

Lee Davis – a few ideas on what makes a winner in life (1/1/1980)

“Not that all these thoughts are mine. Far from it. But what follows is partly mine. Most of these ideas I have collected over a lifetime of reading and thinking. Most of them are time-tested and proven to work. I make no brief for originality, and I suppose some of the authors I will quote couldn't prove where they got their ideas, either. No matter. This stuff works. Who cares where the ideas come from?

1. Winners concentrate on the now. They concentrate totally on what they are doing, concentrate fiercely. There is a total dedication involved in pouring every bit of attention on what is at hand.
2. Winners dwell on the rewards of success, never on the penalties of failure.
3. Winners are goal-oriented. They have a game plan. They set daily, weekly, monthly, yearly goals and become obsessed with achieving them. They think success, never failure.
4. Winners are optimistic, positive thinkers. They know that thoughts control our lives, and that we become what we think about most. They know that positive expectation tends to become self-fulfilling. They think only of that they want to happen and avoid thinking about what they don't want to happen.
5. Winners review their goals constantly, set aside time every day for reflection and meditation on what is working in their lives and what is not working. They write out their goals, prioritize them, measure their progress constantly.
6. Winners never waste time on regrets, never. Or on self-pity. They know that mistakes are simply the price we pay for education. And go on from there.
7. Winners walk and look like winners, accept themselves as deserving of success. They extend the hand first, smile and say to themselves when they meet someone, 'I'll make him glad he talked to me.' Winners keep the conversation focused on the other person, helping that person to feel important, liked, needed. Winners never focus the conversation on themselves. But they always try to look their best, give their best.
8. Winners are enthusiastic. They get positively excited about their goals. And they make a habit of doing things failures don't like to do.

9. Winners review the basics, constantly. They know that 'We need not so much to be taught as to be reminded.'
10. Winners never put themselves down. Never. And they never measure their success by anyone else - - only against their potential.
11. Winners know that the psychology of winning is translating a positive attitude into action. They know that we get just about what we expect in life, and that when we expect the best, we often get it.
12. Winners know there are highs and lows in life, but never let the lows last. They beat them by keeping busy and absolutely refusing to allow blue thoughts to dwell for long in their minds.
13. Winners look on problems as opportunities, and try to find some good in every situation.
14. Winners stay calm and relaxed and friendly, no matter what. They know that calmness and courage are learned habits.
15. Winners know that drive and persistence are far more important than talent, ability, family connections, heredity or any other assets. 'Nothing in the world can take the place of persistence.'
16. Winners know that their self-image is fundamental to all accomplishment, and seeing a good self-image is your ticket to success. It's not what you are that holds you back. It's what you think you are not. Every loss, every win over yourself contributes to your self-image, your self-esteem.
17. Winners know that the self-image dwells in the subconscious, the robot automatic pilot. You are a slave to that robot. Whatever you tell it it accepts as fact. It has no judgement. It accepts exactly what you think, whether that be a fact or not.
18. Winners know that the robot auto pilot, the subconscious, is always listening, and are very careful not to feed it anything negative about themselves.
19. Winners maintain a running dialogue with themselves, never accepting the idea of failure, always emphasizing the positive. Winners meditate daily and become obsessed with their goals. They have a singleness of purpose, once that purpose is defined and absolutely refuse to be deflated by any tendency to drift into a mood of uncaring.

There it is. In a nutshell. A lot of words to say what that ancient writer of Proverbs said so simply: 'As a man thinketh in his heart, so is he.' "