

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](http://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**

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**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

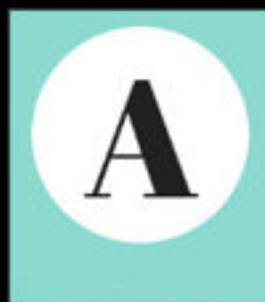
**S**pecific - What do you want to accomplish?

**M**easureable - How will you know when its been accomplished?

**A**chievable - Is your goal reasonable and doable?

**R**elevant - Is this the right time, given my current situation?

**T**ime-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.

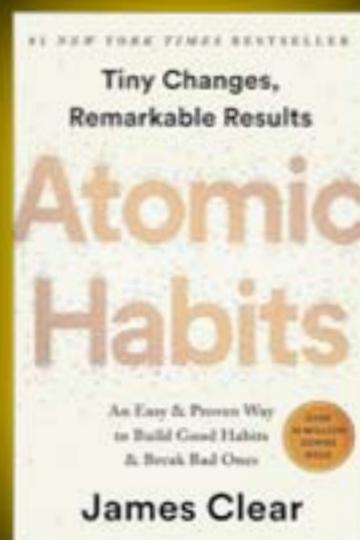
What are some potential obstacles and barriers you might face?

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## 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 ...**

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## 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.

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## 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 !

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## 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.

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## 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.

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## 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**

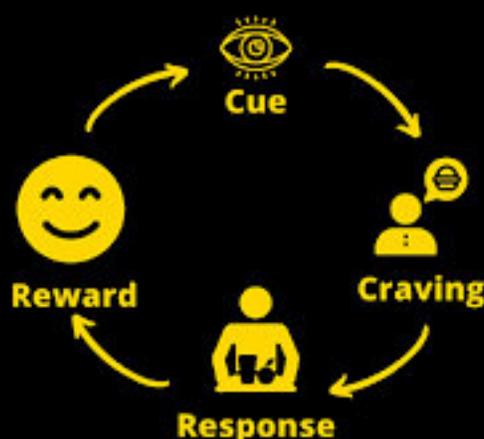
The easiest, quickest and most effective way to form new **POSITIVE HABITS** is by understanding and creating **POSITIVE HABIT LOOPS**.

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.

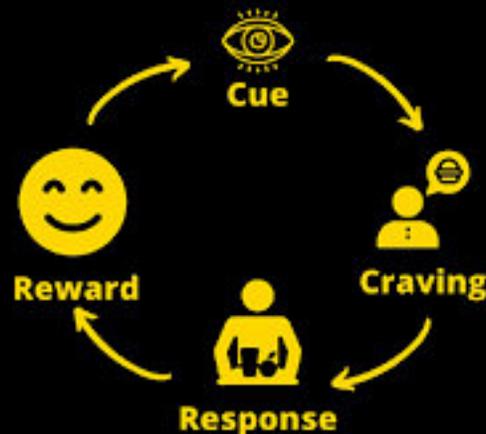
### EXAMPLE

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.

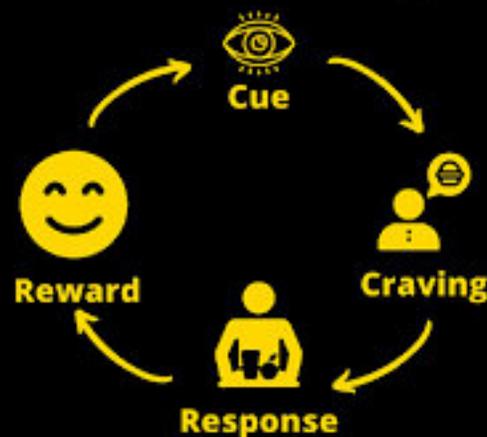
## EXAMPLE

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.*

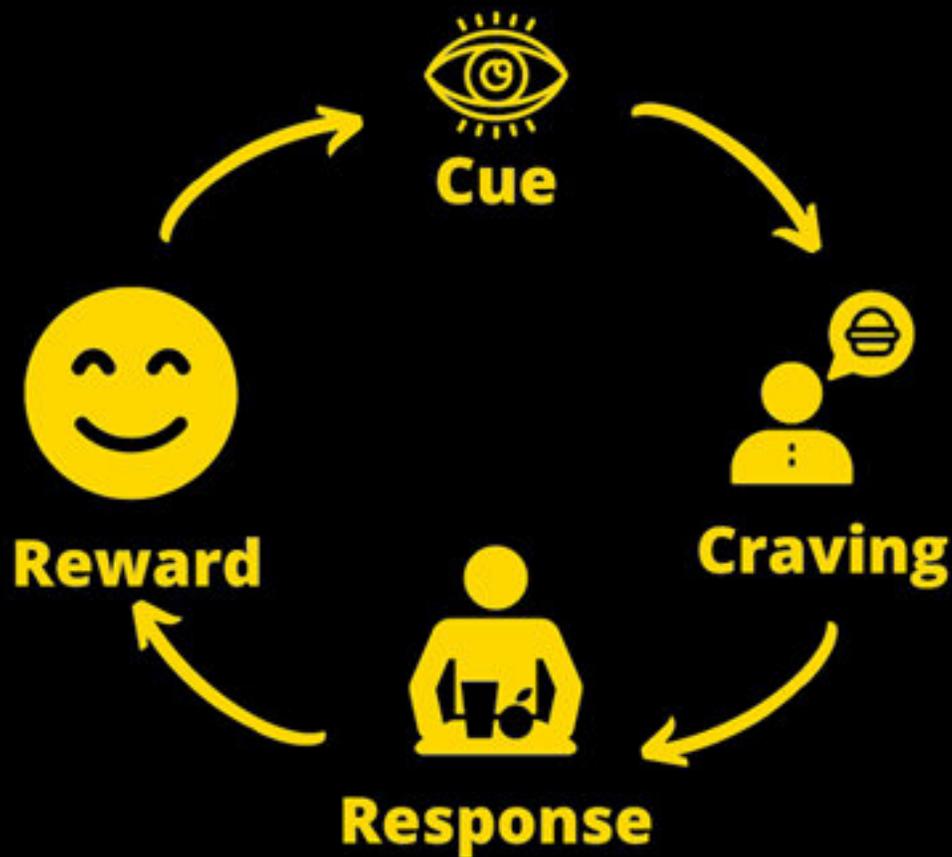
**EXAMPLE** - If you wake up each morning and ask yourself if you feel like exercising, chances are a day will come when you say no. If your **waking up each morning becomes a CUE** for you to **automatically go exercise (THE ROUTINE)**, there is no decision to be made. You just go do it. *Reducing the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

The 20 Untils	
1	Until we tell it like it is
2	Until we adopt Long-term Thinking
3	Until we Stop Blaming
4	Until we Embrace Change
5	Until we Focus On The Possible
6	Until we Change Our Perspective
7	Until we Envision A Brighter Future
8	Until we Learn To Give First
9	Until we Allocate Resources Wisely
10	Until we Act Consistently
11	Until we Learn To Persist
12	Until we Start Acting with Integrity
13	Until we Respect Each Other
14	Until we Learn to Play Win-Win
15	Until we Achieve Balance
16	Until we are willing to Willingly Change
17	Until we Believe it is Possible
18	Until we Strengthen Required Disciplines
19	Until we Embrace the Required Unit of Commitment
20	Until we Integrate Our Mind, Body & Spirit

The 20 Lows	
1	Low of Actuality
2	Low of the Long-term
3	Low of Personal Response-Ability
4	Low of Change
5	Low of Focus
6	Low of Perspective
7	Low of Vision
8	Low of Attraction / Reciprocity
9	Low of Readiness
10	Low of Action
11	Low of Persistence
12	Low of Integrity
13	Low of Respect
14	Low of Alternatives
15	Low of Balance
16	Low of Willingness
17	Low of Belief
18	Low of Discipline
19	Low of Commitment
20	Low of Integration

The 20 Benefits	
1	Living in the Best World
2	Living in A Sustainable World
3	Living in A World Of Problem Solvers
4	Living in A World That's Constantly Improving
5	Living in A World Without Negativity
6	Living in A World Of Privilege
7	Living in A World Of Consistent Choice
8	Living in A World Of Givers
9	Living in a world of abundant Creativity
10	Living in A World Without Hypocrisy
11	Living in A World where we ultimately Succeed
12	Living in A World without Dishonor
13	Living in A World where Everyone is Respected
14	Living in A World where Everyone Wins
15	Living in A World without Excess or Lack
16	Living in A World that has Freedom, Except for the poor
17	Living in A World where it's Not Things that Matter
18	Living in A World where Things Get Done
19	Living in A World where Everyone is doing their Best
20	Living in A World where all will Share the Benefit of Doing their Best

# 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
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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	
<b>1</b>	<b>Until We Tell It Like It Is</b> 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.
<b>2</b>	<b>Until We Adopt Long-Term Thinking</b> 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.
<b>3</b>	<b>Until We Stop Blaming</b> 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.
<b>4</b>	<b>Until We Embrace Change</b> Until we stop fearing change and start embracing it, we will never achieve our maximum potential and evolve as a species.
<b>5</b>	<b>Until We Focus On The Possible</b> 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.
<b>6</b>	<b>Until We Change Our Perspective</b> 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.
<b>7</b>	<b>Until We Envision A Brighter Future</b> 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.
<b>8</b>	<b>Until We Learn To Give First</b> 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.
<b>9</b>	<b>Until We Allocate Resources Wisely</b> 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.
<b>10</b>	<b>Until We Act Consistently</b> 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.
<b>11</b>	<b>Until We Learn To Persist</b> Until we learn to persist, despite all obstacles, we will never achieve our maximum potential and evolve as a species.
<b>12</b>	<b>Until We Start Acting With Integrity</b> 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.
<b>13</b>	<b>Until We Respect Each Other</b> Until we learn to respect ourselves and to respect each other, we will never achieve our maximum potential and evolve as a species.
<b>14</b>	<b>Until We Learn To Play Win-Win</b> 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.
<b>15</b>	<b>Until We Achieve Balance</b> 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.
<b>16</b>	<b>Until We Are Willing To Permanently Change</b> 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.
<b>17</b>	<b>Until We Believe It Is Possible</b> Until we believe that which we want is truly possible, we will never achieve our maximum potential and evolve as a species.
<b>18</b>	<b>Until We Develop The Required Discipline</b> 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.
<b>19</b>	<b>Until We Develop The Required Level Of Commitment</b> Until we go 100% into developing that which we truly want, we will never achieve our maximum potential and evolve as a species.
<b>20</b>	<b>Until We Integrate Our Mind, Body &amp; Spirit</b> 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	
<b>1</b>	<b>Law of Actuality</b> No thing person or system can remain in existence for any time without first having arrived at a level of full, real and deliberate of their own existence, functioning, thoughts, and feelings and then responding accordingly and being done so.
<b>2</b>	<b>Law of the Long-Term</b> Repeated short-term gains do not bring long-term rewards. Consequently, one must give reasonable limits on short-term pleasures with the understanding long-term benefits will be the result.
<b>3</b>	<b>Law of Personal Response-Ability</b> One must take full personal responsibility for anything coming in their life. In fact, one must also take full personal responsibility. There is no victim. All that matters is what one is going to do to fix the problem.
<b>4</b>	<b>Law of Change</b> Everyone wants change, but few are willing to change. That's not the way it works. Change requires work, and one willing to see changes in their life and in their work, they are going to have to change first. It always starts with you.
<b>5</b>	<b>Law of Focus</b> Whatever we focus our 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.
<b>6</b>	<b>Law of Perspective</b> 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 perspective to derive a total perspective as a result. Sometimes they were born with experiences and drive on, as opposed to dwelling on them and making a job.
<b>7</b>	<b>Law of Vision</b> 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. All one can do is do it for you.
<b>8</b>	<b>Law of Attraction / Reciprocity</b> 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.
<b>9</b>	<b>Law of Readiness</b> One must constantly prepare themselves so that they are ready to act when desirable opportunities come their way. Good things are prepared, as opportunities will always wait.
<b>10</b>	<b>Law of Action</b> 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. Do not wait for the gods and then take advantage of their favor. It is the responsibility of said gods.
<b>11</b>	<b>Law of Persistence</b> Nothing can take the place of persistence. Patience, persistence and hard work are an irreplaceable combination for success. Energy and persistence conquer all things.
<b>12</b>	<b>Law of Integrity</b> 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 fear, as one has nothing to hide.
<b>13</b>	<b>Law of Respect</b> 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.
<b>14</b>	<b>Law of Alternatives</b> 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.
<b>15</b>	<b>Law of Balance</b> 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.
<b>16</b>	<b>Law of Willingness</b> 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.
<b>17</b>	<b>Law of Belief</b> 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.
<b>18</b>	<b>Law of Discipline</b> The achievement of one's later 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 discipline your self to do whatever you desire to do.
<b>19</b>	<b>Law of Commitment</b> The achievement of excellence requires a level of commitment where one goes 100% every time toward the achievement of that which they truly want. Anything less than 100% will at best, only get you part of the way there.
<b>20</b>	<b>Law of Integration</b> 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 can live in optimum health 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	
<b>1</b>	<b>Living In The Real World</b> 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.
<b>2</b>	<b>Living In A Sustainable World</b> 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 live its life.
<b>3</b>	<b>Living In A World Of Problem Solvers</b> 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.
<b>4</b>	<b>Living In A World That's Constantly Improving</b> 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 feeds its or discourages it.
<b>5</b>	<b>Living In A World Without Negativity</b> By incorporating Law #5 - The Law of Positivity 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.
<b>6</b>	<b>Living In A World Of Privilege</b> 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.
<b>7</b>	<b>Living In A World Of Conscious Choice</b> 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.
<b>8</b>	<b>Living In A World Of Givers</b> By incorporating Law #8 - The Law of Abundance / Replenishing 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.
<b>9</b>	<b>Living In A World Of Abundant Creativity</b> By incorporating Law #9 - The Law of Boundaries 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.
<b>10</b>	<b>Living In A World Without Hypocrisy</b> 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.
<b>11</b>	<b>Living In A World Where We Ultimately Succeed</b> 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.
<b>12</b>	<b>Living In A World Without Dishonor</b> 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.
<b>13</b>	<b>Living In A World Where Everyone Is Respected</b> 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.
<b>14</b>	<b>Living In A World Where Everyone Wins</b> 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.
<b>15</b>	<b>Living In A World Without Excess or Lack</b> 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.
<b>16</b>	<b>Living In A World That Has Permanently Changed For The Better</b> By incorporating Law #16 - The Law of Willingness into our lives, we will be creating a society that has permanently changed for the better one that will continue to permanently change for the better.
<b>17</b>	<b>Living In A World Where So Many More Things Are Possible</b> 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.
<b>18</b>	<b>Living In A World Where Things Get Done</b> 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.
<b>19</b>	<b>Living In A World Where Everyone Is Working Toward Excellence</b> 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.
<b>20</b>	<b>Living In A World Where All Work Toward The Benefit Of Others</b> 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



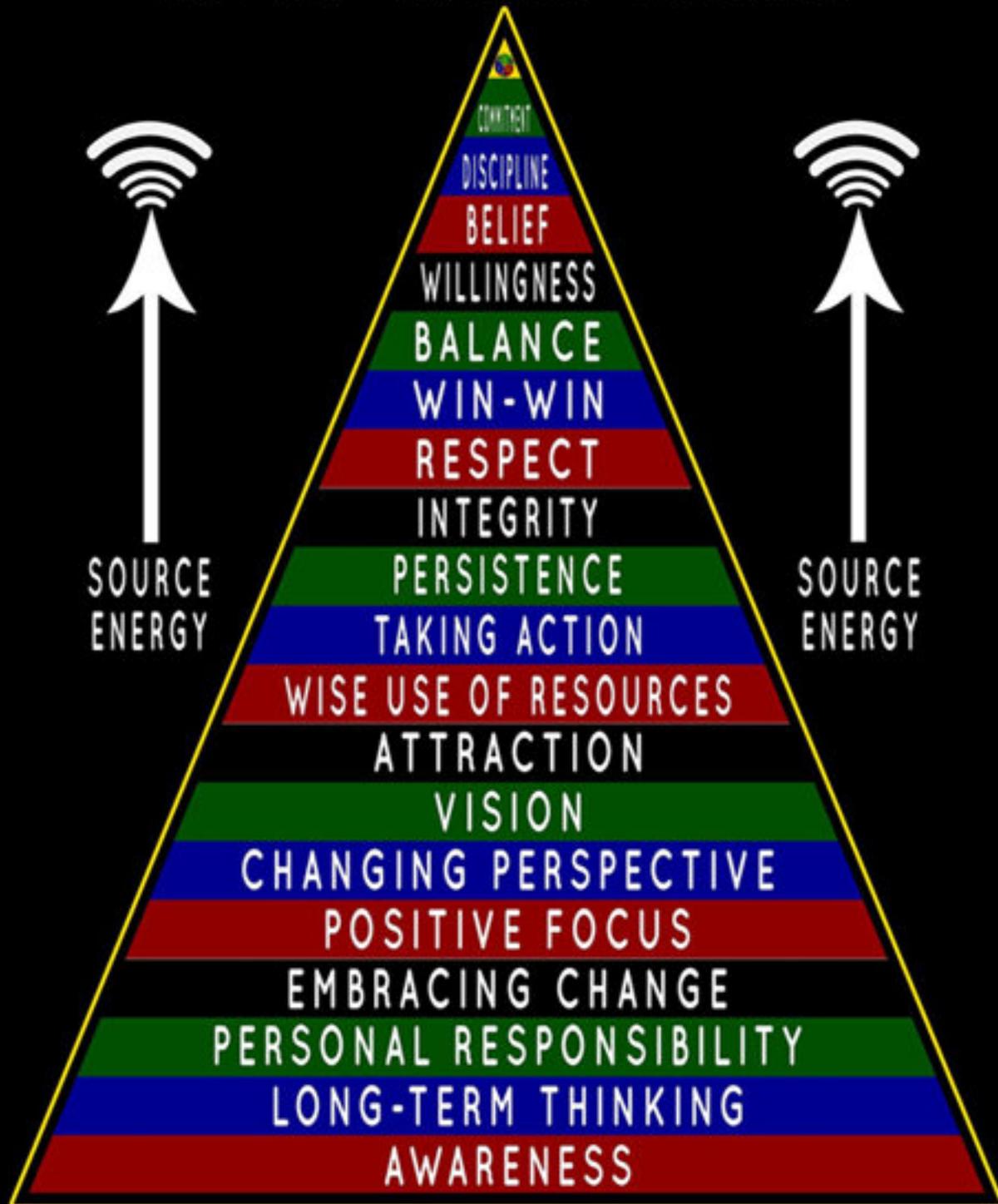
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and Stanley Bronstein

# 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



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.

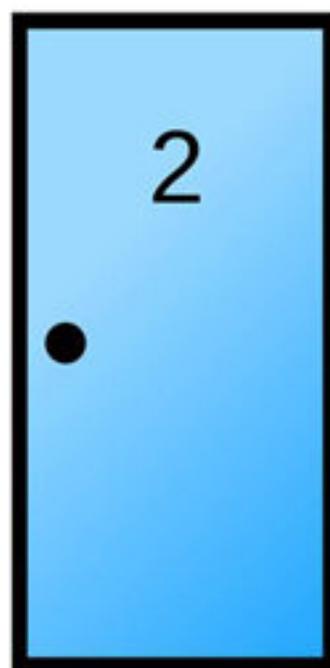
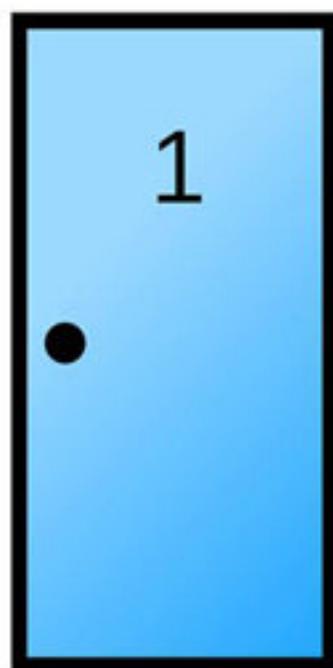
# THE WAY OF EXCELLENCE

## 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



**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

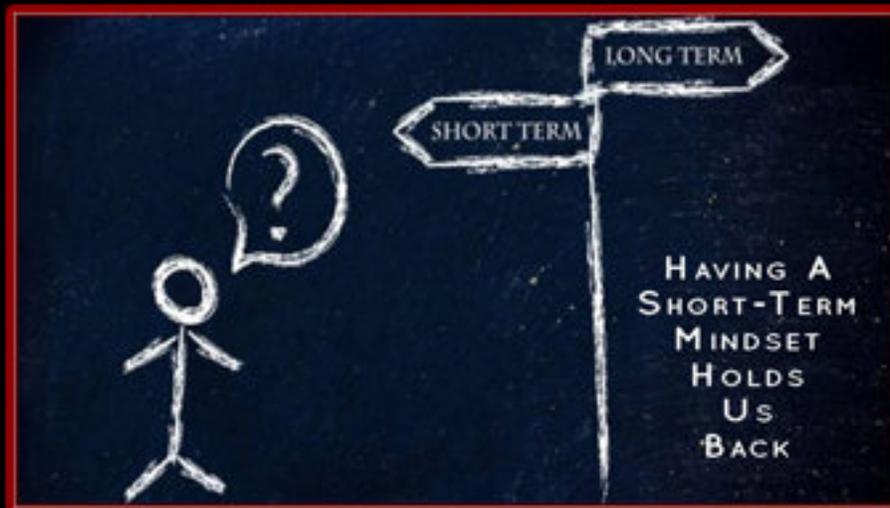
**FACE EVERYTHING AND RISE**



# THE WAY OF EXCELLENCE

## 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

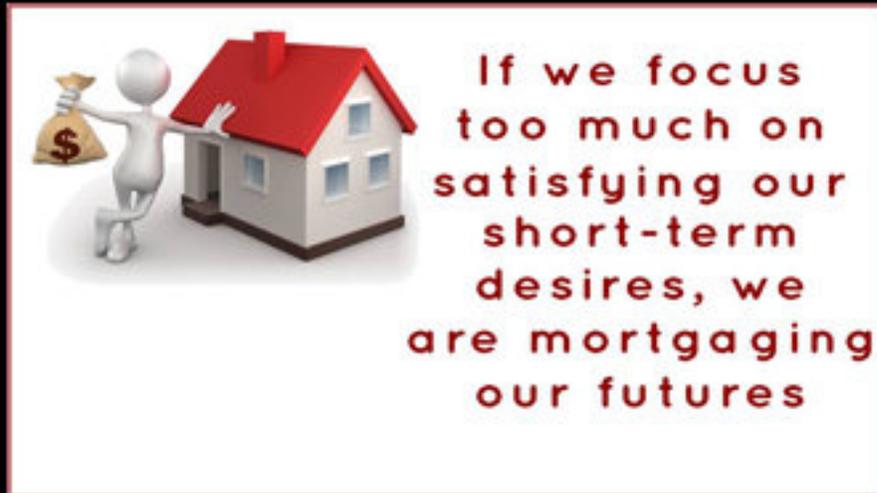
By incorporating Law #2 - The Law of the Long-Term into our lives, we will be creating a society based upon principles that are sustainable over the long-term, as opposed to an unsustainable society that cannot hope to last.

---

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

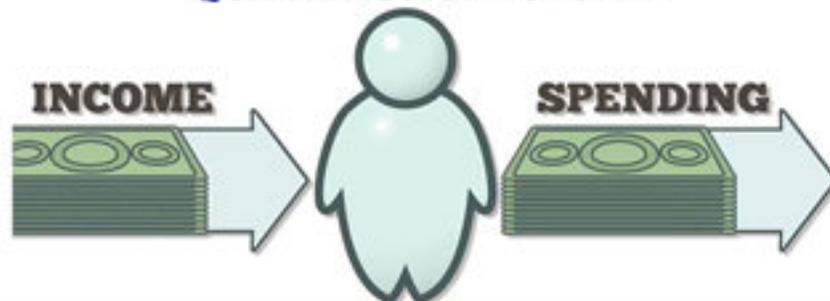
### REASON #3

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



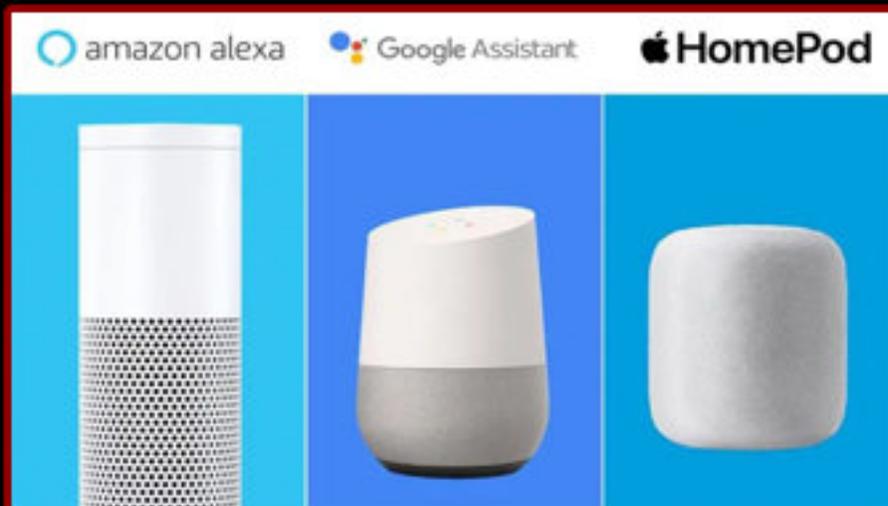
Instead of eating healthy and exercising,  
we'd rather take a pill and sit on our butts



# THE WAY OF EXCELLENCE

## 2 - Adopting Long-Term Thinking (CONTINUED)

The answer to all our questions  
is right at our fingertips



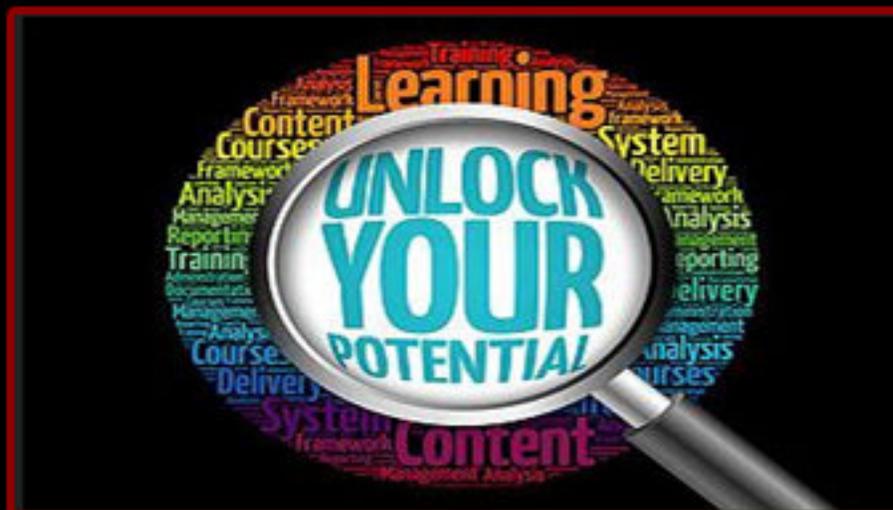
Everything we want can be delivered to us.  
We don't even have to leave our house to get it.



# 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

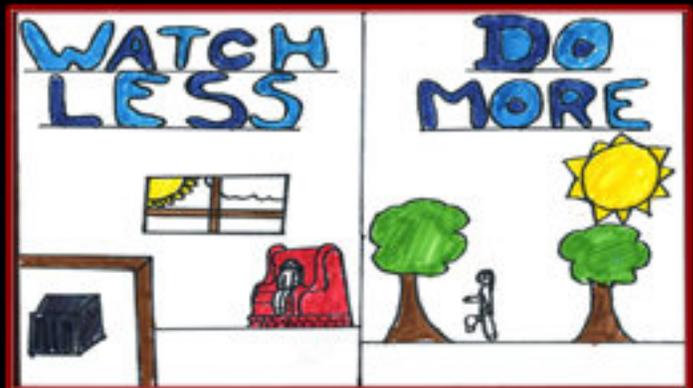
If you have kids, list some times when you made short-term sacrifices for their long-term benefit?

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



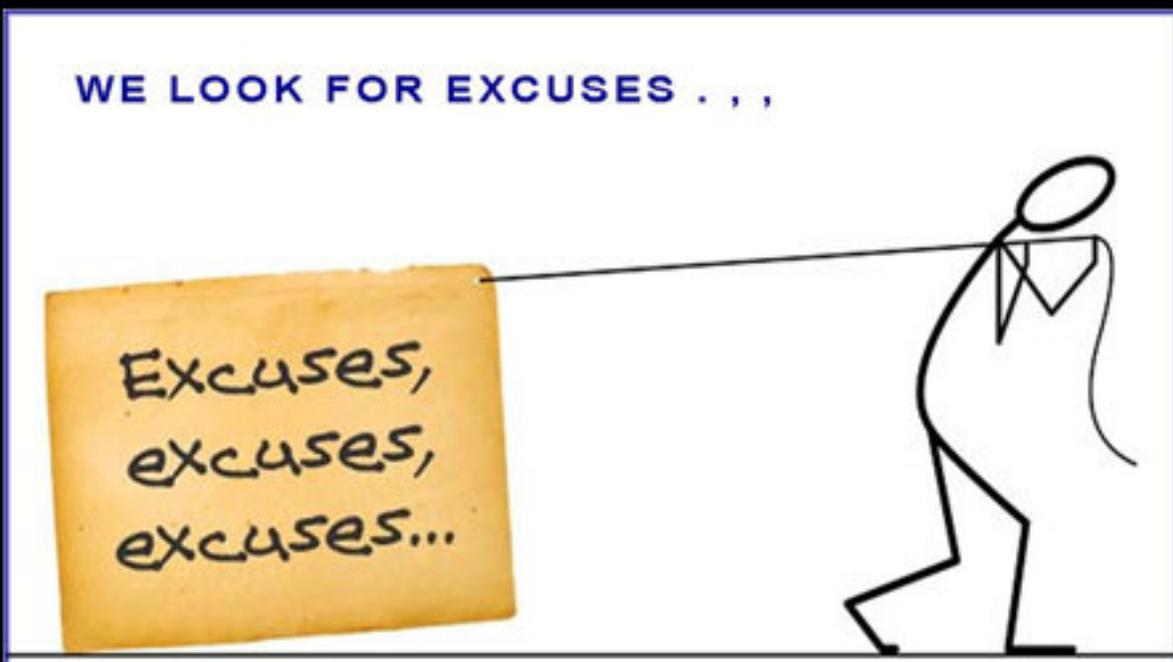
**QUESTION**

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)

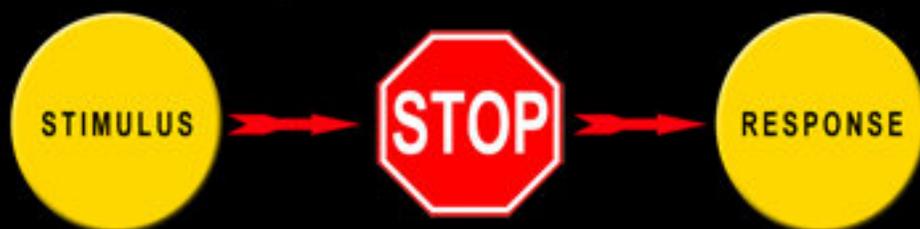
# PROBABLY

# 🎤 NOT

**Tip!**



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

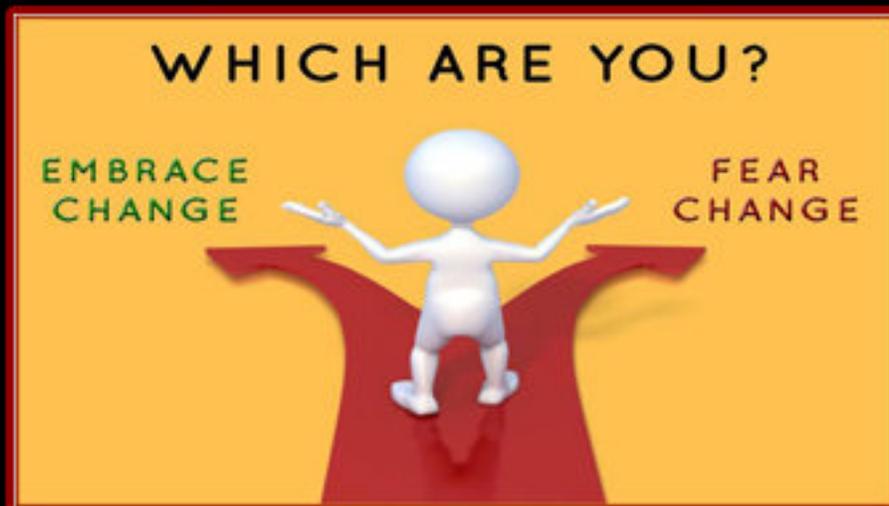
DON'T COMPARE YOURSELF TO OTHERS  
YOU'RE NOT IN COMPETITION WITH ANYONE



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

# THE WAY OF EXCELLENCE

## 4 - EMBRACING CHANGE



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

# 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

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

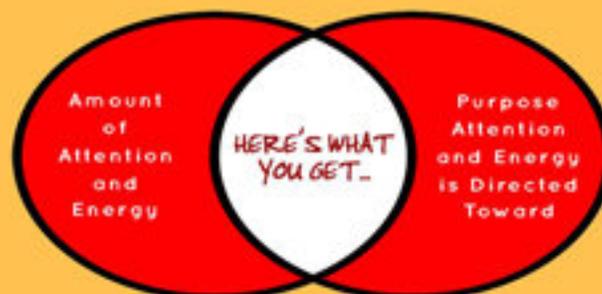
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____



### 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



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

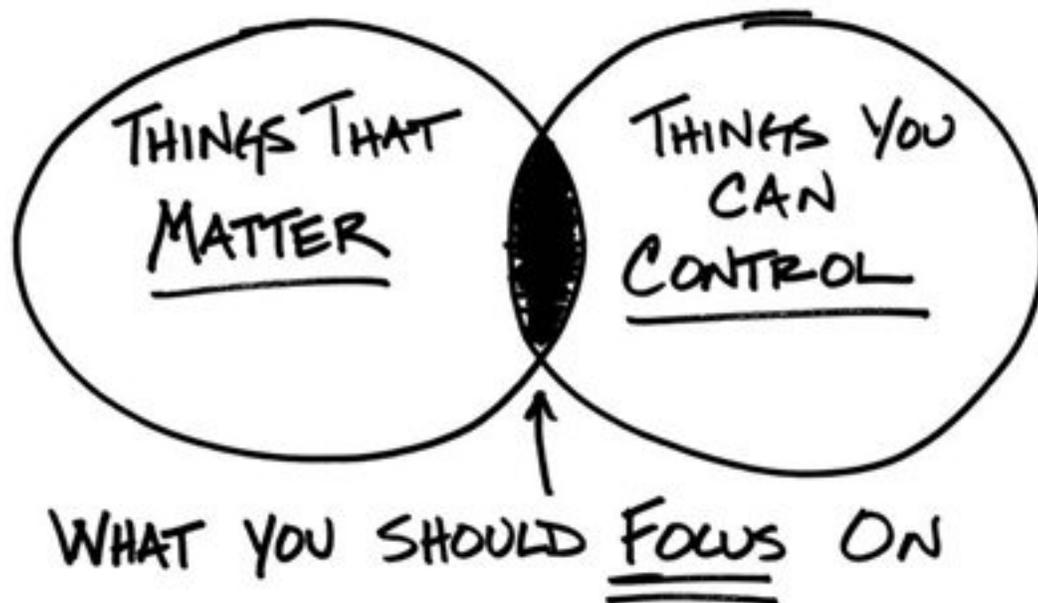
By incorporating Law #5 - The Law of Focus into our lives,  
we will be creating a society that focuses on  
the positive things that are possible  
and one that stops focusing on  
the negative things that hold us back.

---

**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)



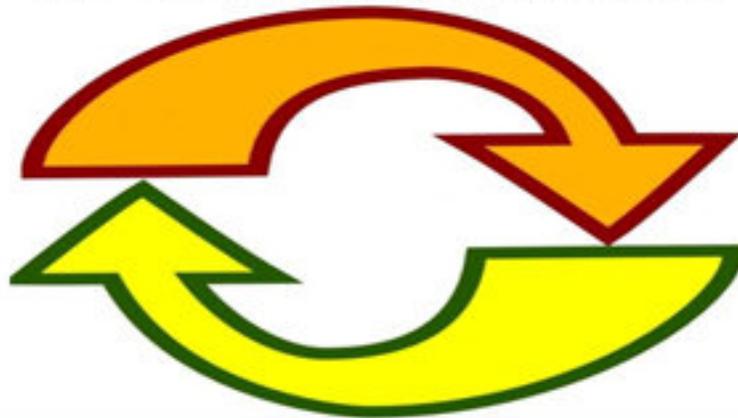
**ABOVE ALL,  
DISREGARD  
THE  
IRRELEVANT**

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.



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



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



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



ARE YOU BEGINNING TO GET THE PICTURE ???



# 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)



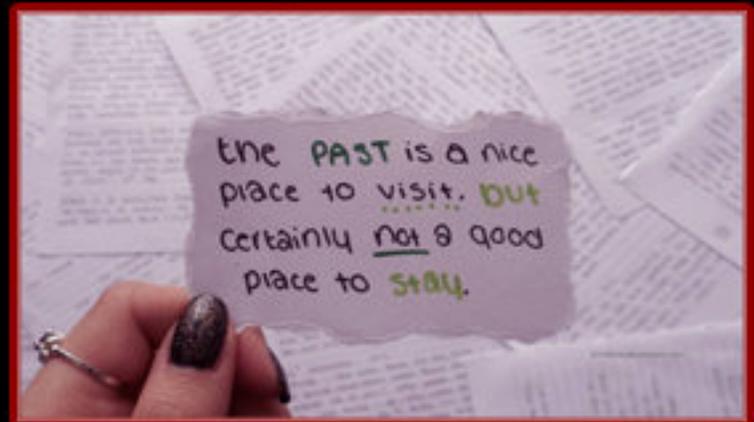
PERSONALLY,  
I'M A  
**POSSIMIST**

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

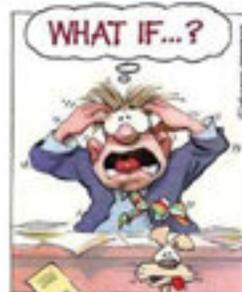


THINKING ABOUT THE FUTURE  
IS ALSO IMPORTANT, BUT IT  
CAN ALSO BE A MAJOR  
SOURCE OF WORRY



SOMETIMES FOR  
THINGS THAT  
MAY NEVER  
HAPPEN

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



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

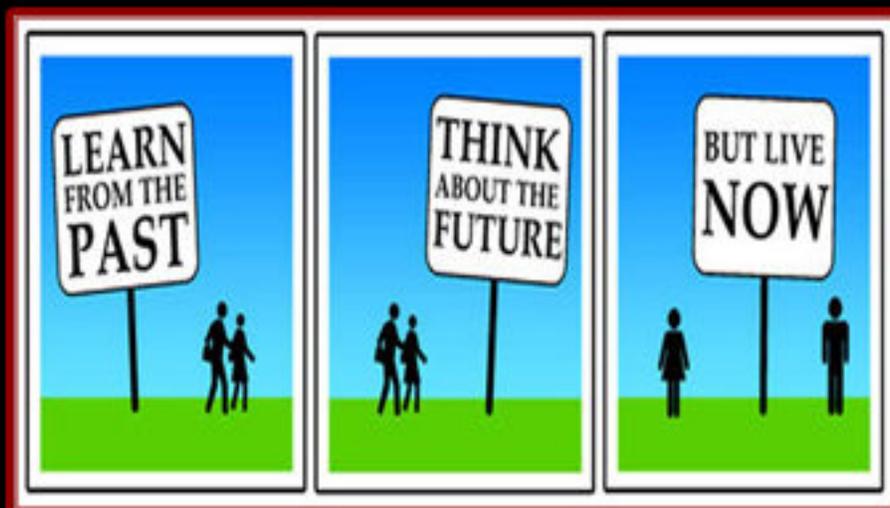
# THE WAY OF EXCELLENCE

## 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**

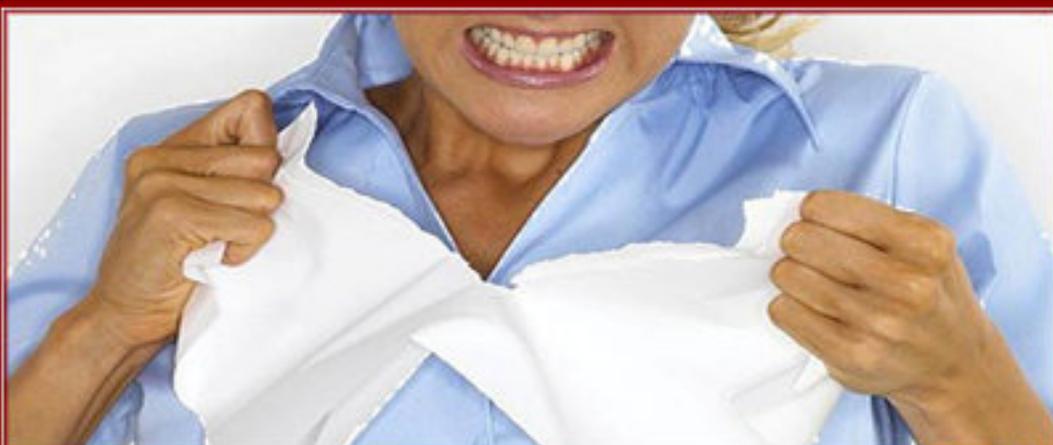


# THE WAY OF EXCELLENCE

## 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

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### 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



# 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

**Tip!**



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

MOST PEOPLE DON'T DO ANY OF THESE THINGS



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

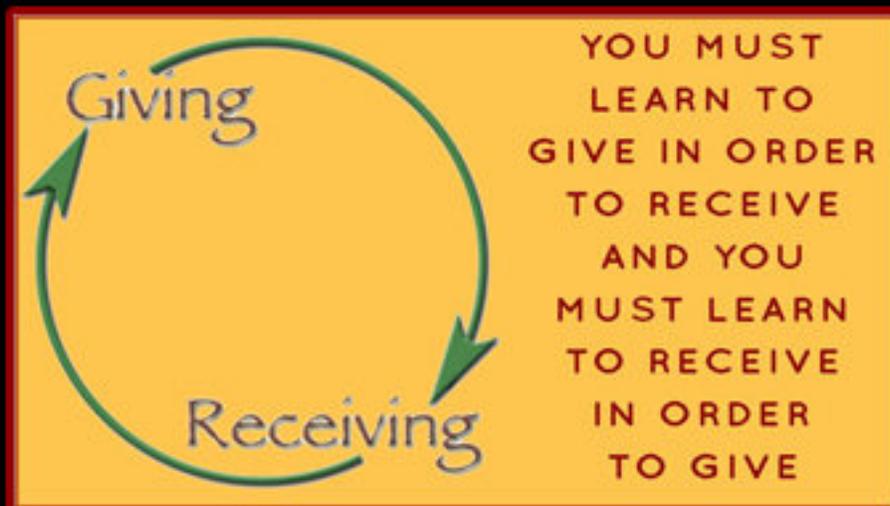
If you don't like what's  
constantly coming your way,  
then something  
needs to change

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

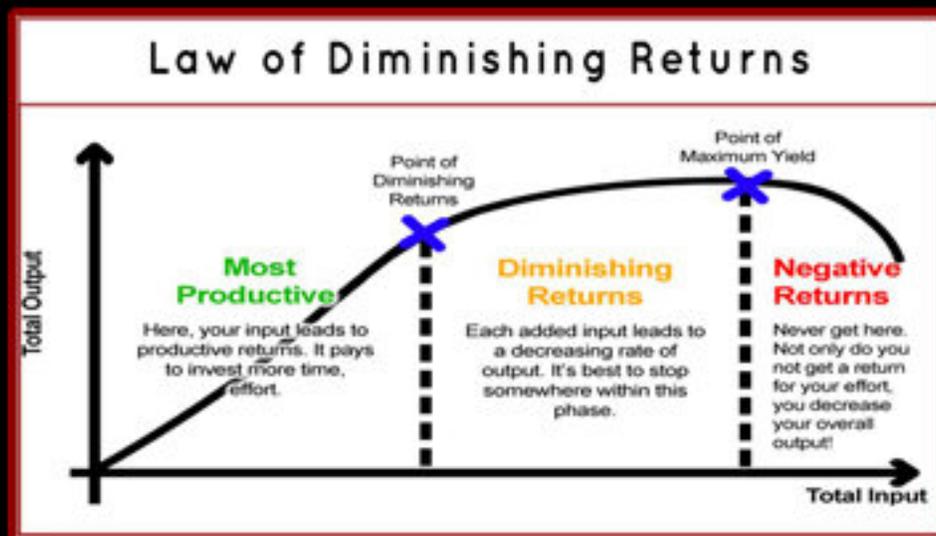
*Just About*



# 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



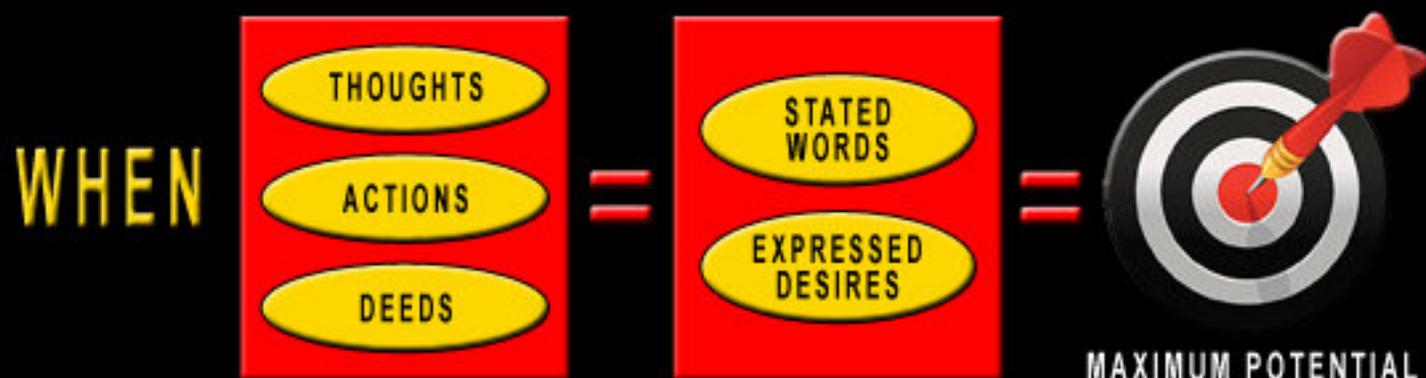
IMPERFECT ACTION  
IS BETTER THAN  
PERFECT INACTION



# THE WAY OF EXCELLENCE

## 10 - TAKING CONSISTENT ACTION (CONTINUED)

UNTIL #10



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

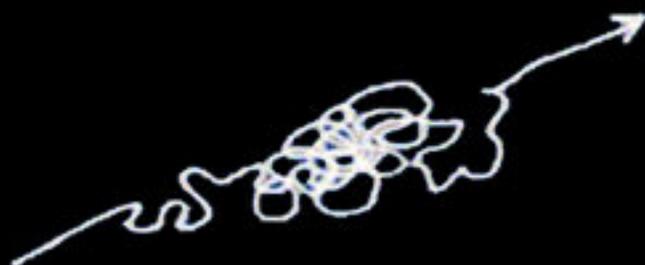
## 10 - TAKING CONSISTENT ACTION (CONTINUED)

**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



PREPARATION IS THE KEY  
TO BEING READY  
WHEN OPPORTUNITY  
PRESENTS ITSELF

USE YOUR DOWN TIME FOR PREPARATION

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

One must constantly prepare themselves so they are ready to act when desirable opportunities come their way.

---

### 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?



# 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

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### 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

**= 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?



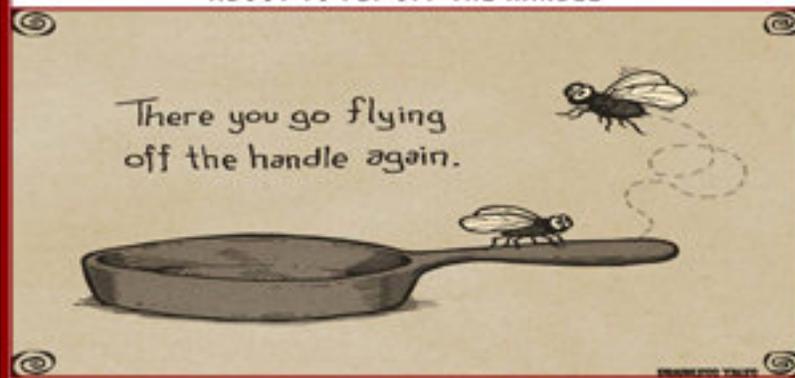
**WHAT HAPPENS TO YOU IS NOT NEARLY AS IMPORTANT  
AS HOW YOU REACT TO WHAT HAPPENS TO YOU**

# 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



## 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.

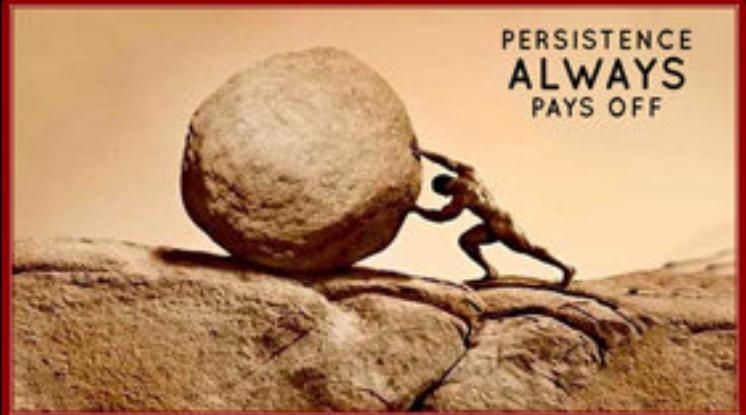
# THE WAY OF EXCELLENCE

## 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

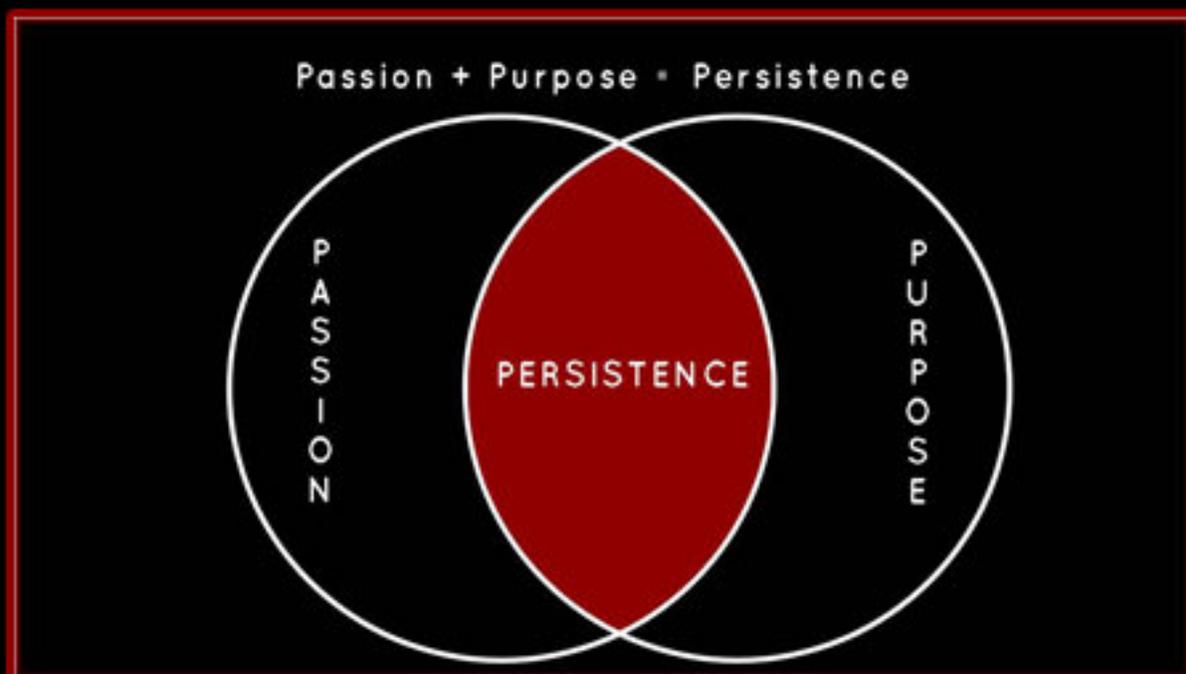
”

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

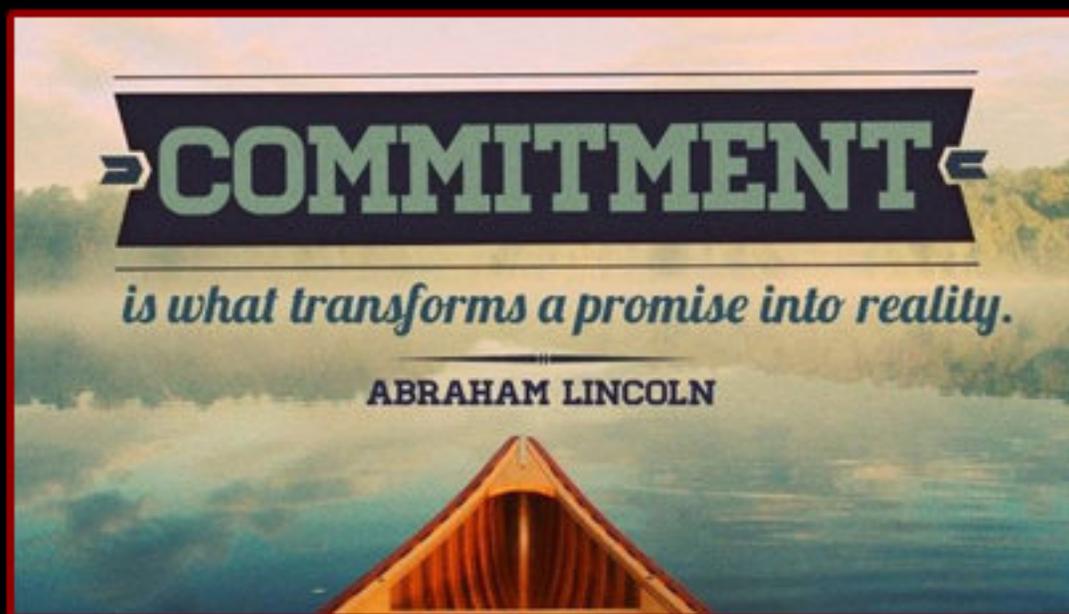
## 11 - THE POWER OF PERSISTENCE (CONTINUED)

### 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

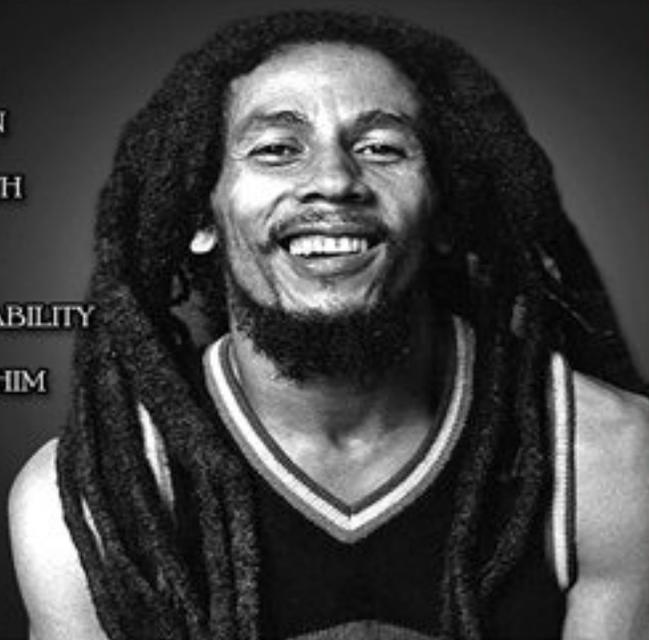
### THINGS WE'VE DECIDED SO FAR

- |                                       |                            |
|---------------------------------------|----------------------------|
| ✓ 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

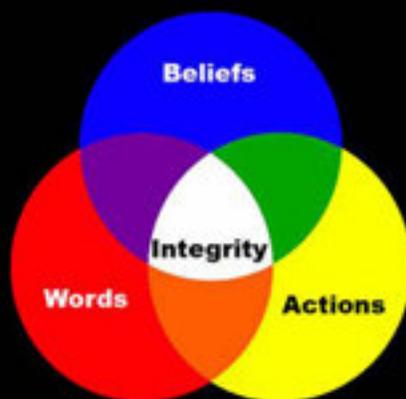
IF YOU MAKE A MISTAKE ALONG THE WAY,  
REMEMBER THAT YOU'RE ONLY HUMAN

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

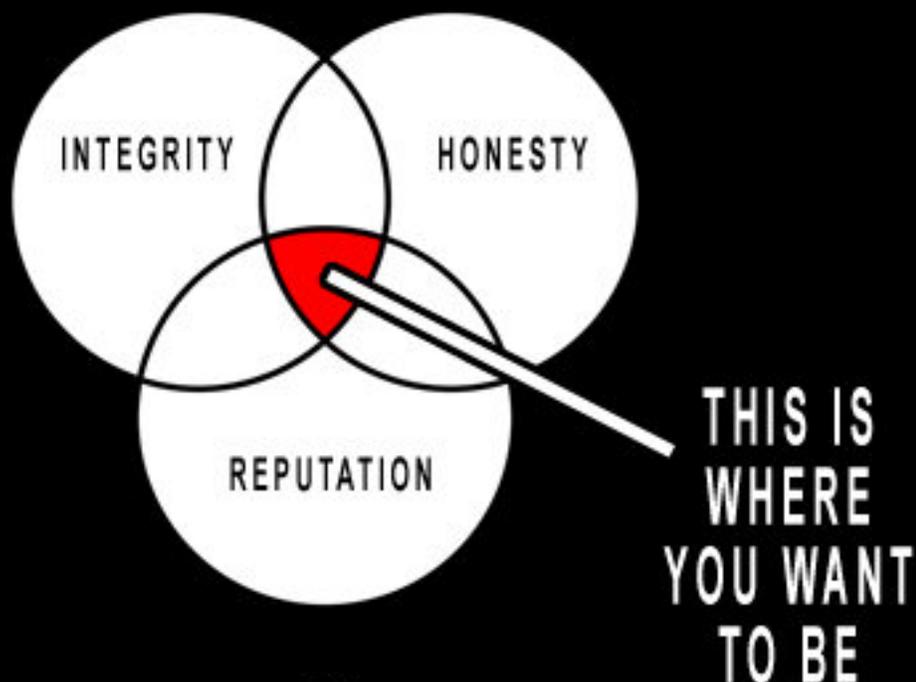
## 12 - BUILDING A FOUNDATION OF INTEGRITY (CONTINUED)

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

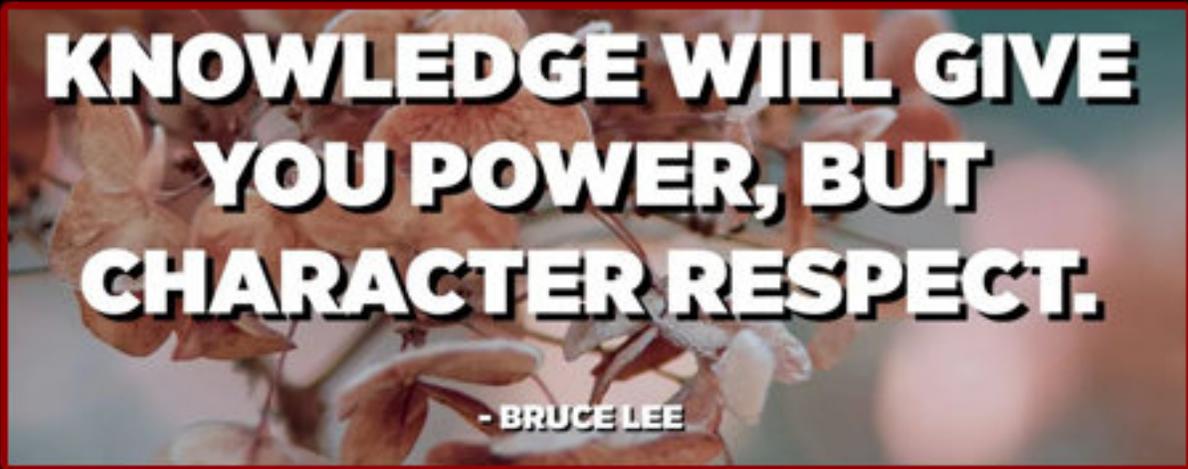
One must respect others in order to receive respect from others.  
Likewise, one must respect themselves before others will respect them.  
Respect must be given before it can be received.

"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)

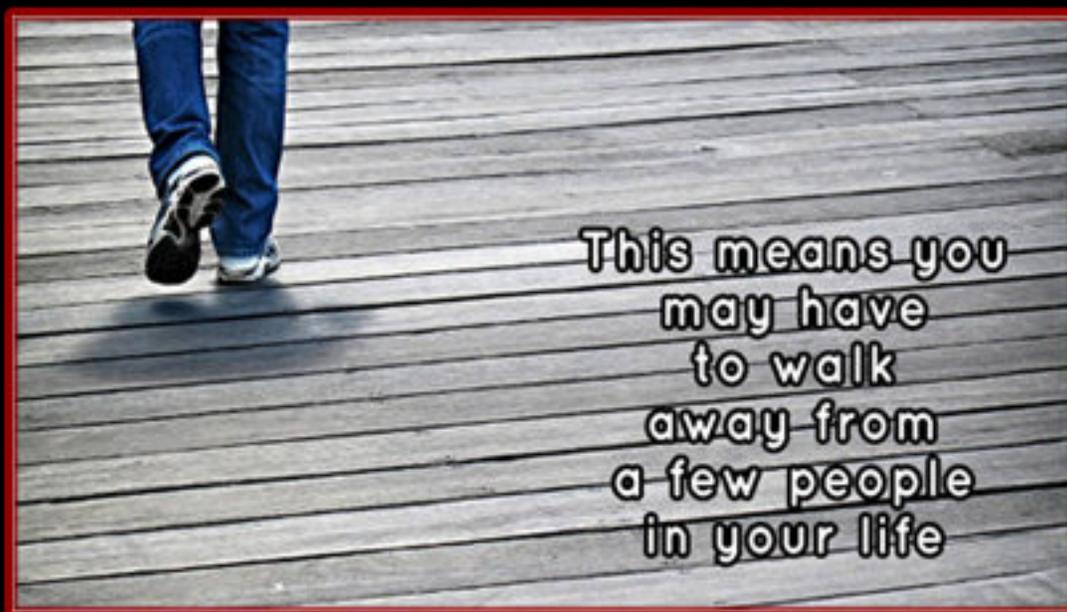
THEN THERE'S SELF-RESPECT

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



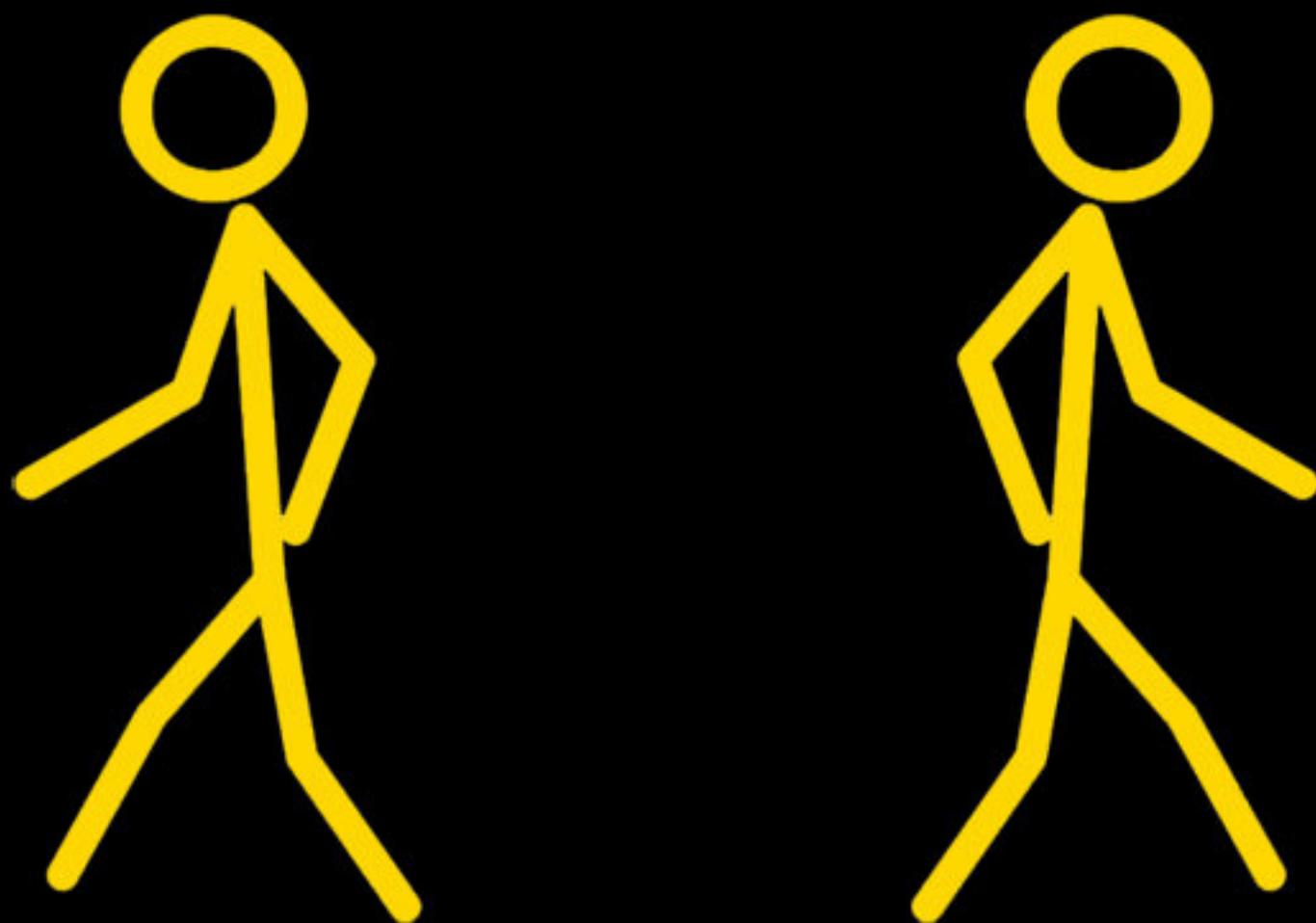
YOU DON'T OWE ANYONE  
AN EXPLANATION FOR  
TAKING CARE OF YOURSELF



# 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 MESSSES WITH OUR HEADS



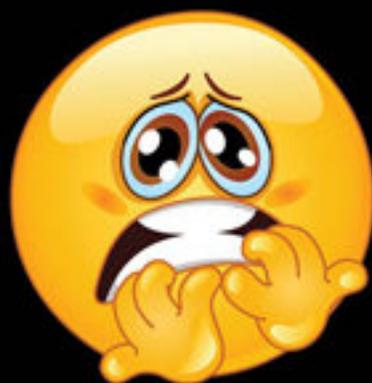
THE REALITY IS WE LIKE HAVING CHOICES  
WHEN WE'RE FACING A LESS THAN IDEAL SITUATION,  
BUT WE SOMETIMES GET PARALYZED WHEN  
WE HAVE TO CHOOSE BETWEEN SIMILAR CHOICES



# 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*

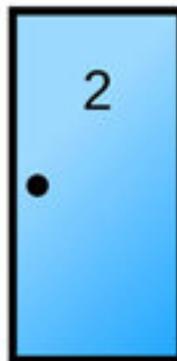
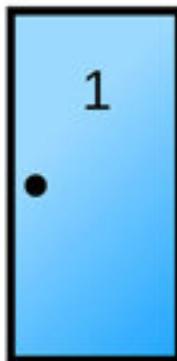
# THE WAY OF EXCELLENCE

## 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**

	<p>REMEMBER TO</p> <p>STOP</p> <p>THINK (for a set period of time)</p> <p>OBSERVE</p> <p>AND THEN PROCEED</p> <p>(set a reasonable time limit for your thinking in order to prevent yourself from over-thinking)</p>
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**Tip!**

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

# THE WAY OF EXCELLENCE

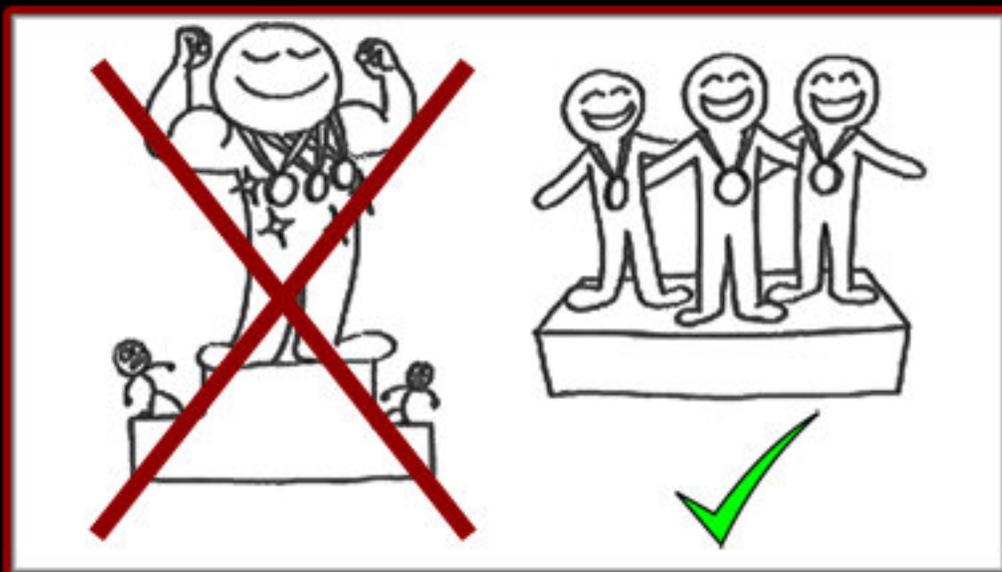
## 14 - LEARNING TO THINK WIN-WIN (CONTINUED)

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



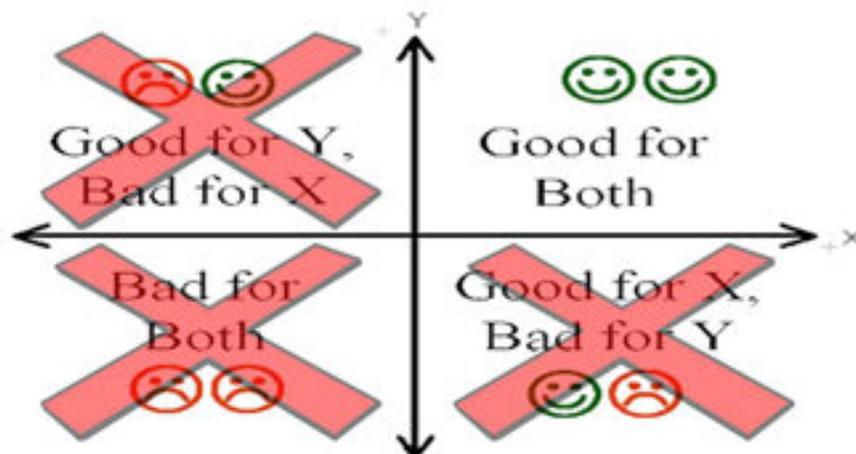
YOU DON'T HAVE TO BE BOXED IN



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

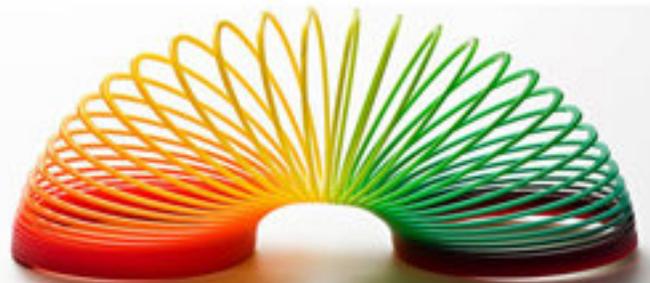


THE LAW OF ALTERNATIVES COULD EASILY  
BE CALLED THE LAW OF CHOICES



BY BEING FLEXIBLE, YOU GIVE YOURSELF MORE CHOICES

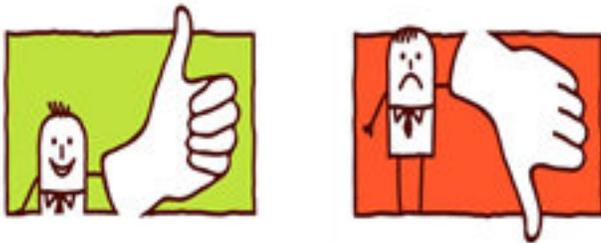
BY GIVING YOURSELF MORE CHOICES,  
YOU MAKE YOURSELF MORE POWERFUL



# 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

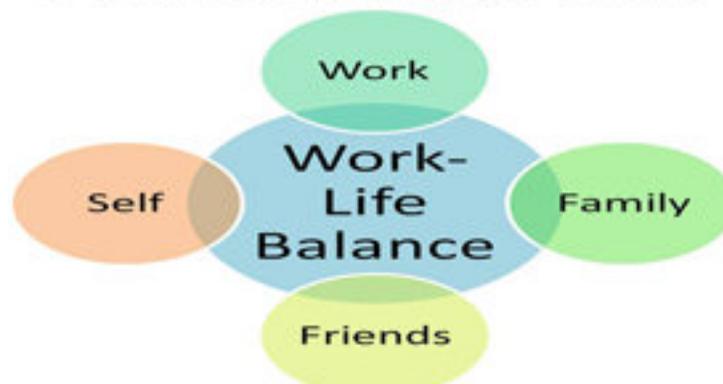
There are **ALWAYS**  
alternatives.

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

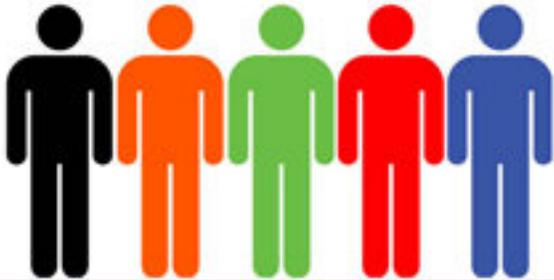
# THE WAY OF EXCELLENCE

## 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)

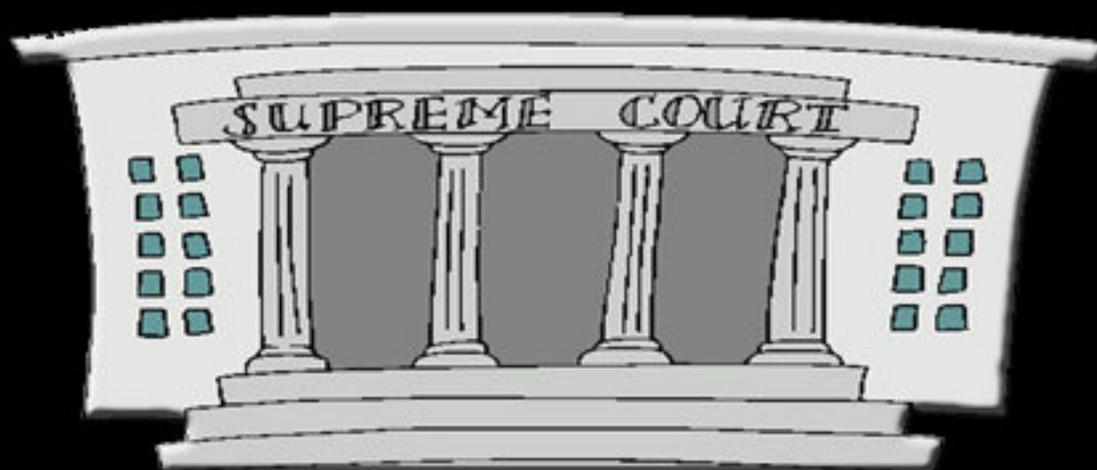


IT APPLIES  
ON ALL LEVELS



IT APPLIES  
IN ALL  
SITUATIONS,  
AT ALL  
TIMES

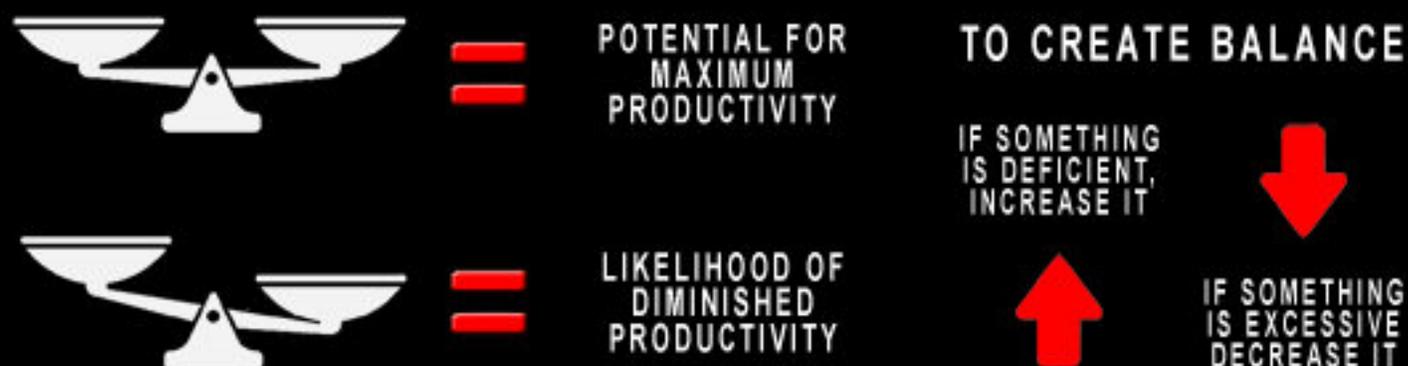
THAT'S WHY I LIKE TO CALL IT  
**THE SUPREME LAW**



# THE WAY OF EXCELLENCE

## 15 - CREATING A BALANCED LIFE (CONTINUED)

### LAW #15



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.



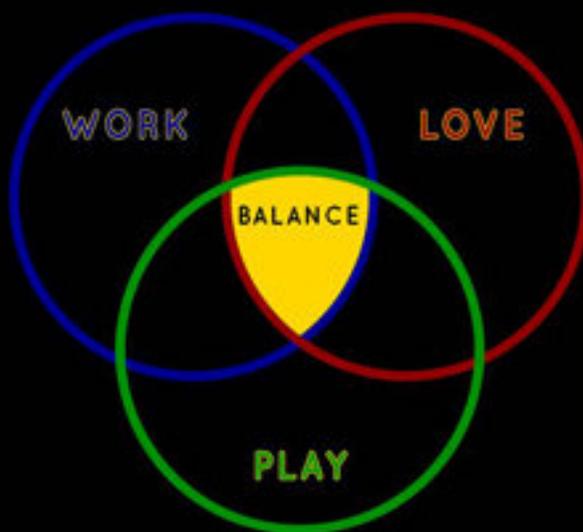
IN FACT,  
YOU WOULDN'T  
BE  
BALANCED  
IF YOU  
WERE  
ANYTHING  
ELSE

# 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

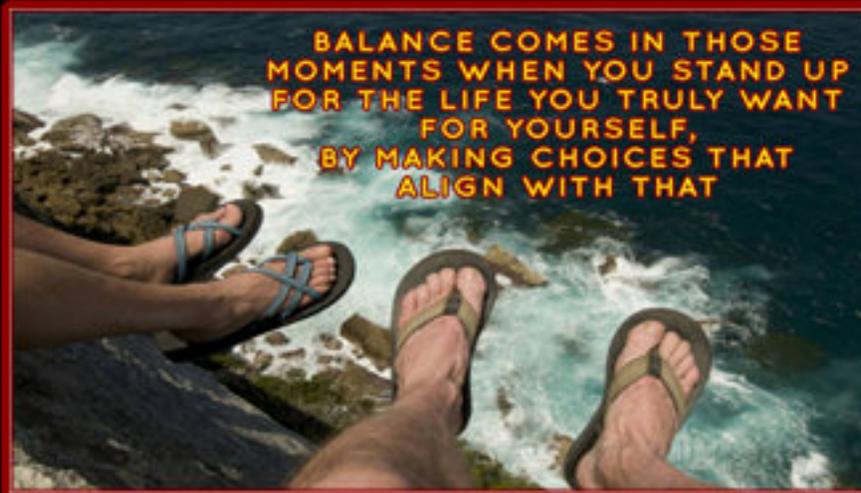
BUT DON'T PLAY  
ALL  
DAY  
EVERY  
DAY

# 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

## 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       |
| ✓ 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   |                                  |
| ✓ 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)



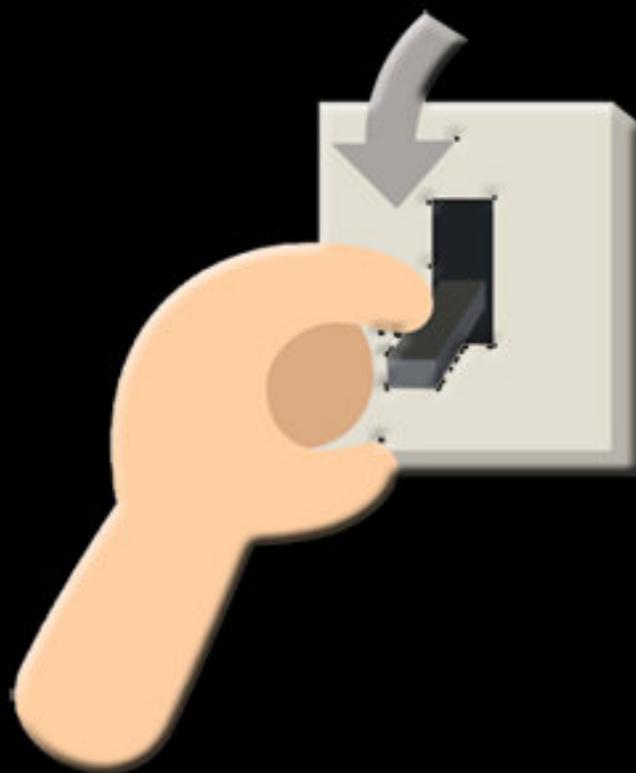
WHEN YOU START TO BELIEVE IN YOURSELF,  
WHEN YOU START TO BELIEVE IN OTHERS,  
WHEN YOU START TO BELIEVE THAT  
INCREDIBLE THINGS ARE POSSIBLE,

**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

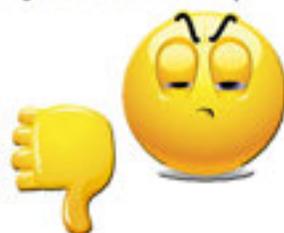


### NEGATIVE SELF-TALK

#### 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

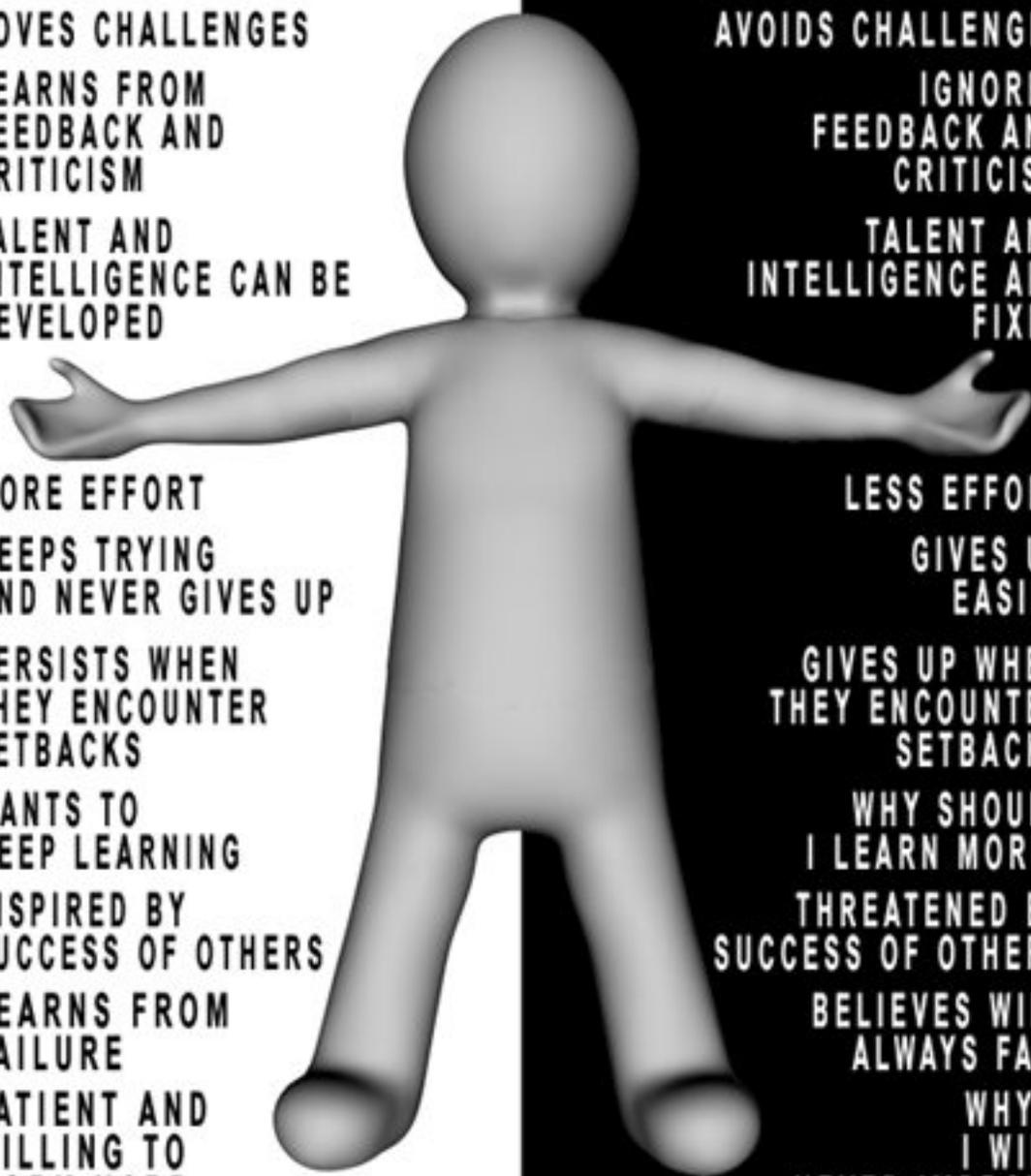
PERSISTS WHEN  
THEY ENCOUNTER  
SETBACKS

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



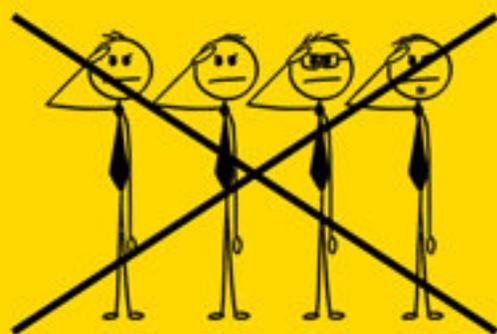
# THE WAY OF EXCELLENCE

## 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)

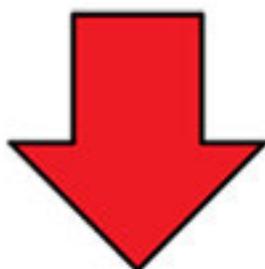
OTHER PEOPLE THRIVE ON ORDER



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**

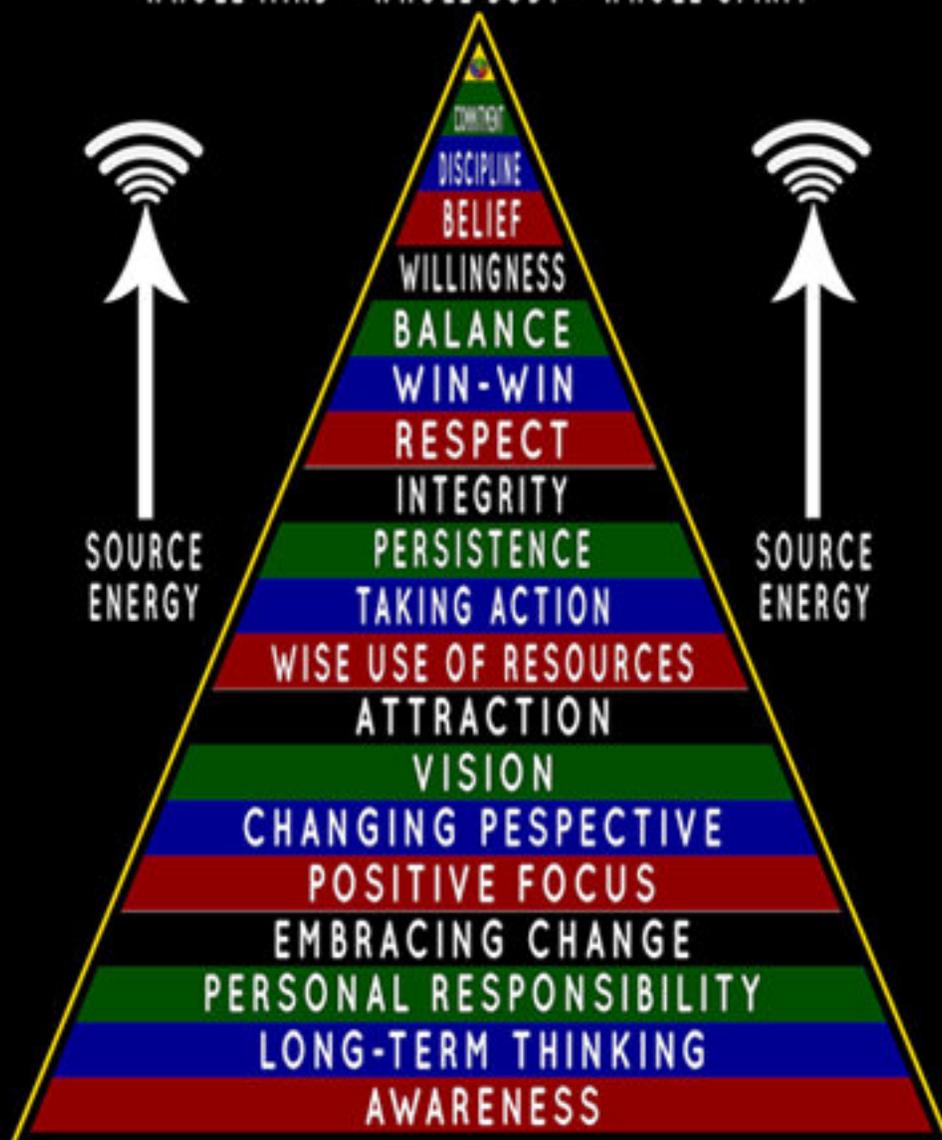
# THE WAY OF EXCELLENCE

## 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**

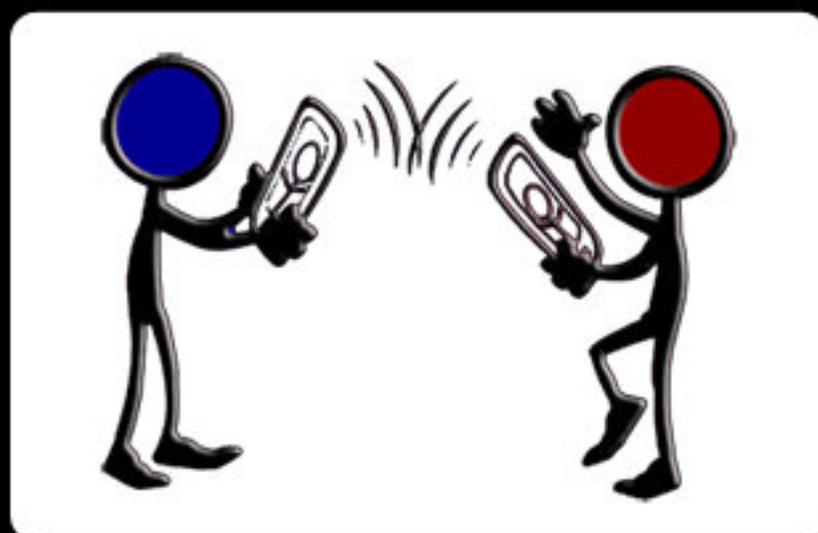
The achievement of excellence requires constant and never-ending improvement. This requires one to develop a disciplined regimen that constantly develops and improves their mind, body and spirit and to stick to that regimen.

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          |
| ✓ 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 |                                     |
| ✓ 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

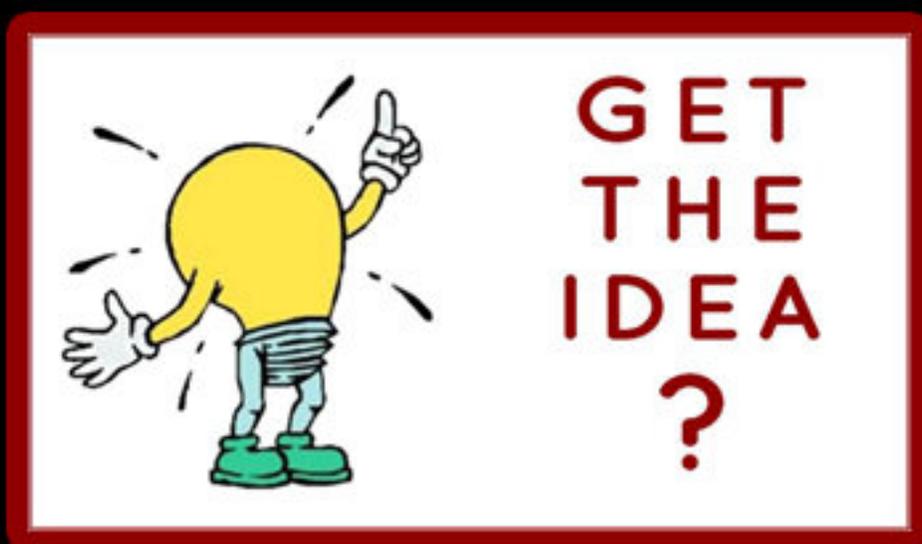
## 19 - THE COMMITMENT FACTOR (CONTINUED)

**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



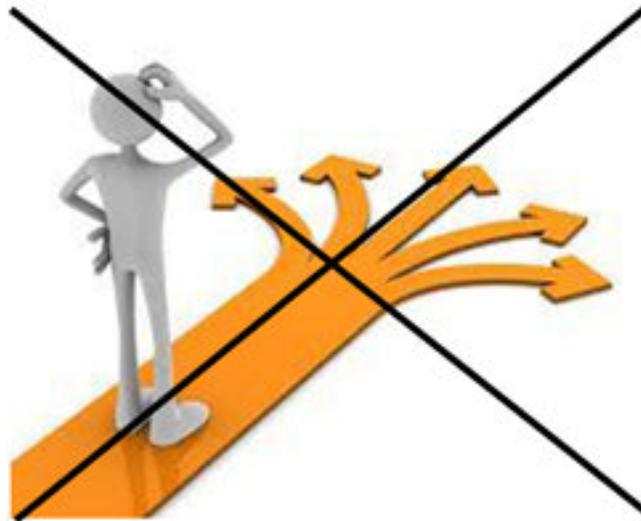
**WHEN YOU'RE DISCIPLINED,  
NO MOTIVATION IS NECESSARY  
NO WILLPOWER IS NECESSARY**

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          |
| ✓ 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       |                                     |

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

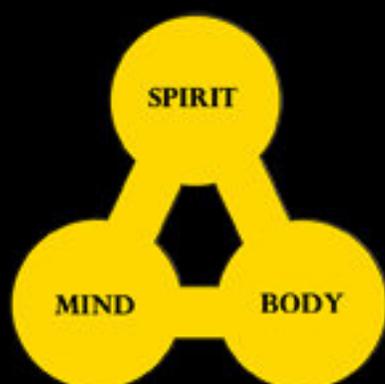
## INTEGRATION OF ALL 20 CONCEPTS



# 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

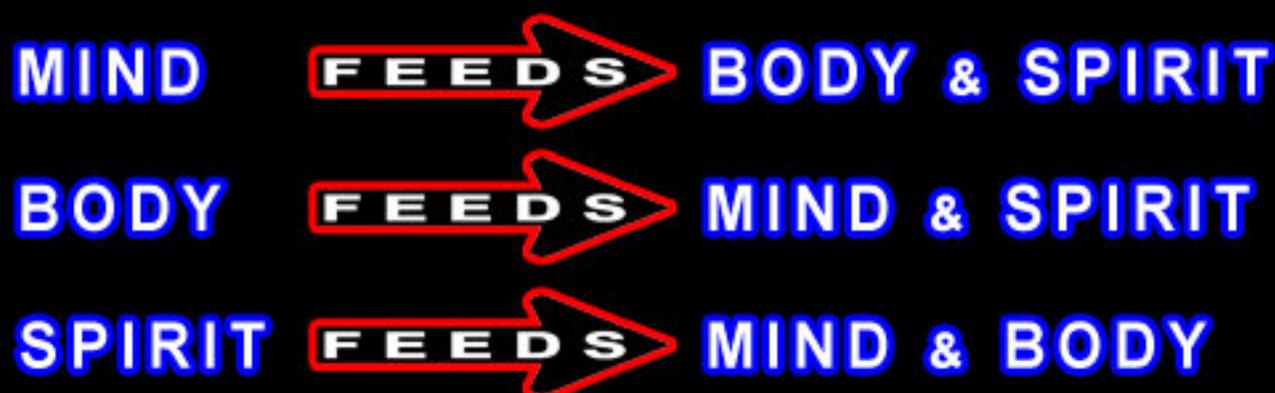
It is the intangible part of you, as distinct from your physical body.

# 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

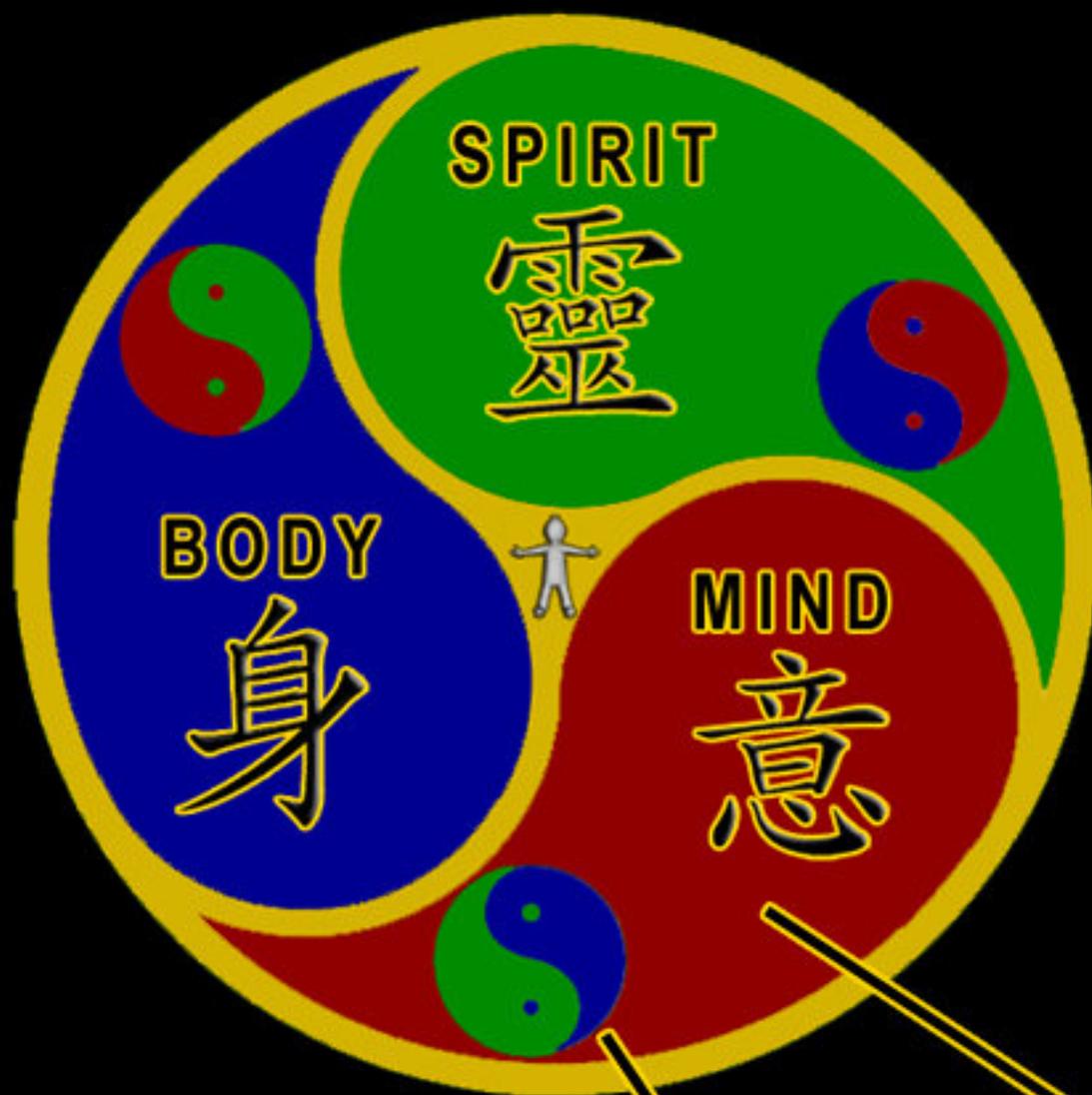


THE STILLPOINT  
IS WHERE  
YOU WANT TO BE



# 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

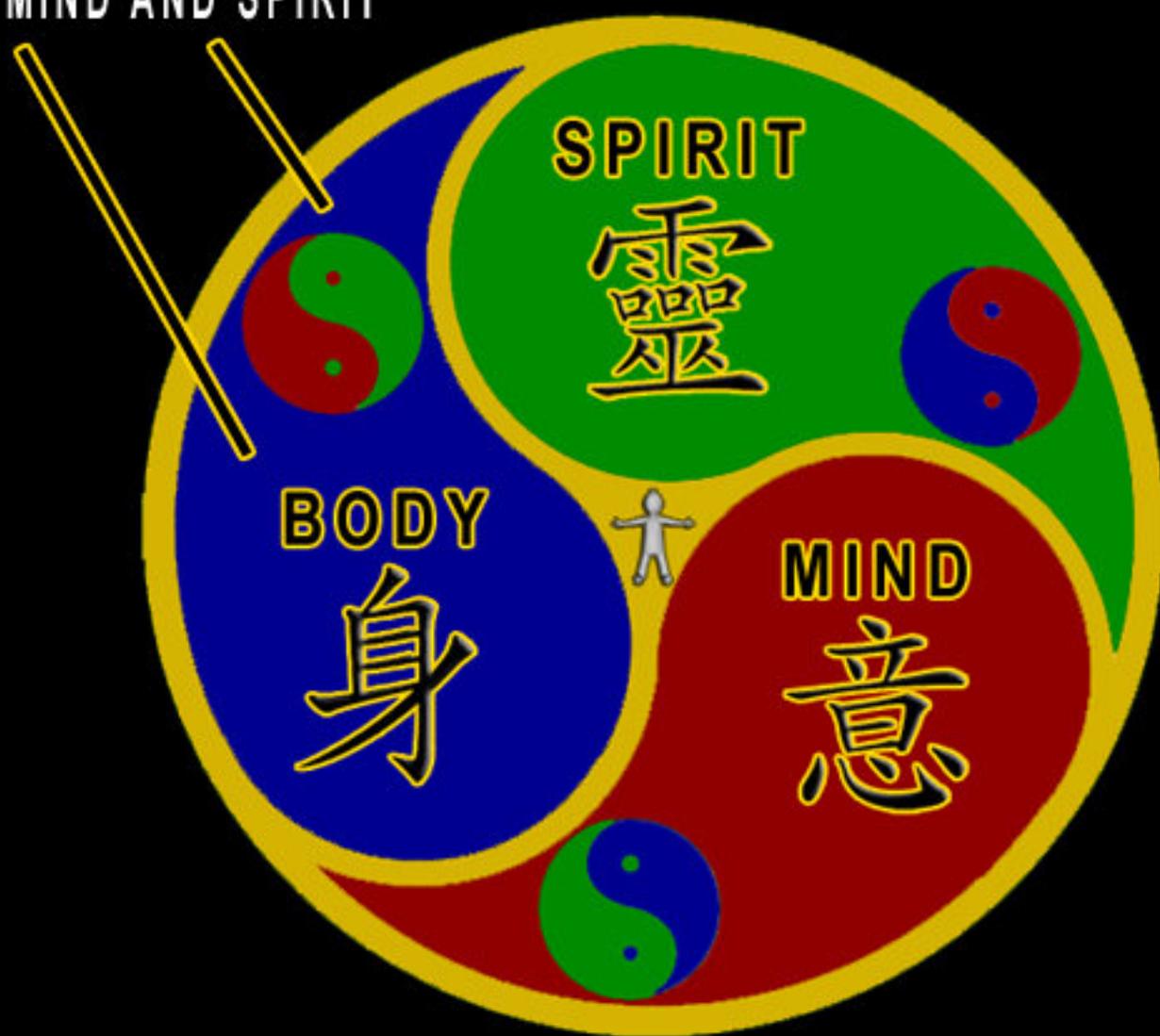
## 20 - INTEGRATION OF MIND, BODY AND SPIRIT (CONTINUED)

### 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

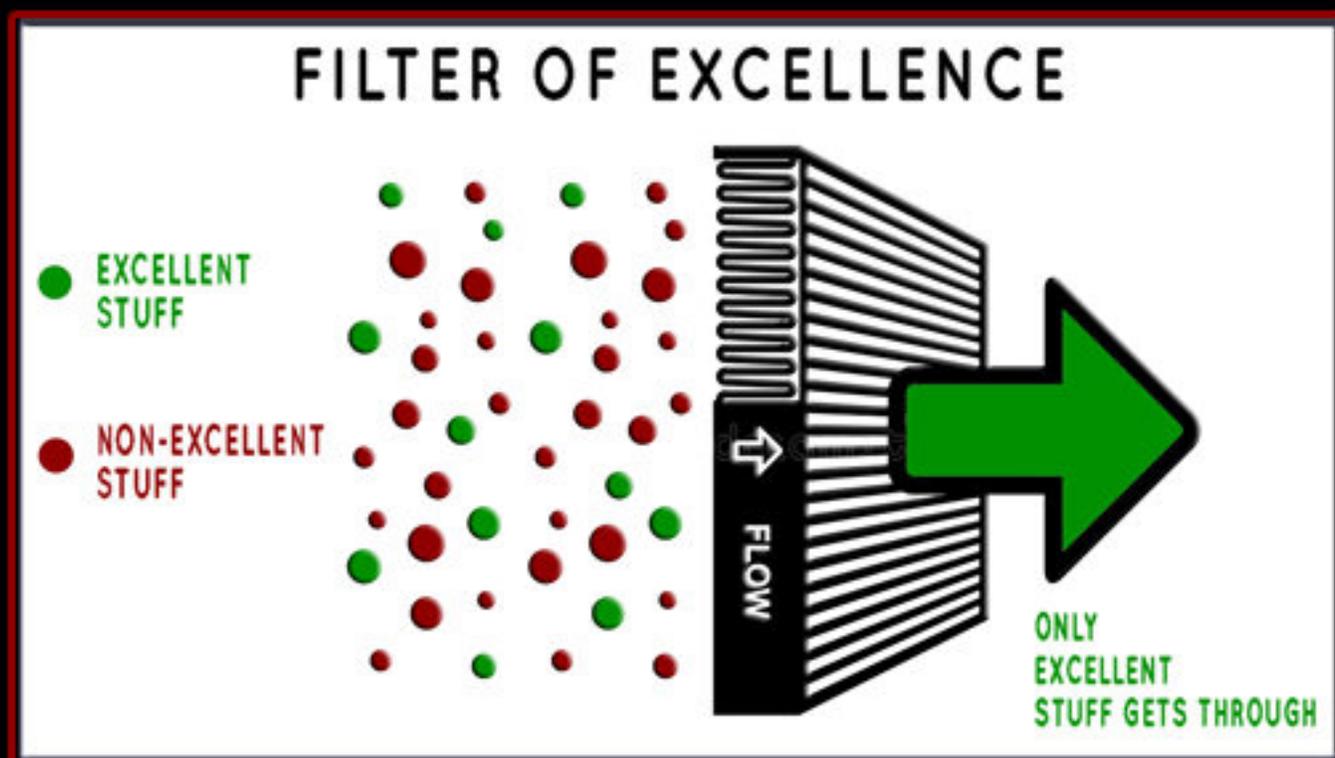
20 - INTEGRATION OF MIND, BODY AND SPIRIT  
(CONTINUED)

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



LET'S MAKE IT EVEN SIMPLER

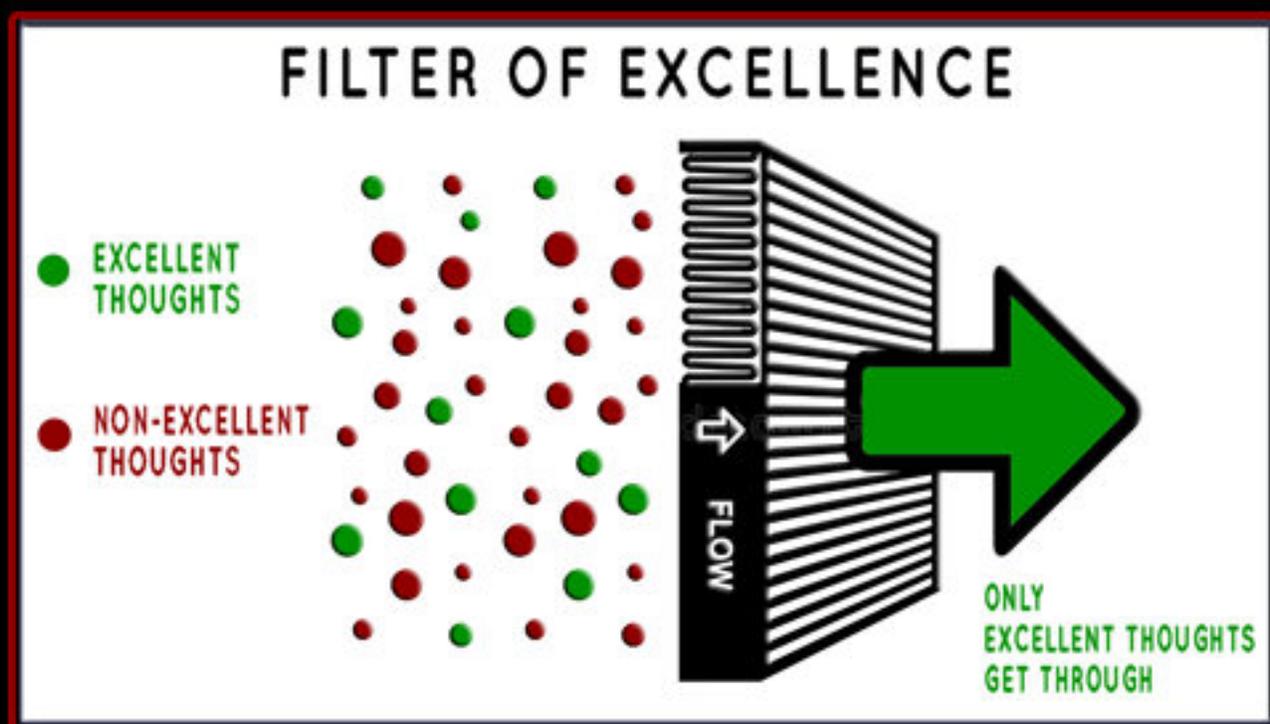
SET UP AND MAINTAIN A FILTER OF EXCELLENCE



# THE WAY OF EXCELLENCE

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

## USE IT TO FILTER YOUR MIND

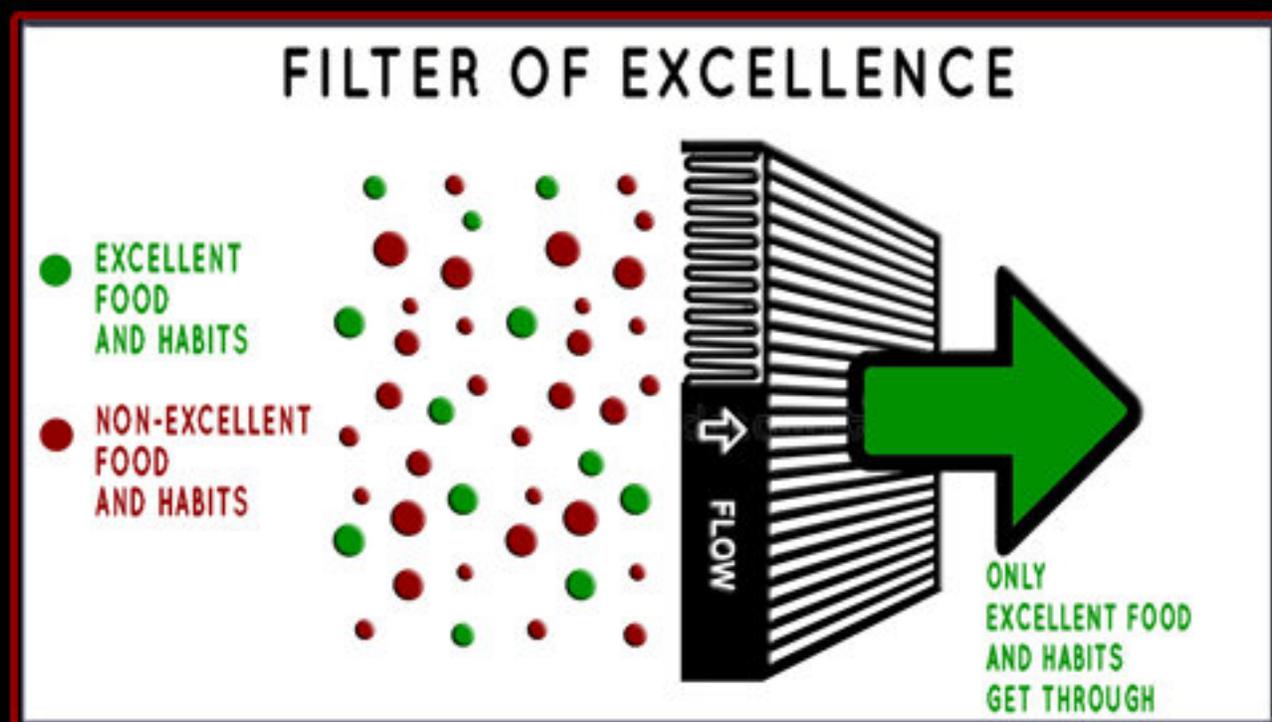


**ONLY EXCELLENT THOUGHTS ENTER YOUR MIND**  
**NON-EXCELLENT THOUGHTS ARE BLOCKED**  
**AND ULTIMATELY DISCARDED**

# THE WAY OF EXCELLENCE

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

## USE IT TO FILTER YOUR BODY



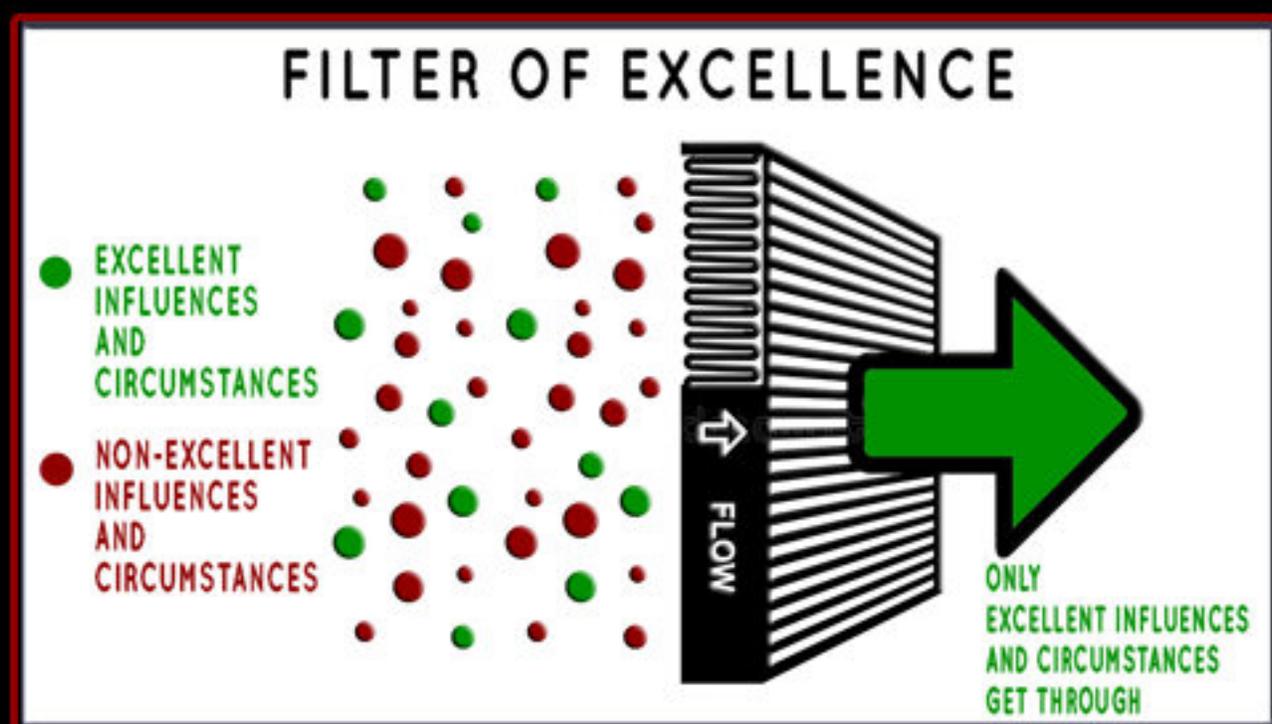
ONLY EXCELLENT FOODS AND HABITS  
ENTER YOUR BODY

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)



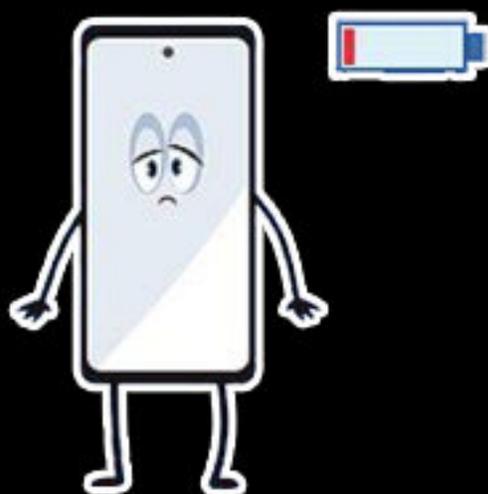
OUR WORLD IS A MESS .....

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

