

Never see failure as failure

How long will you persist before you give up?

Baseball player Hank Aaron holds the world's record for career homeruns—755 to be exact. He also has the distinction of having struck out—1,330 times!

But who remembers that he struck out, and who cares? Did striking out 1,330 times make him a failure? Of course not!

Failure is never trying! Failure is giving up! Hank Aaron didn't give up, and neither did this man:

He failed in business in '31. In '32 he ran for the legislature and was defeated. In '33 he failed in business again. In '34 he was elected to the legislature. In '35 his sweetheart died. He had a nervous breakdown in '36. In '38 he ran for Speaker of the House and was defeated. In '40 he was defeated for elector, in '43 he was elected to Congress but in '48 he was defeated again. In '55 he ran for the Senate and was defeated, in '56 he ran for Vice President and was defeated, and in '58 he was defeated for the Senate again. And finally, in 1860 Abraham Lincoln was elected—President of the United States!

TWELVE CRUSHING DEFEATS, and only three wins! His motto was: *"I do the very best I know how, the very best I can, and I mean to keep doing so."*

So how many times will you give it "one more try?" How many times will you persist, before you give up?



"Is it true, George? Did Abe really fail that much?"

Here's what you can do:

Never see failure as failure!
But only as a learning experience.
What did you do *right*?

Never see failure as failure!
But only as the feedback you need to
change direction.
Like a guided missile, use that new data to
get yourself back on course.

Never see failure as failure!
But only as an opportunity to develop your
sense of humor.
You know you can laugh *eventually*—so just
laugh *sooner*!

Never see failure as failure!
But only as part of the game you must play
to win.
And use every seeming failure
As a source of strength.



Joel H. Weldon &
Associates, Inc.
www.successcomesincans.com

The Unlimited Unlimited Unlimited Unl Times

"Dedicated to helping you tap your unlimited potential."

Performance Rating

Areas of Performance	A Far Exceeds Job Requirements	B Exceeds Job Requirements	C Meets Job Requirements	D Needs Some Improvement	F Does Not Meet Minimum Requirements
1. Quality	Leaps tall buildings with a single bound.	Must take running start to leap over tall buildings.	Can leap over short buildings only.	Crashes into buildings when attempting to jump.	Cannot recognize buildings at all.
2. Timeliness	Is faster than a speeding bullet.	Is as fast as a speeding bullet.	Not quite as fast as a speeding bullet.	Would you believe a slow bullet?	Wounds self with bullets when attempting to shoot.
3. Initiative	Is stronger than a locomotive.	Is stronger than a bull elephant.	Is stronger than a bull.	Shoots the bull.	Smells like a bull.
4. Adaptability	Walks on water consistently.	Walks on water in emergencies.	Washes with water.	Drinks water.	Passes water in emergencies.
5. Communications	Talks with God.	Talks with the angels.	Talks to himself.	Argues with himself.	Loses arguments with self.

HERE'S WHAT YOU CAN DO:
Rate your own level of performance
—but don't take yourself too seriously!

A wise answer

A little boy and girl wanted to meet the wisest man in the world. When they found him, they said, "Sir, we understand you are one of the wisest men in the world. We want to be like you when we grow up. How can we do that?" The man responded with these words of wisdom:

"Children, there are four words I would like to say to you. When you grow up, you will be very wise if you remember these words and live by them.

"The first word is **THINK**. Think about the values and principles that are important to you.

"The second word is **BELIEVE**. Believe in

yourself based on the thinking you have done.

"The third word is **DREAM**. Dream about what you want to become, based on your belief in yourself.

"And the last word is **DARE**. Dare to make your dream a reality."

Then, in front of Sleeping Beauty's castle by Snow White's wishing well, Walt Disney said to the boy and girl, "Let me say those four words again, so you can remember them. **THINK, BELIEVE, DREAM and DARE.**"

Here's what you can do: *Just follow Walt Disney's suggestion. It applies as much to adults as it does to children. THINK about your values, develop a BELIEF in yourself, DREAM about what you want to become, and then DARE to put it all into action!*

To laugh often and much...

To win the respect of intelligent people and affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social condition; to know even one life has breathed easier because you have lived. This is to have succeeded.

—RALPH WALDO EMERSON

Attitude

"The longer I live, the more I realize the impact of attitude on life. Attitude to me is more important than facts. It is more important than the past, than education, than money, than circumstances, than failures, than successes, than what other people think or say or do. It is more important than appearance, giftedness or skill. It will make or break a company...a church...a home. The remarkable thing is we have a choice every day regarding

the attitude we will embrace for that day. We cannot change our past...we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude...I am convinced that life is 10% what happens to me and 90% how I react to it. And so it is with you...we are in charge of our attitudes."

— CHARLES SWINDOLL

Choose your destiny

Focused thinking guarantees the accomplishment of your goals

At 17, Cheryl Prewitt sang and played the piano extremely well. Well enough that she decided to broaden her audience. She thought entering a pageant competition would be a good way to gain more opportunities to perform, as well as the chance to win a scholarship and earn money. But Cheryl didn't just focus on entering the pageant. She focused on winning.

Winning came slowly. She spent four years losing pageants. When she was seventeen, she entered the Miss Choctaw County pageant and lost. The next year she entered and won, but went on to the state contest and lost there. The following year, while she was in college, she was elected Miss Mississippi State, but again she lost the state pageant. Finally, in her senior year, after having paid for her education by holding down three jobs and teaching piano lessons, she entered the Miss Starkville contest and won—and then kept winning—until she was chosen Miss America!

The amazing part of Cheryl's story is that at age ten she was in a terrible car accident. Pinned under the car, her left leg was crushed, her spine was cracked and she had to have 100 stitches in her face. The doctors couldn't put her leg in traction because there were no bones left to set, so they just put her in a body cast. When the cast was finally removed, the injured leg was two inches shorter than the other one. But she was alive, and she continued living as fully as any youngster could. Her face healed, and she became strong and healthy again. And she allowed nothing to deflect her from what she decided was her destiny—to become Miss America. Ever since she could remember from the time she was a little girl, the milkman had told her, "You're beautiful, Cheryl. You're going to be Miss America someday." In 1980 she indeed was crowned Miss America.



How did she do it? She focused, with laser vision—not just on her goal, but also on her strengths in relation to that goal.

"I've never been a beauty," Cheryl said, "but I never worried about it. Believe me, there were some really gorgeous girls in the pageant, so I never thought I could compete on that level. I had to rely on my personality and talent to get by." And when asked about the swimsuit event, which she was weakest in because of her accident, Cheryl said, "I didn't look at it as a negative, I just concentrated on the positive."

Are you focusing on your strengths in relation to your goal? If so, then it's not merely a goal. It's your destiny!

Here's what you can do: *Imagine a pair of wrap-around eye goggles, the lenses of which are painted solid black except for one spot the size of a pinhead on the center of each lens. Look at your goals as if you were wearing these special "laser-vision goggles." See nothing but the goal you've set, and your strengths in relation to that goal. Your thinking will soon be so focused as to guarantee the accomplishment of your goal, or rather, the fulfillment of your destiny.*



© JOEL H. WELDON & ASSOCIATES, INC.

All rights reserved.

P.O. Box 6226, Scottsdale, AZ 85261

(800)852-8572

<http://www.SuccessComesInCans.com>