

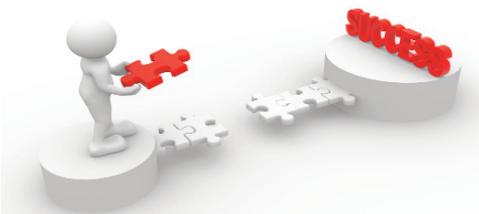
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The Road to Success Starts with Your Attitude

“Your attitude, not your aptitude, determines your altitude.” – Zig Ziglar

By Lisa Kanda



Have you ever noticed that some people, no matter how tough their circumstances, always have a positive outlook?

Have you ever wondered why some people are happy and successful in life?

Is it possible that your attitude can influence your level of success?

According to a Stanford Research Institute study, 87.5% of people’s success can be traced to their positive attitudes, while just 12.5% of their success comes from their aptitude, knowledge, or skills. So maybe seeing the glass half full really does have something to do with success.

Attitude can be defined as one’s habits of thought. A habit is defined as a recurrent, often unconscious pattern of behavior that is acquired through frequent repetition. How you think – repetitively – creates your attitudes. Attitudes are both positive and negative, but when we habitually think negatively, we respond to the world around us negatively.

Follow the New Attitude Roadmap

Increase Your Awareness

Before you can commit to changing your way of thinking, you need to become aware of how you think. We all have “voices in our heads” that talk to us continuously. Do you pay attention to how you think and talk to yourself? When you make a mistake, do you tell yourself you were stupid? Negative self-talk is a habit we learn at an early age. It’s important to be aware of how you talk to yourself so you can take proactive steps to change it.

Re-Phrase Self-Talk

Once you consciously pay attention to what you say to yourself, the next step is to start re-phras-

ing your negative statements into positive or neutral statements. For example, “I am stupid for making a mistake” becomes “I made a mistake.” Every time you catch yourself talking negatively, either in your head or out loud, stop immediately and re-phrase your statement.

Use Affirmations

To accelerate the process, you also need to add more positive thinking into your daily regimen. Affirmations are a powerful and consistent way to help you overcome negative thoughts. Create three affirmations that you will state three times a day – when you wake up, at lunchtime, and before you go to sleep. Put them on index cards by your bed side as reminders. Say these affirmations daily for 21 days.

Re-Think Your Influences

The outside world will pull you back to old ways of thinking, if you let it. We are bombarded with messages every day that influence how we think, act and react. You can change some of the negative influences you allow into your life by becoming aware of them and removing them.

Re-Programming Takes Time

As children, most of us were programmed from a negative point of view. The first three words a child understands are mommy, daddy and no! Then the “no” becomes “don’t”. Don’t talk to strangers. Don’t touch. In fact research shows that between the ages of 0-5 years old, 77% of the messages children receive are negative and only 23% are positive. Remember that your habits were created over time, and it will take time to establish new habits of thinking to a positive attitude.

Recognize the Rewards

The rewards of a positive attitude are endless – so start noting them as soon as you see changes in your life. Here are some rewards you might recognize: People like to be around positive people. Having a positive attitude improves relationships. A positive attitude manifests optimism and motivation. You will exude self-confidence and self-esteem. (Hint: These are also great affirmations!)

You Have a Choice

Yes, you can choose to be negative or positive. And that choice is available 24/7. Each time you choose the positive way of thinking you’ve created an opportunity for yourself and everyone around you. So choose wisely and make a difference.

The Law of the Garbage Truck

Many people are like garbage trucks. They run around full of garbage, full of frustration, full of anger, and full of disappointment. As their garbage piles up, they need a place to dump it and sometimes they will dump it on you. Don’t take it personally. Just smile, wave, wish them well, and move on. Don’t take their garbage and spread it to other people at work, at home or on the streets. The bottom line is that successful people do not let garbage trucks take over their day.

Life is ten percent what you make it and ninety percent how you take it! ■



Lisa Kanda, ElKay Corporate Advisors specializes in leading, coaching, consulting and training businesses and individuals to help them be more effective and profitable. We use customized processes and practical guidance to help clients make strategic and informed decisions to achieve success faster and easier than they could on their own.

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