

Moving from Loser to Winner

Are you a loser? If you're reading this Website, you're probably not -- but you still may have a bit of work to do.

If you're not yet as good as you wish to become, take heart -- winning is merely a matter of determining where you want to be, developing the habits to take you there, following through, and then starting over again.

Here's a little chart to show the difference -- why don't you take a second and see what side you're on -- most of the time.

WINNER	LOSER
Makes things happen.	Wonders what happened.
Has a destination.	Doesn't know where he's going in life and in his work.
Makes goals.	Hates goals -- may even make fun of them.
Is task-oriented. Returns to a task when interrupted.	Is blown this way or that by every little breeze that comes his way.
Takes responsibility for his life.	Sees himself as a victim or an innocent pawn, acted on by others.
Looks on the positive side.	Looks on the negative or the cynical side of life.
Delivers more value than he is paid for.	Delivers less value than he is paid for.
Gives selfless service to others.	Expects others to serve him.
Cares about others around him -- family, friends, co-workers.	Often cares only about himself, but thinks others should care about him.
Generally even-tempered, although sometimes excitable.	Often bad-tempered or moody, although sometimes just plain clueless.
Contributes extensively to an organization.	Sucks the life out of most organizations.
Develops himself.	Stays stagnant until forced to move.
Self-motivated.	Externally motivated.
May be talented.	May be talented.

So how did you do? I found several areas where I need to recommit myself -- maybe you did, as well.

When you get right down to it, no person has to remain a loser -- and no winner is so immune from problems that they can't lose in some areas.

Tony Robbins often mentions the need for "CANI" -- Constant and Never-ending Improvement. Perhaps each of us needs to remember the CANI concept -- no matter where we fall on the "Winner/Loser" chart.

Are you a winner? Probably. Are you a loser? Not for long!

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