



Corsini's Point of the Week™

March 2, 2009 – Part 2 of 2



Attitude Continues To Be Everything

Last week, we began our two-part series on the power of a positive attitude. **You can't control the economy, but you can control how you react to the current situation. Effective, productive and successful reaction absolutely requires a positive attitude.** You have to believe in yourself and your own abilities to succeed in the face of challenges. In last week's Point, we pointed out five winning attributes of positive thinkers. You can go to www.corsini.com and click on e-newsletters to take a look at them.

Then take time to consider these other five of the top 10 successful traits we've observed in our 17 years of coaching rainmaker executives, professionals and salespeople. These people know how to get the job done (no matter what their circumstances). Here's how they do it:

- **They understand and embrace the power of the "D" word. Having a positive attitude takes discipline.** It is easy to get distracted with all the problems, pressures and pessimisms of today. When true professionals find themselves becoming negative, depressed or overwhelmed, they either take a break to re-energize their "batteries," or they alter their game plan to overcome the challenges they are facing.
- **They continuously play positive messages.** We all are products of our environments. What we do each day and what we listen to, watch and read all help shape who we are. Rainmakers realize this, and they know that **positive energy leads to positive attitudes.** Rest assured, if you continually listen to negative messages and engage in negative conversations, you eventually will become a negative person. Don't let that happen! Seek out (or create) a positive environment. True winners readily relate to the famous little engine that said, *"I think I can. I think I can. I think I can."*
- **They laugh heartily.** A positive attitude allows you to laugh at yourself when you make a mistake rather than berating yourself over blunders. **Lots of the rainmakers I've worked with have a great sense of humor, and it works to their advantage.** Try to enjoy at least one belly-shaking, rib-tickling, hearty laugh each day.
- **They stay in shape.** Being in good shape improves your

QUOTE OF THE WEEK

*"Look up and not down.
Look forward and not back.
Look out and not in,
and lend a hand."*

— Edward Everett Hale

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self-image, and **a positive self-image improves your attitude**. The winners I know not only act like winners, but also they look like winners, too.

- **They count their blessings**. Most of the rainmakers I work with are truly grateful for their successes. **Be thankful for what you have**, and don't focus any of your precious energy on comparing yourself to others. That's a waste of time.

Bonus Tip: **Help others**. Probably the best, easiest and most overlooked way to maintain a positive attitude is to **focus your energy on helping others**. As the writer George Eliot said: "*Our deeds determine us, as much as we determine our deeds.*" People with great attitudes know this, and, what's more, they work it and live it each day.

CORSINI'S POINT

A positive attitude truly is everything. Being positive—especially during challenging times—is tough. It takes discipline. You'll also need to create and maintain a positive environment. Regular, hearty laughter; a positive self-image; and a genuine sense of gratitude will do the trick. Then, increase your positive attitude exponentially by helping others overcome their challenges and realize their own success. It's all about living a life of abundance—and sharing your good fortune. I know this to be absolutely true: A positive attitude helps you and those around you to **Do What You Do Better**.

If you'd like more information about keeping a positive attitude during these challenging times, email me at marc@corsini.com or call me at (205) 879-0432. We'll turn any lemons you have into some really great lemonade.

Do What You Do Better™ with Executive Coaching

Marc helps business owners, executives and managers hone their organization skills, define and achieve their goals and learn to lead better. This one-on-one, monthly program also offers a confidential forum for participants to discuss critical issues and explore creative solutions in order to increase revenue and achieve success in and out of the office. Executive Coaching helps you Do What You Do Better. Contact Marc Corsini at marc@corsini.com or call him at (205) 879-0432 to sign up.

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