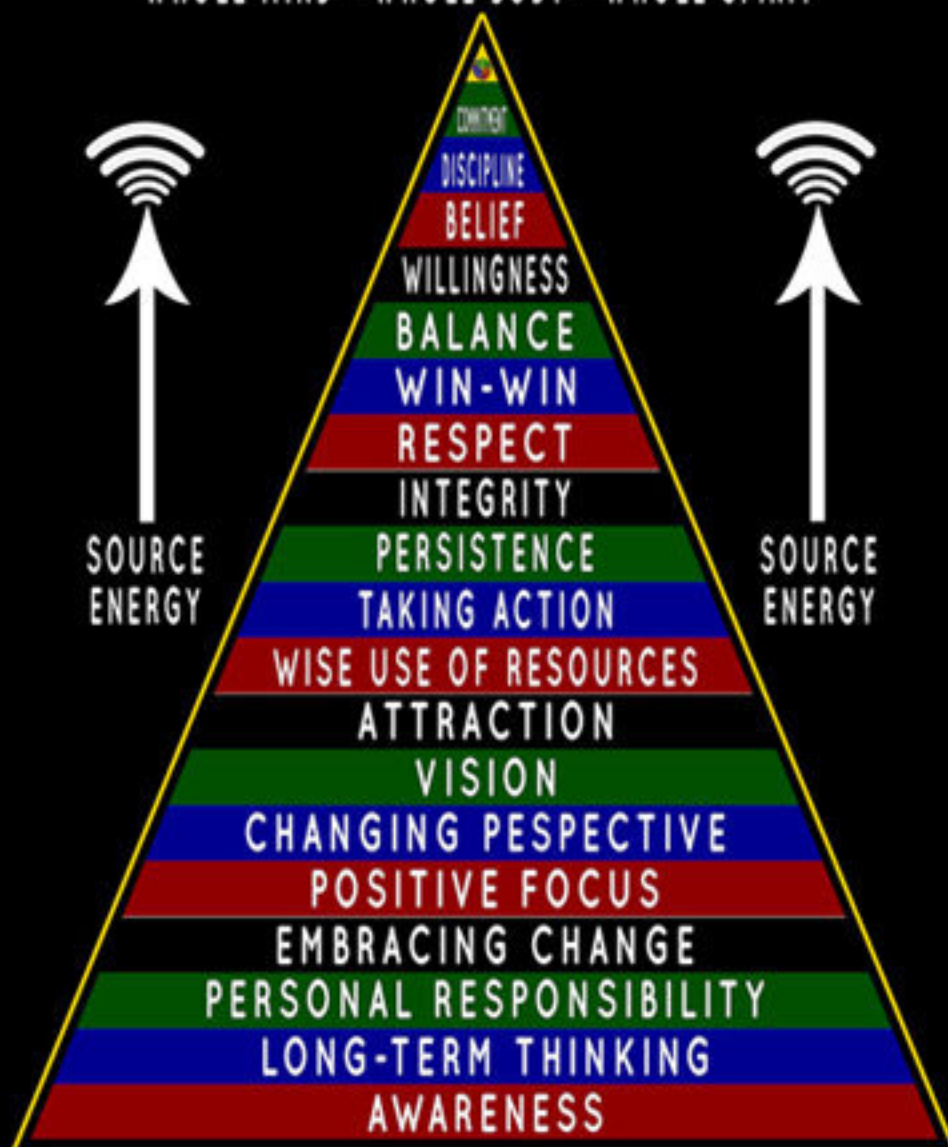
THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

DISCIPLINE BENEFITS FROM STRUCTURE

THE WAY OF EXCELLENCE SYSTEM
IS THAT STRUCTURE

WHOLE MIND - WHOLE BODY - WHOLE SPIRIT



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THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

THE SYSTEM BREAKS DOWN
COMPLICATED CONCEPTS
INTO **BITE-SIZED PIECES**
THAT ARE EASIER TO DIGEST



LIFE CAN BE SIMPLE
DON'T MAKE IT COMPLICATED



THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

LAW #18



REQUIRES

改 KAI=Change
善 ZEN=Good
改善 KAIZEN
(Continual Improvement)

**DEVELOP A POSITIVE REGIMEN & STICK TO IT
TO GET THINGS DONE**

BEING DISCIPLINED & STICKING TO IT IS A PRIVILEGE

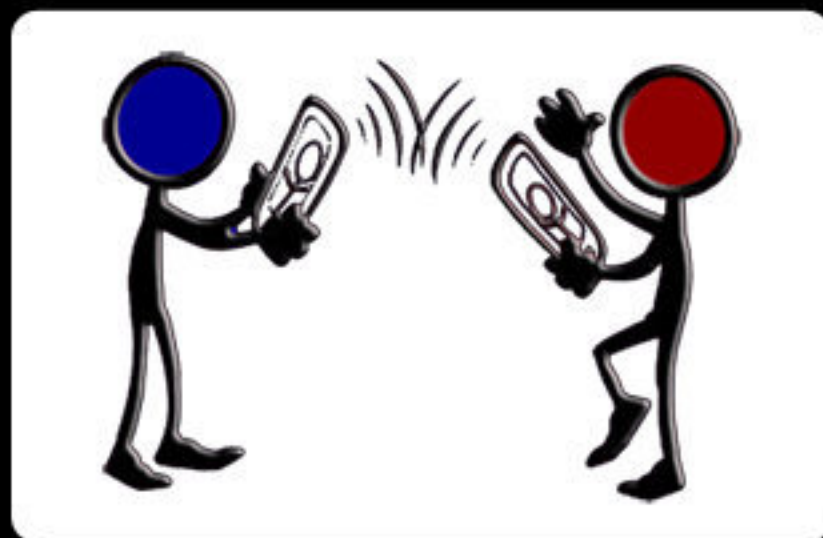
The achievement of excellence requires constant and never-ending improvement. This requires one to develop a disciplined regimen that constantly develops and improves their mind, body and spirit and to stick to that regimen.

Discipline is not something you have to do; it is something you get to do.
Disciplined people get things done.

**EMBRACING ORDER
IS THE WAY TO GO**

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)



NO TWO PEOPLE ARE ALIKE

WHAT WORKS FOR ONE PERSON
MIGHT NOT WORK FOR ANOTHER

**IT'S UP TO YOU TO USE THE SYSTEM
TO CUSTOMIZE YOUR OWN DAILY ROUTINE**

IF YOU WILL PUT FORTH THE TIME AND EFFORT
TO DO THAT, THE SYSTEM WILL ALLOW YOU
TO DO MORE THAN YOU EVER IMAGINED

**BUT REMEMBER, YOU DON'T NEED TO DO THESE THINGS
YOU GET TO DO THESE THINGS
IT'S YOUR PRIVILEGE TO DO SO**

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

To enjoy good health, to bring true happiness to one's family, to bring peace to all, one must first discipline and control one's own mind. If a man can control his mind, he can find the way to Enlightenment, and all virtue and wisdom will come naturally to him.

Buddha

**THE SYSTEM WILL
HELP YOU GET IT DONE**

**BUT YOU HAVE TO BE WILLING
TO HELP YOURSELF**

SEE CONCEPT 16

**NO ONE ELSE CAN DO IT FOR YOU
AND NO ONE ELSE WILL**

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

BENEFIT #18



A WORLD
WHERE
PEOPLE TALK LESS
ABOUT WHAT
THEY SHOULD DO
AND
ACTUALLY
START DOING IT

By incorporating Law #18- The Law of Discipline into our lives,
we will be creating a society that stops talking about what can be done
and that actually starts getting it done.

TALK
→ LESS ←
DO
← MORE →

THE WAY OF EXCELLENCE

18 - THE DISCIPLINE FACTOR (CONTINUED)

REFER BACK TO PAGES 11 - 21 OF THIS BOOK
WHERE WE TALKED ABOUT
MOTIVATION, DISCIPLINE AND HABITS

WHICH HABITS CAN YOU ADOPT OR ELIMINATE,
RIGHT NOW,
TO BRING MORE DISCIPLINE TO YOUR LIFE
?

LET'S MOVE ON TO CONCEPT #19 >>>>>>>>>>

THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|-------------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
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| ✓ 6 - CHANGING PERSPECTIVE | ✓ 16 - BE WILLING TO CHANGE |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | ✓ 17 - BELIEVING CHANGE IS POSSIBLE |
| ✓ 8 - LEARNING TO GIVE FIRST | ✓ 18 - BECOME MORE DISCIPLINED |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | |
| ✓ 10 - TAKING CONSISTENT ACTION | |

IT'S TIME TO TALK ABOUT THE FOURTH OF THE 4 FACTORS OF THE WAY OF EXCELLENCE COMMITMENT

COMMITMENT IS

to bind or obligate, as by pledge or assurance
a pledge or promise
a promise to do, or to perform something



THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

UNTIL #19



=



MAXIMUM POTENTIAL

Until we go 100% all-in toward achieving that which we truly want, we will never achieve our maximum potential and evolve as a species.

BEING COMMITTED IS

being pledged, loyal or obligated to something or someone

being pledged, loyal or obligated to a cause or to a course of action

being willing to devote your time, energy or resources to someone, to a cause, or to a course of action



THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

MOST EVERYONE DESIRES
TO MAKE SOME CHANGES
**BUT DESIRE, BY ITSELF
WON'T GET THE JOB DONE**

YOU HAVE TO BE WILLING TO MAKE CHANGES
CONCEPT 16

YOU HAVE TO BELIEVE YOU CAN MAKE CHANGES
CONCEPT 17

YOU HAVE TO BECOME DISCIPLINED TO MAKE CHANGES
CONCEPT 18

YOU HAVE TO BECOME COMMITTED TO MAKING CHANGES
CONCEPT 19

LET'S APPLY CONCEPT 6 - PERSPECTIVE
**BECOMING COMMITTED IS A PRIVILEGE
AND NOT AN OBLIGATION**

YOU GET TO DO IT

THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

Desire is the key to motivation, but it's determination and commitment to an unrelenting pursuit of your goal - a commitment to excellence - that will enable you to attain the success you seek.

Mario Andretti

**YOU CAN WANT SOMETHING,
BUT UNLESS YOU'RE COMMITTED,
YOU'RE PROBABLY NOT GOING TO GET THERE**

THE MORE COMMITTED YOU ARE
THE GREATER YOUR CHANCES OF SUCCESS



THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

LAW #19



=



GREATEST LIKELIHOOD OF SUCCESS

The achievement of excellence requires a level of commitment where one goes 100% all-in toward the achievement of that which they truly want. Anything less than 100% will, at best, only get you part of the way there.

**BEING 100% COMMITTED TO A GOAL
IS ACTUALLY EASIER THAN
BEING LESS THAN 100% COMMITTED**

**WHEN YOU'RE 100% ALL IN,
IT CUTS OFF ALL OTHER ALTERNATIVES
AND ELIMINATES THE NEED
TO CONSTANTLY MAKE DECISIONS**

THE WAY OF EXCELLENCE

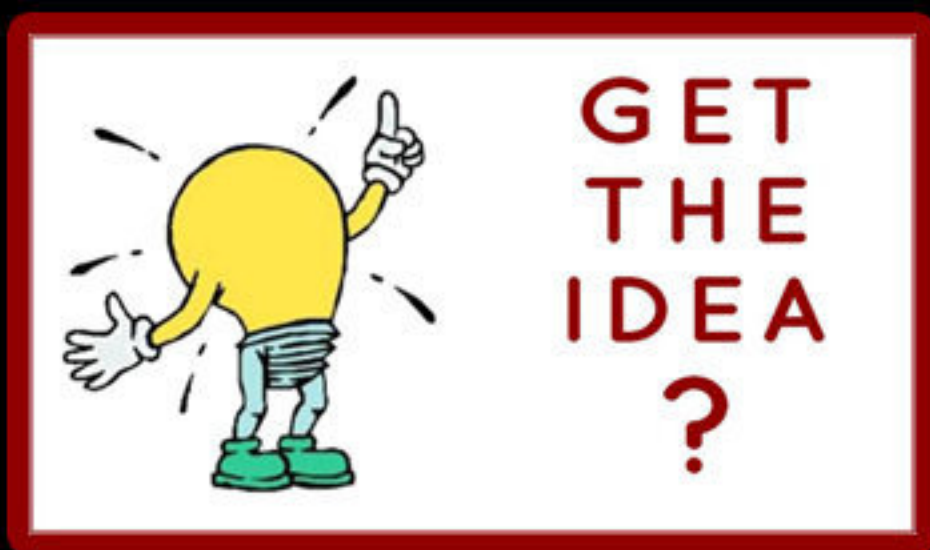
19 - THE COMMITMENT FACTOR (CONTINUED)

SHOULD I EXERCISE TODAY ?

WHEN YOU'RE 100% COMMITTED,
THE ANSWER IS ALWAYS YES

SHOULD I EAT THIS FOOD THAT'S BAD FOR ME?

WHEN YOU'RE 100% COMMITTED,
THE ANSWER IS ALWAYS NO



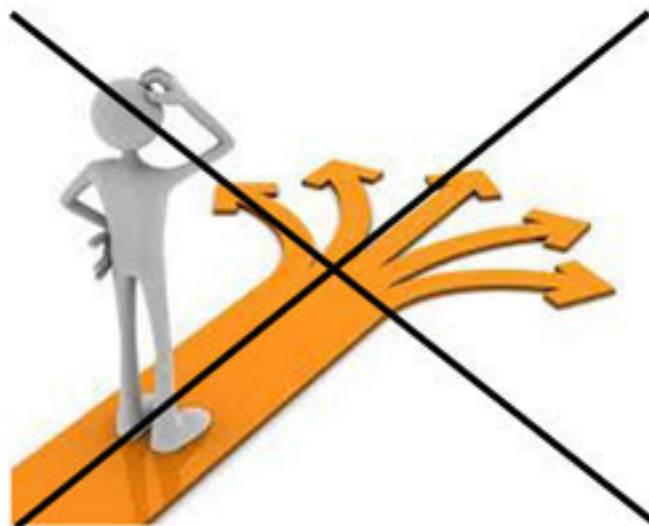
**WHEN YOU'RE DISCIPLINED,
NO MOTIVATION IS NECESSARY
NO WILLPOWER IS NECESSARY**

YOU ALREADY KNOW WHAT TO DO,
SO YOU JUST DO IT

THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

THERE ARE NO DECISIONS TO BE MADE



YOU
DECIDE
ONE
TIME

AND THAT'S IT

THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

THE THOUGHT OF BREAKING YOUR COMMITMENT
WILL NEVER CROSS YOUR MIND,
BECAUSE YOU'RE 100% COMMITTED

AT 100%, ONCE YOU'VE MADE A DECISION
YOU NEVER HAVE TO THINK ABOUT IT AGAIN

EVER

AT 100%,
EVERYTHING
BECOMES
NON-NEGOTIABLE
EVERYTHING

THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

**BEING 100% COMMITTED
TAKES AWAY ALL
THE DOUBT AND WORRY
ABOUT THE SITUATION**

**IF YOU'RE FEELING ANY RESISTANCE,
THAT SIMPLY MEANS YOU'RE NOT YET
100% COMMITTED**

**AT 100%,
YOUR RESISTANCE
FADES AWAY**



**GETTING FROM WHERE YOU ARE
TO WHERE YOU WANT TO BE TAKES TIME**

THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

TAKE YOUR TIME
SIT BACK
RELAX
ENJOY THE
BENEFITS OF
YOUR DECISION



THE WAY OF EXCELLENCE

19 - THE COMMITMENT FACTOR (CONTINUED)

BENEFIT #19



A WORLD
WHERE
THE
IMPOSSIBLE
BECOMES
POSSIBLE

By incorporating Law #19 - The Law of Commitment into our lives, we will be creating a society where everyone can and will achieve a level of excellence which was heretofore not possible.

**LIST 3 POSITIVE THINGS
YOU ARE GOING TO COMMIT TO, STARTING NOW**

LET'S MOVE ON TO CONCEPT #20 >>>>>>>>>>

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|-------------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
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| ✓ 3 - START FORGIVING | ✓ 13 - SELF RESPECT & OTHERS |
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| ✓ 8 - LEARNING TO GIVE FIRST | ✓ 18 - BECOME MORE DISCIPLINED |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | ✓ 19 - BECOME COMMITTED |
| ✓ 10 - TAKING CONSISTENT ACTION | |

IT'S TIME TO TALK WRAP IT ALL UP
AND TIE IT INTO A NICE, NEAT BOW

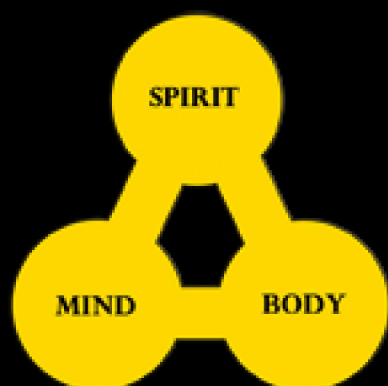
INTEGRATION OF ALL 20 CONCEPTS



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

UNTIL #20



WHEN ACTING AS AN
INTEGRATED WHOLE

=



MAXIMUM POTENTIAL

Until our minds, bodies and spirits work together as an integrated whole, we will never achieve our maximum potential and evolve as a species.

THEY ARE ALL CONNECTED

When your mind is functioning properly, it will benefit from your body and spirit.

When your body is functioning properly, it will benefit from your mind and your spirit.

When your spirit is functioning properly, it will benefit from your mind and your body.

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

MIND IS

the element, part, substance, or process that reasons, thinks, feels, wills, perceives, and judges
and

the totality of conscious and unconscious mental processes and activities going on inside you

YOUR MIND
IS THE PART OF YOU
THAT THINKS



YOUR MIND
IS THE PART OF YOU
THAT REASONS



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

BODY IS

the physical structure and substance that makes you who you are

Your feet, your legs, your torso, your arms, your hands and your head all make up your external body

Everything inside of you, such as your heart, lungs, liver and kidneys make up your internal body

**FOR PURPOSES
OF OUR DISCUSSION,
WHEN I TALK ABOUT
BODY, I MEAN BOTH
INTERIOR AND EXTERIOR**

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

SPIRIT IS

the principle of conscious life; the vital principle inside of you that animates your body and that mediates between your body and soul

**IT'S YOUR LIFE FORCE
IT'S YOUR SOUL**

**SOMETIMES
I WILL REFER
TO YOUR SPIRIT
AS YOUR SOUL**

**I USE THE TERMS
INTERCHANGEABLY**

SOUL IS

the principle of life, feeling, thought, and action inside of you

the part of you that is commonly held to be separate in existence from your body

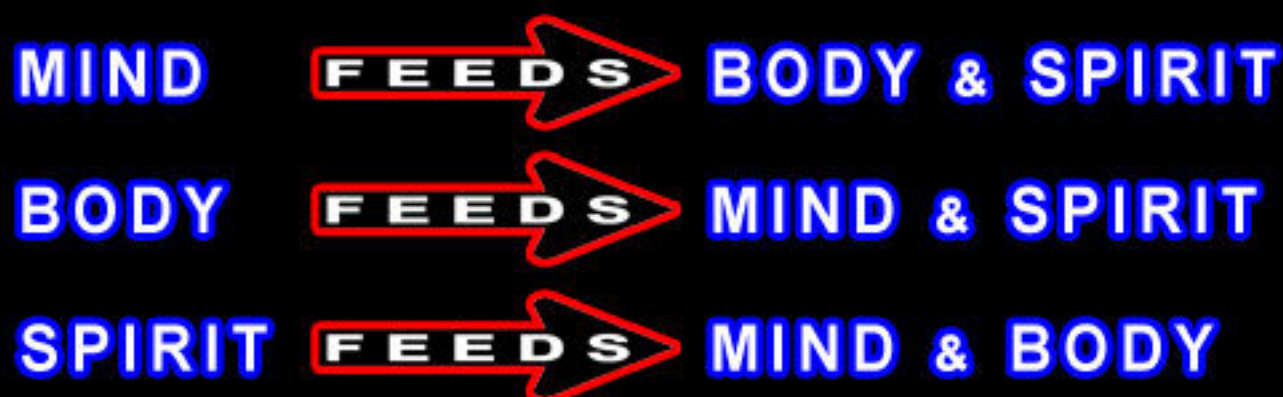
It is the intangible part of you, as distinct from your physical body.

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

LAW #20

OUR MINDS, BODIES & SPIRITS ARE PART OF OUR WHOLE
WE AS INDIVIDUALS ARE PART OF EVERYTHING



Our minds, bodies and spirits are but parts of the whole of our existence.
Likewise, we as individuals are but part of the whole of all existence.
Our mind feeds our body and our spirit. Our body feeds our mind and our spirit.
Our spirit feeds our mind and our body. No individual part can reach
its optimum level without the aid of the other parts.

LAW #20 FUNCTIONS ON TWO LEVELS

Not only does it contend that our mind, body and spirit are connected, that they are essentially one.

It also contends that we as individuals, are but individual parts of everything else. In short it contends that we as individuals are all connected with each other.

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

THE WAY OF EXCELLENCE LOGO



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

THIS IS THE STILLPOINT
WHERE YOU ARE EQUAL PARTS
MIND, BODY, AND SPIRIT



THE STILLPOINT
IS WHERE
YOU WANT TO BE



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)



THIS IS BECAUSE
BOTH THE
BODY AND SPIRIT
FEED THE MIND

RED - MIND

THE YIN YANG INSIDE
THE MIND IS
EQUAL PARTS
BODY AND SPIRIT

THE WAY OF EXCELLENCE

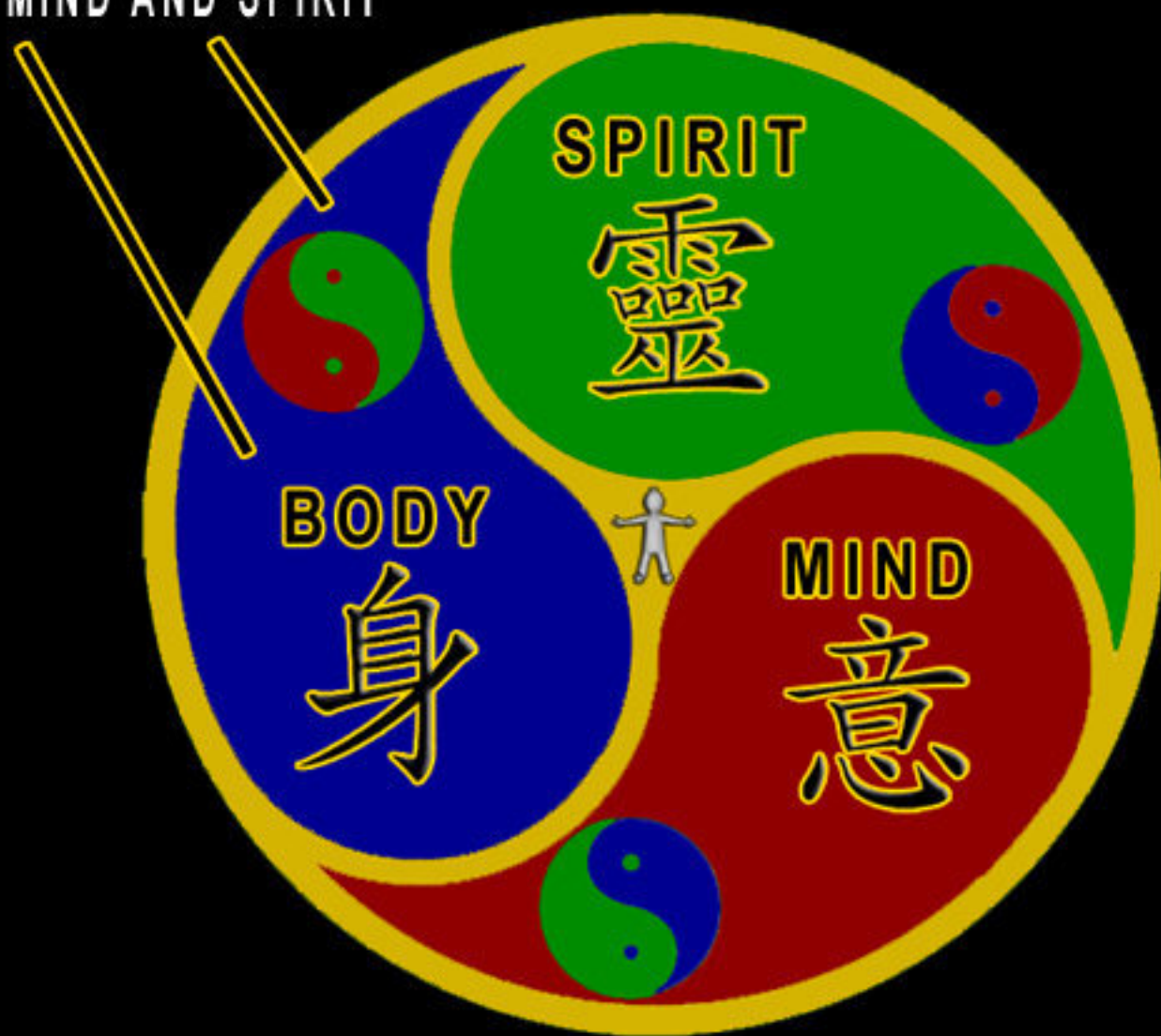
20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

BLUE - BODY

THE YIN YANG INSIDE
THE BODY IS
EQUAL PARTS
MIND AND SPIRIT



THIS IS BECAUSE
BOTH THE
MIND AND SPIRIT
FEED THE BODY



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

THIS IS BECAUSE
BOTH THE
MIND AND BODY
FEED THE SPIRIT

GREEN - SPIRIT

THE YIN YANG INSIDE
THE SPIRIT IS
EQUAL PARTS
MIND AND BODY



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

5 KEY POINTS

Your mind affects your body and your spirit

Your body affects your mind and your spirit

Your spirit affects your mind and your body

If you want to balance your entire being:

balance your mind with your body and spirit

balance your body with your mind and spirit

balance your spirit with your mind and body

Once done, the result will be a balanced whole
that functions on an excellent level

SO HOW DO WE BRING ALL THESE PARTS INTO BALANCE ? WE USE LAW #15 - BALANCE

A balanced system is a productive system.

One creates balance by increasing that which is deficient and decreasing that which is excessive.

Any system that is out of balance will not reach its maximum level of productivity.

15

THE WAY OF EXCELLENCE

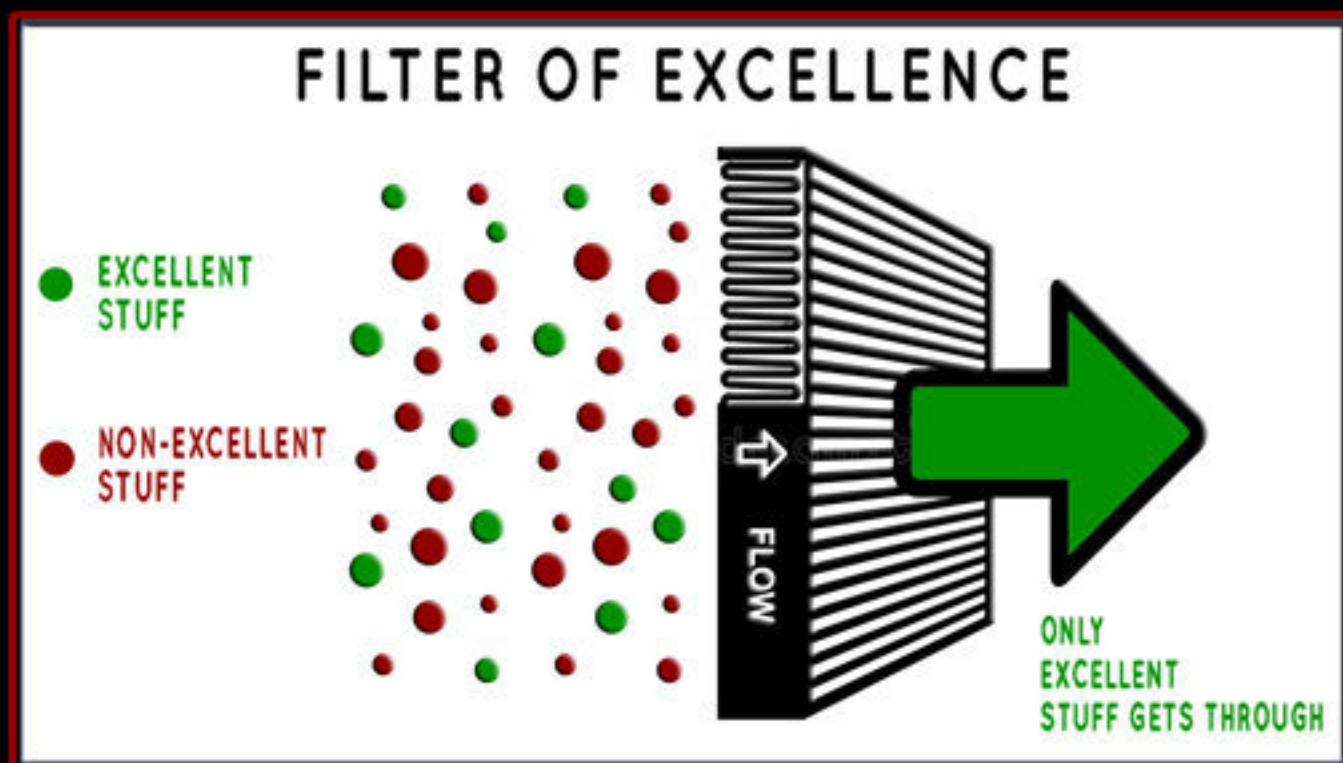
20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

IF YOU HAVE TOO LITTLE OF SOMETHING, INCREASE IT
IF YOU HAVE TOO MUCH OF SOMETHING, DECREASE IT



LET'S MAKE IT EVEN SIMPLER

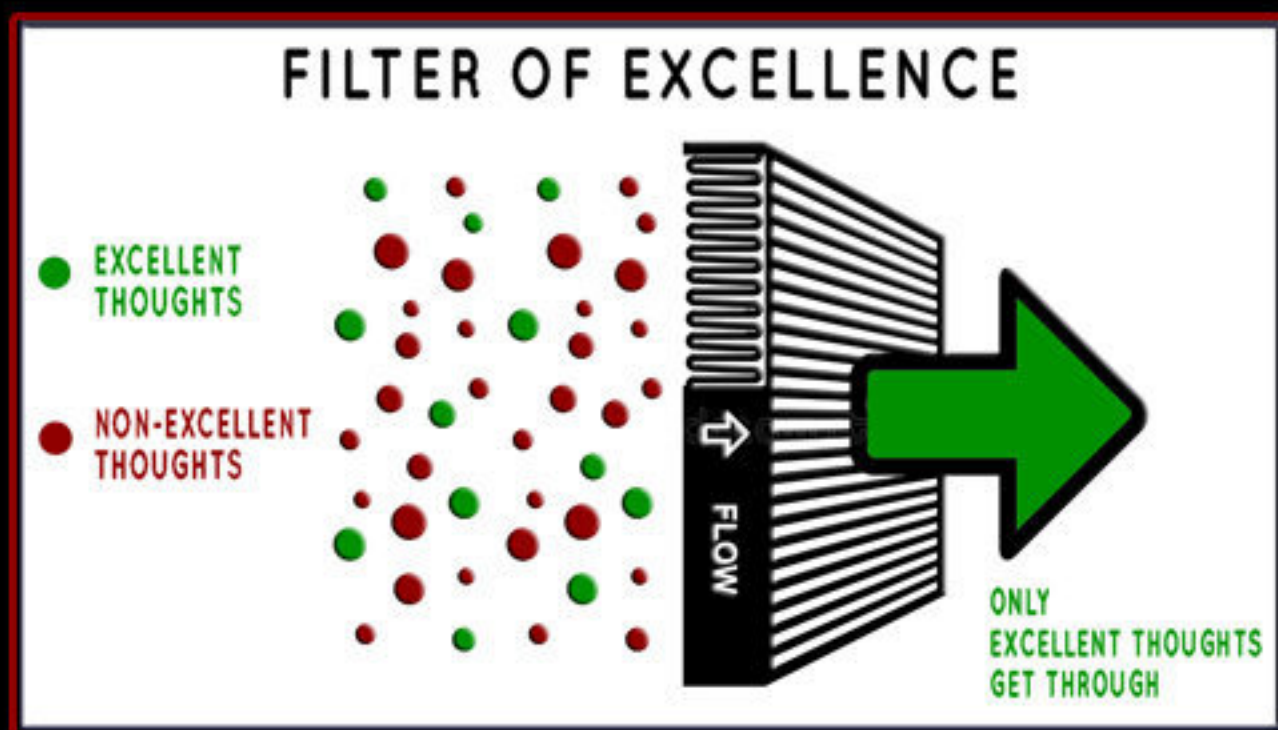
SET UP AND MAINTAIN A FILTER OF EXCELLENCE



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

USE IT TO FILTER YOUR MIND

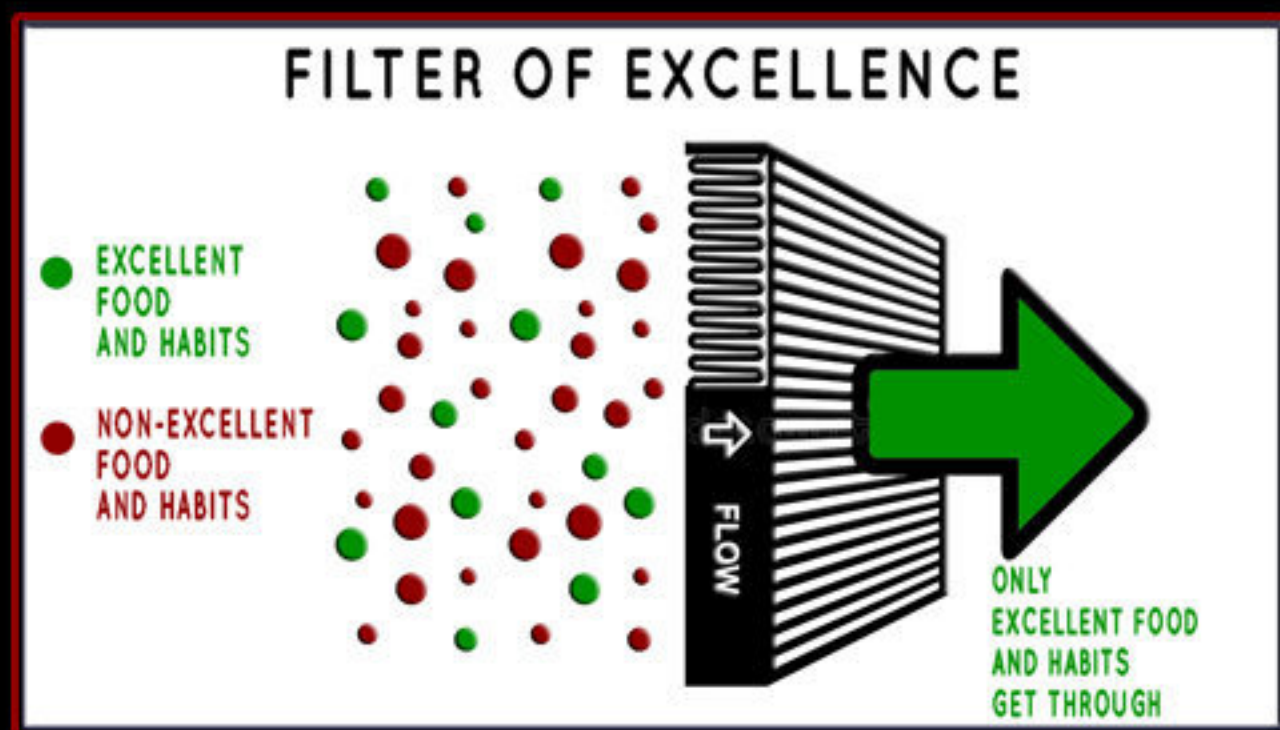


ONLY EXCELLENT THOUGHTS ENTER YOUR MIND
NON-EXCELLENT THOUGHTS ARE BLOCKED
AND ULTIMATELY DISCARDED

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

USE IT TO FILTER YOUR BODY



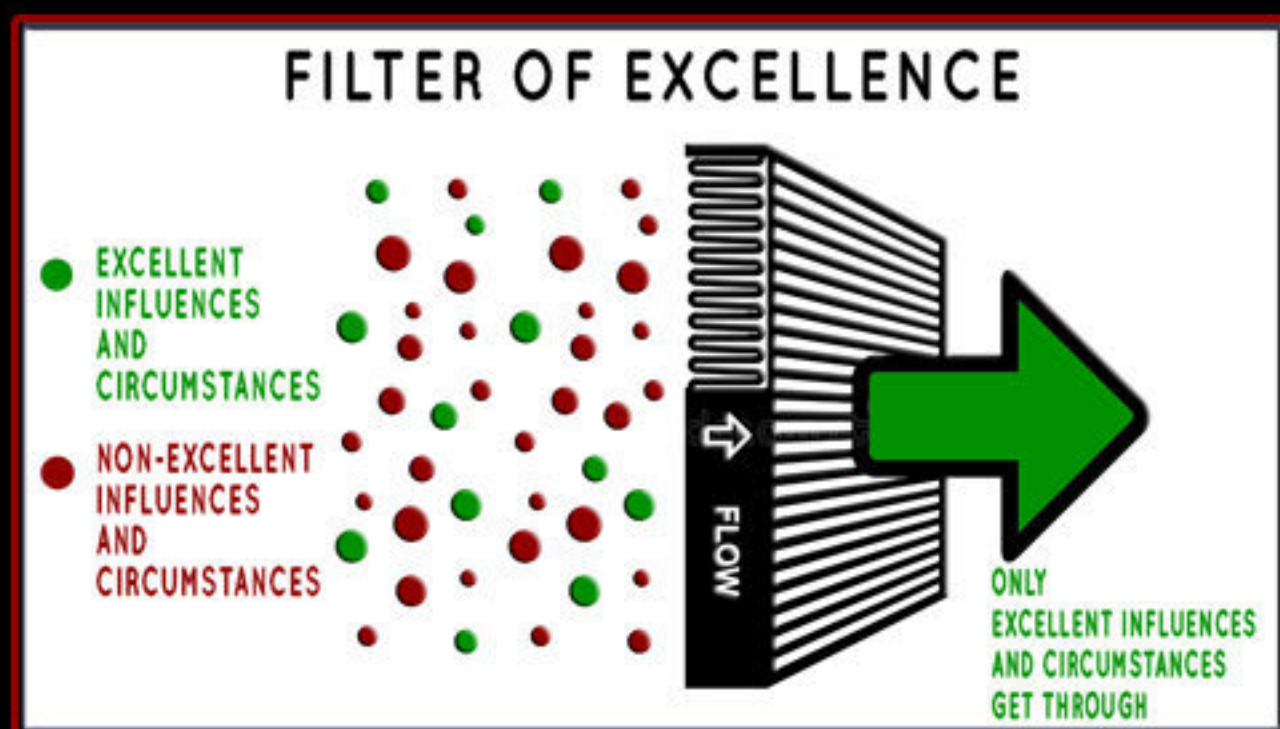
**ONLY EXCELLENT FOODS AND HABITS
ENTER YOUR BODY**

**NON-EXCELLENT FOODS AND HABITS
ARE BLOCKED AND ULTIMATELY DISCARDED**

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

USE IT TO FILTER YOUR SPIRIT



ONLY EXCELLENT INFLUENCES AND CIRCUMSTANCES
ENTER YOUR SPIRIT

NON-EXCELLENT INFLUENCES AND CIRCUMSTANCES
ARE BLOCKED AND ULTIMATELY DISCARDED

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

**BECOME HYPER-AWARE
OF EVERYTHING IN YOUR LIFE
IF ITS LESS THAN EXCELLENT,
FILTER IT OUT**



**ONLY EXCELLENT STUFF
WILL ENTER YOUR MIND
ONLY EXCELLENT STUFF
WILL ENTER YOUR BODY
ONLY EXCELLENT STUFF
WILL ENTER YOUR SPIRIT**

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

YOUR MIND WILL BECOME EXCELLENT

YOUR BODY WILL BECOME EXCELLENT

YOUR SPIRIT WILL BECOME EXCELLENT

YOUR LIFE WILL BE EXCELLENT



**IF WE ALL DO THIS,
OUR WORLD WILL BE EXCELLENT**

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT
(CONTINUED)

BE PATIENT

PATIENCE

IT'S A LONG-TERM PROCESS

ONCE YOU GET STARTED,
YOU WILL BUILD MOMENTUM
AND IT WILL GET EASIER



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

BENEFIT #20



A WORLD
WHERE
INDIVIDUAL
POTENTIAL
IS MAXIMIZED
AND CONSEQUENTLY
THE WHOLE
OF OUR SOCIETY
IS MAXIMIZED
AS WELL

By incorporating Law #20 - The Law of Integration into our lives,
we will be creating a society where everyone maximizes their
individual selves and does so in a manner that maximizes others as well.



WE'RE ALL IN THIS TOGETHER

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)



Mind + Body + Spirit = A Balanced Whole



THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)



“STILL POINT”

In meditation, the concept of a "still point" often refers to a state of inner calm, tranquility, and centeredness. It's a mental or emotional state where the mind becomes quiet, free from the usual chatter and distractions.

The "still point" can be seen as a moment of deep inner peace and quiet, where the fluctuations of thoughts and emotions settle down, and there's a sense of being completely present and aware in the current moment. It's often described as a state of profound stillness, where there's a cessation of mental activity or a feeling of timelessness.

In some meditation practices, achieving this still point is a primary objective. It's a state where one can experience a sense of unity, clarity, and connection to oneself and the surrounding environment. Attaining this stillness can lead to profound relaxation, mental clarity, and a sense of renewal.

Different meditation techniques, such as mindfulness, breath awareness, or concentration practices, can help individuals reach this state of stillness by calming the mind, focusing attention, and cultivating present-moment awareness.

In literature and art, the concept of a "still point" can be metaphorical. It may refer to a moment in a narrative or a work of art where there is a pause, a moment of reflection, or a point of emotional intensity. This is often associated with the idea of a pivotal or climactic moment in a story or artwork.

THE WAY OF EXCELLENCE

20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

THINGS WE'VE DECIDED SO FAR

- | | |
|---------------------------------------|--------------------------------------|
| ✓ 1 - TELLING IT LIKE IT IS | ✓ 11 - BECOMING PERSISTENT |
| ✓ 2 - THINKING LONG-TERM | ✓ 12 - ACT WITH INTEGRITY |
| ✓ 3 - START FORGIVING | ✓ 13 - SELF RESPECT & OTHERS |
| ✓ 4 - EMBRACING CHANGE | ✓ 14 - LEARNING TO THINK WIN-WIN |
| ✓ 5 - POSITIVE FOCUS | ✓ 15 - TO CREATE A BALANCED LIFE |
| ✓ 6 - CHANGING PERSPECTIVE | ✓ 16 - BE WILLING TO CHANGE |
| ✓ 7 - ENVISIONING A BRIGHTER FUTURE | ✓ 17 - BELIEVING CHANGE IS POSSIBLE |
| ✓ 8 - LEARNING TO GIVE FIRST | ✓ 18 - BECOME MORE DISCIPLINED |
| ✓ 9 - ALLOCATING OUR RESOURCES WISELY | ✓ 19 - BECOME COMMITTED |
| ✓ 10 - TAKING CONSISTENT ACTION | ✓ 20 - INTEGRATE MIND, BODY & SPIRIT |

IT'S TIME TO TALK ABOUT
THE DIFFICULTY OF THE TASK BEFORE YOU

HINT
IT'S NOT AS HARD
AS YOU
MIGHT THINK

END PART 5

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD

MAKING CHOICES

MAKING THE RIGHT CHOICES AS WE GO THROUGH LIFE CAN SOMETIMES BE TOUGH

FAILING TO MAKE THE RIGHT CHOICES
WE KNOW DEEP DOWN WE SHOULD MAKE
CAN ALSO BE TOUGH

SOMETIMES, IT'S SO TOUGH
THAT WE TAKE THE EASY WAY OUT

WE DO WHAT'S EASIEST, IN THE SHORT-TERM,
AND PAY LITTLE OR NO MIND TO THE
LONG-TERM EFFECTS OF THESE CHOICES

IN THE SHORT-TERM,
THAT CAN BE GREAT
IN THE LONG-TERM,
THAT CAN BE CATASTROPHIC

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

ASSUMPTION

Most human beings want to live a LONG, healthy, happy life.

THINK OF LIFE AS AN EQUATION

More Time,
Energy and
Resources
Devoted To
A Goal

=

Greater
Likelihood
You Will
Achieve
That Goal

**THEREFORE THE MORE TIME, ENERGY
AND RESOURCES WE DEVOTE TOWARD LIVING
A LONG, HEALTHY, HAPPY LIFE
INCREASES THE LIKELIHOOD
WE WILL ACHIEVE THAT GOAL**

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

OUR RESOURCES HAVE LIMITS

Once we use them up

We're done

LET'S COMBINE UNTIL 2 WITH UNTIL 9

More Time,
Energy,
and
Resources
Devoted
To
Short-Term

=

Less Time,
Energy,
and
Resources
Devoted
To
Long-Term

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

IF THIS IS ALL TRUE,
WHY DO WE DO WHAT WE DO ?

IT'S BECAUSE THE PLEASURES
FROM OUR SHORT-TERM FOCUS
SHOW UP ALMOST IMMEDIATELY

UNHEALTHY FOOD
UNHEALTHY DRINKS
UNHEALTHY ACTIVITIES

THE POTENTIAL
NEGATIVE CONSEQUENCES
FROM THESE ACTIVITIES
OFTEN DON'T ENTER OUR MINDS,
AS THEY DON'T SHOW UP
FOR WEEKS, MONTHS,
OR EVEN YEARS

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

ON THE OTHER HAND,
THE PLEASURES FROM
A LONG-TERM FOCUS
USUALLY TAKE WEEKS,
MONTHS, OR EVEN YEARS
TO SHOW UP

WHEN WE SACRIFICE IN
THE SHORT-TERM,
WE FEEL LIKE WE'RE
DEPRIVING OURSELVES

THE POSSIBLE
POSITIVE CONSEQUENCES
FROM MAKING BETTER CHOICES
OFTEN DON'T
ENTER OUR MINDS

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

OFTEN, WE WILL SAY
THE LONG-TERM, BETTER CHOICE
IS **JUST TOO HARD**

IN THE SHORT-TERM,
MAKING THE BETTER CHOICES
FREQUENTLY IS HARD

BUT IN THE LONG-TERM,
MAKING THE BETTER CHOICES
IS THE WAY TO GO

IF YOUR GOAL IS TO LIVE
A LONG, HEALTHY LIFE,
YOU CAN DEFINITELY INCREASE
YOUR ODDS OF DOING SO
BY MAKING THE HEALTHIER CHOICES

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)



**REGRET IS HARD.
DISCIPLINE IS HARD.
CHOOSE YOUR HARD.
PLEASING EVERYONE IS HARD.
PURSUING WHAT YOU LOVE IS HARD.
CHOOSE YOUR HARD.
INDECISION IS HARD.
TRUSTING YOURSELF IS HARD.
CHOOSE YOUR HARD.
SUFFERING IS HARD.
ASKING FOR HELP IS HARD.
CHOOSE YOUR HARD.
DEALING WITH ILLNESS IS HARD.
ADOPTING A HEALTHY LIFESTYLE IS HARD.
CHOOSE YOUR HARD.**

CHOOSE YOUR HARD



THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

WHAT WILL IT BE ?

REGRET

DISCIPLINE

**PLEASING
EVERYONE**

**DOING WHAT
YOU LOVE**

INDECISION

**TRUSTING
YOURSELF**

SUFFERING

**ASKING FOR
HELP**

**DEALING
WITH ILLNESS**

**ADOPTING A
HEALTHY
LIFESTYLE**

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD

(CONTINUED)

WE PUT OFF MAKING THE RIGHT CHOICES
BECAUSE WE CAN'T DECIDE IF WE'RE
WILLING TO PUT OUT THE EFFORT

INSTEAD, WE PUT OFF MAKING THOSE DECISIONS

THAT'S FINE

UNTIL ONE DAY WHEN OUR TIME RUNS OUT
AND WE NO LONGER HAVE THE
OPTION OF MAKING THOSE BETTER CHOICES

IT'S NEVER TOO LATE
TO MAKE THE RIGHT CHOICES

UNLESS YOU WAIT TOO LONG

IF YOU DO,
YOU'LL WAKE UP ONE DAY AND
IT WILL BE TOO LATE

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD

(CONTINUED)

PEOPLE HAVE A HARD TIME LETTING GO
OF THEIR SUFFERING. OUT OF A FEAR
OF THE UNKNOWN, THEY PREFER
SUFFERING THAT IS FAMILIAR.

THICH NHAT HANH

THE MOMENT YOU LET GO
IS THE MOMENT YOUR LIFE
WILL BEGIN TO CHANGE

IT'S OKAY TO LET GO

IT'S OKAY TO ADMIT YOU NEED HELP

IT'S OKAY TO ASK FOR HELP

WE WERE ALL PUT ON THIS EARTH
TO HELP EACH OTHER

ASKING FOR HELP IS NEVER
A SIGN OF WEAKNESS

IT'S A SIGN OF STRENGTH

THE WAY OF EXCELLENCE

CHOOSING YOUR HARD
(CONTINUED)

BUT AT THE SAME TIME,
YOU HAVE TO BE
WILLING TO HELP YOURSELF

**THERE ARE NO
100% GUARANTEES IN LIFE**

TRUST ME,
IT'S A HECK OF A LOT EASIER
TO **GET YOUR SHIT TOGETHER**
THAN IT IS TO LIVE
A LESS THAN IDEAL LIFE

I CHOSE MY HARD AND
I CHALLENGE YOU TO DO THE SAME



THE WAY OF EXCELLENCE

CHOOSING YOUR HARD (CONTINUED)

WHAT'S THE #1 **POSITIVE** CHANGE
YOU COULD MAKE, **STARTING NOW**,
AND HOW WOULD IT CHANGE YOUR LIFE ?

WHAT'S KEEPING YOU FROM DOING IT ?

END PART 6

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR



IN CASE YOU HAVEN'T NOTICED,
THERE'S A LOT OF CRAZINESS
GOING ON IN THE WORLD THESE DAYS



THERE ARE UNPRODUCTIVE WARS



**OUR POLITICIANS ARE NUTS
AND DON'T COOPERATE WITH EACH OTHER**

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)



PEOPLE WHO SHOULD **NOT**
BE GOING HUNGRY
ARE GOING HUNGRY



PEOPLE WHO SHOULD **NOT**
BE DYING ARE DYING



THERE ARE VIRUSES
INFLECTING PEOPLE
ALL OVER THE WORLD

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)



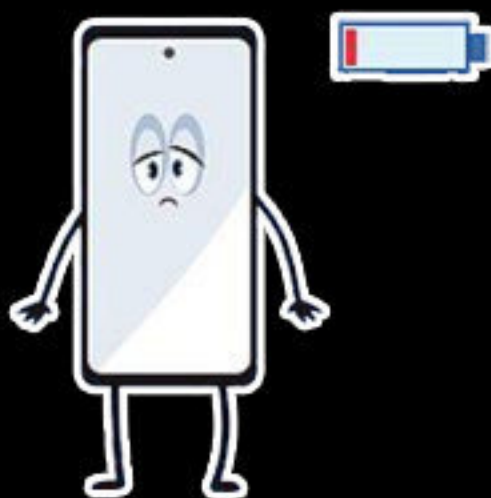
OUR WORLD IS A MESS

OR IS IT



THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)



IT'S EASY FOR US TO FEEL **POWERLESS**



SO WE JUST SIT AROUND WAITING
FOR **SOMEONE ELSE**
TO SOLVE THE PROBLEMS
OF THE WORLD

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)



I DON'T KNOW ABOUT YOU,
BUT I'M TIRED OF WAITING

SO WHAT'S THE SOLUTION
?

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

THE SOLUTION IS SIMPLE
APPLY
THE WAY OF EXCELLENCE
TO THE PROBLEM

The Way Of Excellence			
The 20 Concepts	The 20 Untils	The 20 Laws	The 20 Benefits
1 Learning To Tell It Like It Is	1 Until We Tell It Like It Is	1 Law of Actuality	1 Living In The Real World
2 Adopting Long-Term Thinking	2 Until We Adopt Long-Term Thinking	2 Law of the Long-Term	2 Living In A Sustainable World
3 Taking Personal Responsibility	3 Until We Stop Blaming	3 Law of Personal Response-Ability	3 Living In A World Of Problem Solvers
4 Embracing Change	4 Until We Embrace Change	4 Law of Change	4 Living In A World That's Constantly Improving
5 Focusing On The Possible	5 Until We Focus On The Possible	5 Law of Focus	5 Living In A World Without Negativity
6 Changing Our Perspective	6 Until We Change Our Perspective	6 Law of Perspective	6 Living In A World Of Privilege
7 Envisioning A Brighter Future	7 Until We Envision A Brighter Future	7 Law of Vision	7 Living In A World Of Conscious Choice
8 Learning To Give First	8 Until We Learn To Give First	8 Law of Attraction / Reciprocity	8 Living In A World Of Givers
9 Allocating Our Resources Wisely	9 Until We Allocate Resources Wisely	9 Law of Readiness	9 Living In A World Of Abundant Creativity
10 Taking Consistent Action	10 Until We Act Consistently	10 Law of Action	10 Living In A World Without Hypocrisy
11 The Power Of Persistence	11 Until We Learn To Persist	11 Law of Persistence	11 Living In A World Where We Ultimately Succeed
12 Building A Foundation Of Integrity	12 Until We Start Acting With Integrity	12 Law of Integrity	12 Living In A World Without Dishonor
13 Respect	13 Until We Respect Each Other	13 Law of Respect	13 Living In A World Where Everyone Is Respected
14 Learning To Think Win-Win	14 Until We Learn To Play Win-Win	14 Law of Alternatives	14 Living In A World Where Everyone Wins
15 Creating A Balanced Life	15 Until We Achieve Balance	15 Law of Balance	15 Living In A World Without Excess Or Lack
16 The Willingness Factor	16 Until We Are Willing To Permanently Change	16 Law of Willingness	16 Living In A World That Has Permanently Changed For The Better
17 The Belief Factor	17 Until We Believe It Is Possible	17 Law of Belief	17 Living In A World Where So Many More Things Are Possible
18 The Discipline Factor	18 Until We Develop The Required Discipline	18 Law of Discipline	18 Living In A World Where Things Get Done
19 The Commitment Factor	19 Until We Develop The Required Level Of Commitment	19 Law of Commitment	19 Living In A World Where Everyone Is Working Toward Solutions
20 Integration Of Mind, Body & Spirit	20 Until We Integrate Our Mind, Body & Spirit	20 Law of Integration	20 Living In A World Where All Work Toward The Benefit Of Others

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

1 - BECOMING AWARE OF WHAT IS AND ACCEPTING IT

The world is a mess and our leaders are dropping the ball. If things are ever going to get better, it's going to be up to us, as individuals and as groups, to fix things.

2 - ADOPTING LONG-TERM THINKING

The world didn't get this messed up overnight. Our leaders didn't get this messed up overnight. We didn't get this messed up overnight. The necessary fixes are going to take time. We need to accept that.

3 - TAKING PERSONAL RESPONSIBILITY

Our leaders, and we the people, created this mess. We did it to ourselves. As Walt Kelly said in the cartoon strip, Pogo - "We have met the enemy and he is us." Blaming is irrelevant. Let's just fix things.

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

4 - EMBRACING CHANGE

As Mr. Spock would say, if what we're doing at the present time isn't working, then logically something has to change in order for things to improve. Let's stop fighting for the status quo and start fighting for positive change.

5 - REALIZING THERE ARE ENDLESS POSSIBILITIES

While the world has never been crazier than now, we are living in a golden age of incredible possibilities. All we need to do is to WAKE UP and realize this and then start acting accordingly. A better world is possible.

6 - CHANGING YOUR PERSPECTIVE

We don't HAVE TO DO any of these things that are being suggested. We GET TO DO THEM. It is our privilege to roll up our sleeves and start changing our lives and start changing the world. Let's have fun doing it ...

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

7 - ENVISIONING A BRIGHTER FUTURE

As the saying goes, seeing is believing. This is where we have the opportunity to create our own roadmap for the future. Visualize the kind of world you want to live in and then reverse engineer the steps needed to create it.

8 - ATTRACTING WHAT YOU WANT BY GIVING IT AWAY FIRST

Do you want to live in a world where people are nicer to each other? Where people are happier and healthier? Then you need to be nicer to others and you need to help others to be happier and healthier. Trust me. It works ...

9 - ALLOCATING YOUR RESOURCES SO THAT YOU'RE ALWAYS READY

Stop wasting your limited time, energy and resources. Devote time, EACH AND EVERY DAY, toward the attainment of your goals. You have 86,400 seconds each day. Use them wisely. Less down time and more prep time.

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

10 - TAKING ACTION THAT IS CONSISTENT WITH YOUR STATED GOALS

We, as individuals and as a society need to stop saying one thing and then doing another (like many of our leaders). If you want something, make sure as many of your actions as possible are in furtherance of that goal.

11 - BEING PERSISTENT - NEVER GIVING UP

Never give up. Never surrender.

NEVER

Life is a long-term game ...

The one who wins is the one who keeps playing ...

12 - BEING KIND, GENUINE, LOYAL, FAITHFUL, HONEST AND SINCERE (INTEGRITY)

Go back to Concept #8.

If you want people in the world to be kind, genuine, loyal, honest and sincere, then you should be kind, genuine, loyal, honest and sincere. That's called integrity.

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

13 - RESPECTING OTHERS AND RESPECTING YOURSELF

In the past, there has been a disturbing lack of respect for people who are different than ourselves. There has also been a disturbing lack of respect for ourselves. We pollute our minds, bodies and spirits, all while seeking immediate pleasure. That must change.

14 - LEARNING TO THINK WIN-WIN

There is nothing wrong with wanting to win. The problem is when we think someone else has to lose so that we can get a bigger piece of the pie. The pie is large enough for **EVERYONE** on this planet. Let's realize that and share it.

15 - CREATING BALANCE IN YOUR LIFE

Generally, we seek too much immediate pleasure in our lives and don't plan enough for our futures. While there is nothing wrong with living in the present, it is foolish to not plan for that which lies ahead. It's all about **BALANCE** between the two.

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

16 - BEING WILLING TO DO WHAT IT TAKES

Everything we've discussed so far means absolutely nothing and is totally worthless, UNLESS you are willing to put it into action. Forgive yourself and forgive others for past mistakes. Be willing to implement what we've learned NOW.

17 - BELIEVING IN YOURSELF

If I am not for myself, who will be for me? If you are not for yourself, who will be for you? You have what it takes to be excellent. I know that for a fact. I believe in you. It's time for you to believe in yourself. You've got this. This is your time.

18 - DEVELOPING THE DISCIPLINE TO KEEP GOING WHEN THE MOTIVATION WEARS OFF

You are VERY motivated after having gotten this far in your journal. That motivation is probably going to eventually wear off. Then what? That's when discipline kicks in. Set up some excellent habits and practice them daily. Self-discipline rocks.

THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

19 - BEING 100% COMMITTED TO DOING WHAT IT TAKES

Most people, including most of our leaders, are not 100% committed to doing what it takes, for as long as it takes to get it done. Just look at the results. Time for that to stop. Dive in. Give it your all. 100% commitment increases your odds of success.

20 - INTEGRATING IT ALL INTO A COMPLETE PACKAGE

Focus your mind. Train your body. Feed your spirit. This is your time.
Your mind feeds your body and spirit.
Your body feeds your mind and your spirit.
Your spirit feeds your mind and body.
Know that, you have everything you need inside of you, RIGHT NOW.



THE WAY OF EXCELLENCE

WE ARE THE ONES WE'VE BEEN WAITING FOR
(CONTINUED)

REALIZE

WE ARE
THE ONES
WE'VE BEEN
WAITING FOR

I FREELY GIVE THIS BOOK TO THE WORLD,
AT NO CHARGE,
WITH NO EXPECTATION OF RETURN AND
WITH HIGH HOPES FOR A BETTER WORLD TOMORROW
STANLEY BRONSTEIN

