



GARY BENCIVENGA'S

Success Bullets

"Success tips that are short, fast, and powerful – like bullets"

Just one little secret can change your life

**“12 Life-Changing
Quotations”**

Your Free Welcome Gift...

"12 Life-Changing Quotations"

Can a great quotation actually *change your life*?

I know it can, because it's happened to me many times.

As I mention on my web site, the first time that a single sentence profoundly altered my good fortune was when I heard the great motivational speaker Earl Nightingale say, "*Just one idea can change your life.*"

I suppose those words hit me so hard because I was young and not very successful at the time. Sure, I wanted to be more successful—to make more money, be more persuasive, command more respect in my industry, etc. But I didn't have a clue about where to begin. I felt that I needed so much improvement, in so many departments, that the prospect of transforming my career from mediocrity to success seemed overwhelming and thus too discouraging even to begin.

But that one sentence from Earl, as it sank in, made the whole world of self-improvement and higher achievement immediately more *accessible*. It made me realize that I wouldn't have to conquer whole new fields of knowledge *all at once*. Just one little idea could make me a lot more successful—right away. And if that happened, maybe another little idea could make me a lot more successful soon after that. And so on.

This gave me the confidence to try ... to look for just one little way to improve, which was easy enough, and then I was on my way.

Without realizing it, I had stumbled upon the life-transforming secret of *kaizen*.

Kaizen is the Japanese approach of continuous improvement with small, nonthreatening, easy-to-take baby steps. As soon as you're totally comfortable with one step, you can try another. You intentionally don't attempt *anything* too grand, because the mere prospect of doing so is likely to trigger fear and trepidation in you, which leads to inaction on any front.

Just be content to try one single, easy baby step at a time. Take this approach, and it's amazing how far this painless process takes you. Indeed, it's how the Japanese car industry came from ashes after World War II to sneak up on, and eventually overtake, U.S. car companies to dominate

worldwide auto sales. *Nothing more than constant, small, persistent baby steps.*

In the spirit of kaizen, I collect great quotes the way others collect stamps, butterflies, or coins. Each to me is a small step on the path of self-improvement, and each usually leads to many other small steps in the right direction.

In the world of knowledge, to me these quotes are like diamonds—extremely compact yet worth a fortune.

This is especially so if you review them regularly and make them part of your mental software. Once they are ingrained in your thinking, they run like automatic software programs in your mind, lead you to many new opportunities, give you a priceless edge over your competition, carry you to ever higher plateaus of respect in your industry, and invariably point you as reliably as a compass toward the right action to take in any circumstance. *Quite a payload from such small packages of easy-to-remember, highly concentrated wisdom!*

So here they are, my all-time 12 favorite quotations that have brought so many blessings into my life. Review and apply them, and I believe they will do the same for you ...

#1. The Best Way to Conquer Procrastination

Be honest—are you sitting on a number of partially finished projects?

Do you often feel overwhelmed by how many projects you have on your plate and wonder how you'll ever get them done? Do you sometimes feel the terrible pressure of facing a looming deadline, only to find yourself inexplicably letting precious days slip away because you "*just can't get into it*"?

If you see yourself in any of these mirrors, I have the perfect antidote for all such problems. It is this brilliant insight from Mark Twain:

"The secret of getting ahead is getting started. The secret of getting started is breaking your complex overwhelming tasks into small manageable tasks, and then starting on the first one."

Sounds simple, doesn't it? And it *is*! That's the genius of it.

In fact, it sounds as if Twain knew a thing or two about kaizen. If you want to see much faster progress—whether in completing your own tasks or managing your whole department—first break down the big steps that everyone dreads into nonthreatening, easy baby steps, which no one fears. Then for you—or anyone you manage—it's so easy to take that first baby step that you no longer hesitate to begin. Then, once your momentum is going, it's even easier to take the next baby step, and so on. Before you know it, you've made stunning progress.

#2. How to Banish Worry

Here's another way to break the big into the small and, in so doing, conquer anxiety and fear.

Facing the future—which is, after all, *the rest of your life* and a very big deal!—is a great cause of worry for many people. This is because the future is largely unknowable and always full of risk. Thus many people constantly worry about the future, imagining all kinds of calamities that it may bring, which of course instills all manner of worry. It's as if they are praying, "*Give me this day my daily dread.*"

Many people have actually lived out this epigram of Michel de Montaigne: "*My life has been full of terrible misfortunes, most of which never happened.*"

The solution? Apply this same "break it down into baby steps" process that works so well to defeat procrastination.

Compared to the rest of your life, *today* is just a baby step. No matter what, you probably feel very confident that you can *get through today* until your head once again safely hits the pillow. Well, this can be a source of your daily solace. Tell yourself, "*No matter what the future may hold, I can at least make it through this day.*" Then tomorrow, repeat the same thought and you will banish the majority of your fear and worry because you will be living in day-tight compartments where you will feel much more confident that calamity will not strike.

Expressing this thought much more gracefully that I can is my favorite quote #2, from the philosopher Horace, as translated by John Dryden:

*"Happy the man, and happy he alone,
He who can call today his own;
He who, secure within, can say,
'Tomorrow do thy worst, for I have lived today.'"*

Take it from an inveterate worrier who has largely kicked the habit, you'll worry so much less if you learn to live each day saying, *"No matter what the future may hold, I can at least make it through this day."*

If you have any doubt, just ask cancer patients or those who've had a near-death experience. Virtually to a person, their motto is, *"One day at a time."*

So why wait for cancer or some other dreaded illness to teach this beautiful lesson? Banish worry by focusing on just today! *"No matter what the future may hold, I can at least make it through this day."*

Norman Cousins expressed the same idea in a slightly different way: *"Death is not the greatest loss in life. The greatest loss is what dies inside us while we live."*

Live one day at a time. *"Today is a precious gift, which is why we call it the present."*

#3. Shift Your Focus from Security to Opportunity

Another reason why so many worry is because they are constantly seeking security, yet it ever eludes them. This makes them feel unhappy, threatened, worried about their future, yet more determined than ever to find greater security.

Believe me, I know, as I used to be such a person. My every major decision in life was based on whether it increased or decreased my security.

In time, though, I learned to be more comfortable taking a *little* risk. I also saw that many of my most talented contemporaries seemed to sell their souls, at least their most creative, vibrant selves, for a life of security. Some went to work for government bureaucracies, just to get that steady paycheck and pension. Others sought the parental protection of corporate behemoths they hoped would take care of them for all their days. Yet almost all who followed this route wound up being miserable in their government jobs or

terribly insecure in their positions at large corporations, thanks to layoffs, cutbacks, mergers, acquisitions, and outsourcing.

Yet my friends who had followed their passion and pursued their own dreams in their own business were usually doing quite well, some of them spectacularly well.

During one time in my life when I was feeling quite insecure and torn between the two poles of corporate security versus more risky opportunity, I encountered a priceless quote. I came across it when I had leveraged my finances to purchase more real estate than I really had a sensible right to do, and so my age-old desire for security was coming on strong. But I found a whole new perspective in this illuminating quote from one of the great heroes of World War II, General Douglas MacArthur, who said:

"There is no security on this earth; there is only opportunity."

Wow, what a difference that made to me! It made me realize that when we seek the impossible, we are destined to be frustrated. "*There is no security on this earth,*" advised this brilliant general. No wonder that if you spend your whole life seeking security, you will always feel frustrated—and insecure! Absolute security doesn't exist, so why waste your life searching for it?

Certainly, *some* measure of security, some anchor to windward is necessary. Having a cushion in the bank, for example, or conceiving a well-thought-out plan for your new business will enhance your probability of success.

But the search for absolute security is flawed from the outset, and if you don't realize that, your happiness is doomed and so are your chances of success in this world. This realization helped me take one of the biggest risks of my career, tossing my golden handcuffs and starting my own freelance practice instead. I did it, ironically enough, because this quote helped me understand that *my highest likelihood of actually experiencing complete financial independence and thus total financial security would be achieved only if I were willing to take more risk ... only if I went looking for a bigger opportunity than settling for the corporate cocoon.*

#4. An Easy Way to Know How Much Risk You Can Take

Of course, you might ask, if you're not a born riverboat gambler or natural entrepreneur, if you're rather a conservative, cautious person, well, how can you know when to take a major risk?

Since I am a naturally cautious person myself, I've tried to minimize risk by doing extensive research on any tempting opportunity *before* taking the plunge. That's really the only way to minimize your risk—do your homework.

But inevitably there will come a time when you've done all your homework, you've determined that the opportunity does indeed look excellent, but because you're so cautious, you still hesitate.

What should you do then? How will you ever bring yourself to pull the trigger?

Before I became more comfortable with risk-taking, which happens only once you start flexing your risk muscle a bit, I found great wisdom in this quote from psychologist Dr. Joyce Brothers, who said...

"If you can take the worst, take the risk."

If you can imagine the worst case scenario unfolding, and you'd still basically survive and live to fight another day, *and* you've researched the opportunity and found it to be a truly exceptional one, that means you can afford to take the risk for a potentially great reward.

#5. How to Achieve Complete Financial Security

These next two thoughts can be your foundation for a multi-million-dollar retirement program, if you put them into practice.

The first is from legendary investor Warren Buffett:

"The best time to plant a tree was 20 years ago. The second best time is now."

Another way Buffett puts this same thought is, *"Someone is sitting in the shade today because someone planted a tree 20 years ago."*

Don't wait to start investing. Even if you've put it off, today is the second best time to begin. The sooner you start, the sooner you'll begin the mighty

wealth multiplication of compound interest, which Albert Einstein has hailed as *"the eighth wonder of the world."*

Compound interest means that the money you salt away now will start generating interest. In effect, the first dollars you invest (your "parent" dollars) will start producing "baby" dollars (from interest) ... and then these baby dollars start producing their own baby dollars ... and so on. So each dollar you invest, given time, produces whole generations of future baby dollars that keep multiplying like rabbits on your behalf, while you're asleep and while you're awake, making you richer with every passing day. The key to automatically gather all these riches to yourself is to begin the process today with every dollar you can.

The barest minimum you should put away is 10% of your gross income. No matter how much or how little you earn, *anyone* can adjust their expenses to live on 10% less and salt 10% of their money away. I learned this secret in a wonderful book, "The Richest Man in Babylon," which said:

"10% of all you earn is yours to keep."

Live by that rule and you will always be growing richer during your earning years.

#6. The Best Advice My Father Ever Gave Me

When I was a junior in high school, one evening my father said, "Come to the kitchen table. I want to talk with you."

He had never done this before unless I was in trouble. I feared the worst. Or perhaps this would be an indescribably awkward talk about the "birds and bees." Nothing good will come of this, I was certain.

But I was wrong.

My father never finished his schooling, because my grandfather died in the Great Depression and my father had to leave school and get a job to help feed his younger brothers and sisters. Nevertheless, he was a wise self-taught man who read voraciously.

Anyway, he said that since I was now a junior in high school, it was time that I started planning what I would do after high school. The family had very little money, so if I wanted to go to college, I'd have to find a way to pay for it myself, perhaps by working during the day and going to school at night, which is what I wound up doing.

I had been expecting this, so this was already my plan, no big surprise.

But then he said something that had a great impact on my future. He said that whatever I decided to do in life, whether I went straight into the world of work after high school, headed for college, or combined the two in some way, the only thing that he expected of me, the only thing that he would *insist* upon, is that I find work I enjoy.

"When you love your work," he said, "you will never really work, because your work will be your play. This is the life I would love to see you lead."

Several years later when, to pay my college tuition bills, I found myself in a series of jobs I detested, I kept remembering his strong advice. I never stopped looking for work I loved. I even took some aptitude tests to discover what I was most likely to enjoy. The tests oddly enough predicted that I would love something I was already dreaming about doing—advertising copywriting.

So, stiffened by my dad's strong advice, I kept searching until I finally broke into the field. Other than meeting my wife, the love of my life for 43 years and counting, this has been the single greatest source of my happiness. And though he is long deceased, I think of my dad every day and thank him for the wisdom he imparted. Every day for more than 40 years now, I have bounded out of bed, so excited to get to the work I love. And when you work with passion, you usually get very good at it, which means that you'll never have to worry about money. The top people in almost every field make a great deal of money.

Author Cheryl Johnson has written:

"Most extremely successful people really love doing what they do. They live their work. They strive to be better and better at it. They never dread going to work and are always thinking about new ways to improve. They simply love the work ...

"America's most famous billionaire, Malcolm Forbes, reflected this same belief, that you should do what you love to do to be successful, in several of his statements.

"[Said Forbes,] 'Success follows doing what you want to do. There is no other way to be successful ... When what we are is what we want to be, that's happiness ... The biggest

mistake people make in life is not trying to make a living at doing what they most enjoy."

Warren Buffett, one of the world's richest men, gives the same counsel. *"Do something you love,"* he says. *"So many people are doing it for the money. That's really not the right reason. If you're doing something you love, you're more likely to put your all into it, and that generally equates to making money."*

Buffett always says that when he gets up in the morning he goes to his pleasure dome, his office.

Mark Twain put it this way: *"The secret of success is making your vocation your vacation."*

But my favorite expression of this idea comes from the great Albert Schweitzer, a man who truly loved his work:

"Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."

#7. You've Heard This Advice Before ... But Have You Put It into Practice?

I'm talking about *writing down and regularly reviewing your goals*.

Among all the qualities that will help you get where you want to go in life, I firmly believe that this is the #1 secret of success. So many wise teachers have affirmed this truth that if you are *not* writing down and reviewing your goals regularly, you are *asking*—*begging!*—to be unsuccessful.

My first job was as a stock clerk, which is why this is my favorite quote on goals, from department store tycoon J. C. Penney:

"Give me a stock clerk with a goal and I'll give you someone who will make history. Give me someone with no goals and I'll give you a stock clerk."

Many others have affirmed the importance of this same idea. For example ...

Claude M. Bristol, the journalist who wrote the self-improvement classic "The Magic of Believing," said, *"The person with a fixed goal, a clear*

picture of his desire, or an ideal always before him, causes it, through repetition, to be buried deeply in his subconscious mind and is thus enabled, thanks to its generative and sustaining power, to realize his goal in a minimum of time and with a minimum of physical effort. Just pursue the thought unceasingly. Step by step you will achieve realization, for all your faculties and powers become directed to that end."

Napoleon Hill, author of "Think and Grow Rich," perhaps the all-time greatest book on success, said, *"There is one quality which one must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it."*

And there are so many more:

"The world turns aside to let any man pass who knows whither he is going," said David Starr Jordan.

"This one step—choosing a goal and sticking to it—changes everything," notes speaker Scott Reed.

The philosopher Seneca wrote, *"Our plans miscarry because they have no aim. When a man does not know what harbor he is making for, no wind is the right wind."*

And listen to this from baseball Hall of Famer Ted Williams: *"A man has to have goals—for a day, for a lifetime. That was mine, to have people say, 'There goes Ted Williams, the greatest hitter who ever lived.'"*

If you take nothing else from this report, remember this one question about whatever you'd like to accomplish: *Have you written it down as a goal?* If your answer is *not yet*, you will not succeed. You are merely daydreaming. If your answer is *yes*, you are already on your way.

#8. The Two-Part Formula for Making Any Dream Come True

Once you have a goal written down, there's a simple two-part formula for making it come true.

The first step is: *Every day, vividly imagine that you have already accomplished it.*

In other words, you don't want to see it as happening sometime in the future. If you imagine it in the future, your subconscious mind may try to keep it there—in *the future!*

You want to imagine it, experience it, see it, feel it, hear it, taste it, smell it, and live it as if it *were happening right now.*

Here is an example of a great goal achieved by Tom Watson Sr., the founder of IBM. As quoted in the book "The E-Myth Revisited," Watson said:

"At the very beginning, I had a very clear picture of what [IBM] would look like when it was finally done. You might say I had a model in my mind of what it would look like when the dream—my vision—was in place."

Watson pictured everything in advance—what the offices would look like, how the employees would be dressed, how the customers would be greeted and treated, *everything* about the business. He would see these pictures in his mind as clearly and vividly as if he were watching a movie, and then he would go about his day building his company—eventually a billion-dollar company!—simply to match his picture.

So the first step of achieving any goal or dream is:

"Vividly imagine what you want to accomplish as if it's already achieved. First in mind, then in fact."

#9. All the Universe Bows to This Trait

Once you have a clear, vivid, sensory-rich picture in your mind of what you want to achieve, the second part of the formula for making any dream come true is persistence.

Perhaps President Calvin Coolidge said it best:

"Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan 'press on' has solved and always will solve the problems of the human race."

Here, too, there are so many brilliant and successful people who echo this sentiment that its importance cannot be overstated. Whenever you may feel discouraged, look at this parade of achievers and know that they are cheering you on, urging you to persist in making your dream come true:

John Quincy Adams: *"Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish."*

Louis Pasteur: *"Let me tell you the secret that has led me to my goal. My strength lies solely in my tenacity."*

Benjamin Disraeli: *"The secret of success is constancy to purpose."*

Dale Carnegie: *"Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all."*

James A. Michener: *"Character consists of what you do on the third and fourth tries."*

Frank Lloyd Wright: *"I know the price of success: dedication, hard work, and an unremitting devotion to the things you want to see happen."*

Robert Frost: *"The best way out is always through."*

Sophia Loren: *"Getting ahead in a difficult profession requires avid faith in yourself. That is why some people with mediocre talent, but with great inner drive, go much further than people with vastly superior talent."*

Thomas Alva Edison: *"Many of life's failures are people who did not realize how close they were to success when they gave up."*

Napoleon Hill: *"The majority of men meet with failure because of their lack of persistence in creating new plans to take the place of those which fail."*

Edward Eggleston: *"Persistent people begin their success where others end in failure."*

Bertie C. Forbes: *"History has demonstrated that the most notable winners usually encountered heartbreaking obstacles before they triumphed. They won because they refused to become discouraged by their defeats."*

And finally that most tenacious of great leaders, Winston Churchill: *"If you're going through hell, keep going."*

#10. How to Be Popular and Admired

Would you like to know an almost foolproof way to get people to like and admire you immediately?

It's so easy. First show *them* immediate respect by following this advice from Mary Kay Ash:

"Everyone has an invisible sign hanging from their neck saying, 'Make me feel important.' Never forget this message when working with people."

There are 1,001 ways to make anyone feel important, so use your imagination and creativity. Perhaps the most reliable and easiest is by simply *listening with your full attention and a concerned heart*. Remember that people don't always expect you to solve their problems. But just listening to them express their feelings shows great respect and helps you bond with anyone as a friend.

#11. How to Choose a Business Partner

Since this is #11, I'm now going to share the most valuable 11-word sentence you'll ever read about how to choose a partner and avoid a world of trouble whenever you're thinking of joint venturing with someone. Remember this always:

"If you lie down with dogs, you wake up with fleas."

There will be times in your life when you will be tempted to partner with someone who seems to have *everything* you could possibly want in a deal. "The opportunity could be enormous," you tell yourself, "and the money could pour forth as if from a broken slot machine." But there's just one little thing making you hesitate: the person seems to regularly be involved with legal problems or has tried to cut corners and has been sanctioned by federal agencies or has a long history of dissatisfied customers and angry product reviews online or seems to be associated with unsavory suppliers or other partners or *anything else* that makes you a little nervous.

My strongest advice is: Despite the size of the opportunity, *trust your gut and run the other way!*

As so many before you have learned the hard way, *"If you lie down with dogs, you wake up with fleas."*

Same goes for hiring. Business genius Warren Buffett puts it this way:

"In looking for someone to hire, you look for three qualities: integrity, intelligence and energy. But the most important is integrity, because if they don't have that, the other two qualities, intelligence and energy, are going to kill you."

So demand integrity from anyone you work or partner with. It will save you a world of shame, blame, frustrations, and loss.

Likewise live by the code of honor and integrity yourself. Exactly what does that mean? Author Barbara De Angelis puts it well:

"Living with integrity means:

- * Not settling for less than what you know you deserve in your relationships.*
- * Asking for what you want and need from others.*
- * Speaking your truth, even though it might create conflict or tension.*
- * Behaving in ways that are in harmony with your personal values.*
- * Making choices based on what you believe, and not what others believe."*

#12. A Surefire Formula for Business or Personal Success

Tom Peters' surefire formula for success—for any business or person, including any employee who wants to advance fast—contains just three words:

"Underpromise and overdeliver."

Makes so much sense, it's a wonder that so few do it. To most consumers, their experience is usually the reverse: they've been over-promised and underdelivered. But that leaves the playing field wide open to you if you'll put this into practice.

Try to think up ways—not necessarily expensive—to give your customers a "Wow!" experience, one they can't wait to tell their friends about. Create raving fans and they'll pay you back with testimonials and free word-of-mouth advertising that's worth a fortune.

Finally, in my own humble homage to this principle of overdelivering, allow me to leave you with six "bonus" quotations I really love ...

Bonus Quotation #1

Before I mentioned how much more successful you can be if you love your work. Here is an excellent way to put this into practice, courtesy of Pearl Buck:

"The secret of joy in work is contained in one word: excellence. To know how to do something well is to enjoy it."

Bonus Quotation #2

Want to raise more successful children? Then remember this:

"Parents are patterns."

However you act in front of your children—whether it's positive or negative—the odds are high (some would say almost inevitable) that your children will test-drive and often adopt the same behavior, attitudes, and habits.

Sure, that puts a heavy responsibility on you to be a role model, but as a parent, that's what you are, like it or not. The good part of this is that it's never too late to improve yourself in any way and thus be an inspiring role model. Just the attempt at getting better is itself a wonderful lesson to impart.

Bonus Quotation #3

What is the best way to cultivate any quality you desire, whether courage, perseverance, integrity, creativity, persuasiveness ... *anything?*

Follow this advice from the brilliant psychologist William James:

"If you want a quality, act as if you already had it."

Bonus Quotation #4

On your journey and inevitable achievement of great success, bear in mind this trenchant observation of Robert Frost:

"In three words I can sum up everything I've learned about life: It goes on."

I like this quote for two reasons.

First, it means that no one is indispensable, which is why it's so important that no matter how important or successful we may become, we should be on our toes to remain modest, friendly, and respectful to all.

The second message I take away from Frost's words is, *"This will pass."* All things do.

For those who suffer, this message is a gift of solace. Pauline and I have a daughter with mental retardation and other medical problems. She is the light of our lives. Through no fault of her own and for much of her life, she has suffered. Whenever she's going through a hard time, either mentally or physically, I repeat to her, *"This will pass,"* and it gives her solace. She has internalized this mantra and it helps her get through difficult periods.

There may come a time in your life, hopefully not for a long while and perhaps never, if you may be so blessed, that either you or a loved one will need to hear this message. At such times remember, *"This will pass."* It will give comfort.

Ella Wheeler Wilcox wrote a poem on this subject ...

THIS TOO SHALL PASS AWAY

*A mighty monarch in the days of old
Made offer of high honor, wealth, and gold,
To one who should produce in form concise
A motto for his guidance, terse yet wise--
A precept, soothing in his hours forlorn,
Yet one that in his prosperous days would warn.
Many the maxims sent the king, men say.
The one he chose: "This too shall pass away."
Oh, jewel sentence from the mine of truth!
What riches it contains for age or youth.*

*No stately epic, measured and sublime,
So comforts, or so counsels, for all time
As these few words. Go write them on your heart
And make them of your daily life a part.
Has some misfortune fallen to your lot?
This too will pass away—absorb the thought.
And wait; your waiting will not be in vain,
Time gilds with gold the iron links of pain.
The dark today leads into light tomorrow;
There is no endless joy, no endless sorrow.
Are you upon earth's heights? No cloud in view?
Go read your motto once again: This too
Shall pass away; fame, glory, place and power,
They are but little baubles of the hour,
Flung by the ruthless years down in the dust.
Take warning and be worthy of God's trust.
Use well your prowess while it lasts; leave bloom,
Not blight, to mark your footprints to the tomb.
The truest greatness lies in being kind,
The truest wisdom in a happy mind.
He who desponds, his Maker's judgment mocks;
The gloomy Christian is a paradox.
Only the sunny soul respects its God.
Since life is short we need to make it broad;
Since life is brief we need to make it bright.
Then keep the old king's motto well in sight,
And let its meaning permeate each day.
Whatever comes, This too shall pass away.*

Bonus Quotation #5

Despite the forgoing and the occasional suffering we all must endure, I firmly believe the overwhelming tenor of life is happiness, beauty, and goodness (my wife and daughter feel that way too). And if you want to

enhance your perception and experience of all that is good and happy and beautiful, counsel yourself to ...

"Expect good things."

I was a worrier for many years of my life. I made a concerted effort to change when I heard someone describe worry as a form of *"negative goal setting."* He was a very wise man and told me that life tends to give us what we expect. *So inspect what you expect!* When you get out of bed each morning, and often throughout the day, remind yourself ...

"Expect good things."

Bonus Quotation #6

The phrase "do it anyway" holds special meaning for me because of the following words that were found written on the wall in Mother Teresa's home for children in Calcutta. They are attributed to her:

"People are often unreasonable, irrational, and self-centered. Forgive them anyway."

"If you are kind, people may accuse you of selfish, ulterior motives. Be kind anyway."

"If you are successful, you will win some unfaithful friends and some genuine enemies. Succeed anyway."

"If you are honest and sincere people may deceive you. Be honest and sincere anyway."

"What you spend years creating, others could destroy overnight. Create anyway."

"If you find serenity and happiness, some may be jealous. Be happy anyway."

"The good you do today will often be forgotten. Do good anyway."

"Give the best you have, and it will never be enough. Give your best anyway."

"In the final analysis, it is between you and God. It was never between you and them anyway."