

WINNING is a choice

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WINNING IS A MATTER OF CHOICE!

WOULD YOU LIKE TO BE A WINNER?

You were born to win, but you must plan to win, prepare to win, and expect to win.

Luck has nothing to do with winning!

You were not '*born under a lucky star*' or any such nonsense.

PEOPLE DETERMINE THEIR OWN FUTURE NOT THEIR JOB SITUATION!

You will never be a success as a *wandering generality*. You must become a *meaningful specific*. Always remember *you don't pay the price for success you enjoy the benefits of it!*

Stop chasing money and concentrate on your attitude and personal development.

Do you know that the desires that have always sparked your dreams, whatever those dreams are, can be achieved!

By my own definition, according to The Word of God in 2 Corinthians 2:14, "*I am a winner every day.*"

Now I know that everyone defines the specifics differently.

I am not a millionaire, and I have not climbed Mount Everest or even run a 30 kilometer marathon; but I do know God, and know that He and His Word are real.

BUT

I have seen six people raised from the dead in response to His Word, and countless other terminally ill people restored to full health.

WHAT DOES IT MEAN TO BE A WINNER?

- It means spending time the way you want to spend it.
- It means creating a life style that best suits your needs and

- interests.
- It means satisfying all your needs, spiritual, mental, physical and financial.

A WOMAN WENT ON A HOLIDAY!

There is a story told of a woman who saved her money for several years, so she could take a cruise around the islands and have a wonderful holiday.

When the day came to pay for her ticket for this marvellous trip, she checked her savings and reasoned *"I just have enough money to pay for the ticket, but to enjoy the ship's meals would be too expensive"*.

So she bought her ticket and decided to take a supply of crackers and cheese for her meals.

While she was on board the ship she eagerly participated in all the planned activities, but whenever mealtime came she quietly slipped away to her cabin and nibbled on her cheese and crackers.

Finally the long trip was nearly over and she decided she would have a splurge and eat with the other passengers in the dining room on the last night. After she enjoyed the marvellous meal of wonderful meats, and fish she had never tasted before all the exotic fruits she had only ever read about in magazines, she asked the waiter for her check for the meal.

The waiter looked at her with an unusual expression and said, *"Madam, there is no check, all your meals were included when you bought your ticket!"*

HAVE YOU READ YOUR TICKET?

Like this woman, many people, even business people, fail to accurately read their ticket in life.

We assume that happiness and contentment only comes to others.

We hide in our rooms and dine on cheese and crackers, telling ourselves we don't have enough money to eat the fine fare that others are enjoying, we don't have the time, or we don't have the abilities, or there are too many demands on our lives already.

THERE ARE 24 HOURS IN EVERY DAY!

Remember this!

Each of us have the same 24 hours in each day, no one has any more or any less time, it's our choice how we spend it!

Today I want you to stop eating crackers and cheese and come to the banqueting table of life and begin to enjoy it to the fullest.

You can unlock the door of your own great potential.

You can write your own ticket in life!

IT ALL STARTS WITH YOUR THOUGHTS.

If you keep on thinking what you are thinking then you will keep on doing what you are doing, and if you keep on doing what you are doing then you will keep on earning what you are earning!

Get a strong belief in yourself, a road map and some sound principles from The Bible.

MARK TWAIN said *You may be on the right track, but you could be going the wrong way, and worse still if you stay where you are, you will get run over by the next train that comes along.*

WILLIAM JAMES A 19TH. CENTURY PHILOSOPHER, wrote:

"Compared to what we ought to be, we are only half awake. Our fires are dampened, our drafts are checked. We are making use of only a small part of our mental and physical resources."

YOU ARE TODAY THE RESULT OF ALL YOUR CHOICES SO FAR.

Some of your choices have been good, some have been bad, but most have been mediocre, because that's the way the system has trained you to be.

Your family background, your schools, your universities, your employers, your places of work, the whole system has been geared to make you just mediocre.

Most people go through life, not knowing what they want, but feeling sure that what they have is certainly not it!

You can't climb the ladder of success dressed in the costume of

failure!

LOOK WHERE YOU ARE TODAY!

Look at where you are today, not where you've been, or where you want to be, look at your surroundings, look at your wardrobe of clothes, the car you drive, your bank balance.

Like I said, you are experiencing the result of all your thoughts and choices, good, bad, or mediocre.

YOU ARE WHAT YOU THINK!

Everything you are or are not right at this moment is the result of your thinking, conscious and subconscious.

Your choices to date have brought you to where you are today!

Henry Ford said, *"Think you can, think you can't, either way you're right!"*

You may say to me, *"Dr. Campbell that's not right; I can't be responsible for all the things that affected my life, I didn't plan everything so I can't be totally responsible."*

Well you are right to a certain degree, you *can't* control all the events that affect your life but you *can* decide *how* they will affect your life.

You can't stop the birds flying over your head, but you sure can stop them making a nest in your hair!

BREAK OUT!

It's time to break out and decide to be a winner in your particular field. You can make all your dreams come true.

A CERTAIN YOUNG MAN!

Let me tell you about a young man who was told that because he wasn't really smart, he was going to have to work twice as hard as all the smart people, if he was ever going to have anything in life.

Now a lot of people would just fold up if they were told something like that, and probably feel inferior, and not even try. However this young man took the advice about hard work and forgot all the rest of the critical comment. He ate the hay and spat out the stubble, and as a

result he now has a chain of businesses in America and lives in a very affluent neighborhood, in a fine beautiful house, and enjoys amazing financial success, driving the latest Lincoln Continental.

It's not difficult to work twice as hard as most people, seeing that most people only work at 10% of their capacity anyway. So it's not that hard to do twice what most people do, 20% isn't a lot of work anyway, is it?

Accepting responsibility for our lives can seem awesome at first, but ultimately we are responsible.

After all, who cares more about you than you?

Time and choice, they are what we have and God has given us these. If we will use them, they will ultimately bring us joy and blessing, or they will bring frustrating confusion.

ANOTHER CERTAIN YOUNG MAN

He came to me a few years ago and said, "*Norm, my employer is planning to close down the operation in this city and I will soon be out of work, and as you know I am married, I have a wife, two children and a mortgage!*"

He worked for a computer company and I explained to him that if he could hear from God he would never be out of work because Rom. 8:14 NASB *For all who are being led by the Spirit of God, these are sons of God.* In other words, the sons of God are led by God's Spirit every day of their lives.

I talked with him about his situation for a few minutes and asked The Lord what he should do, I immediately knew in my spirit that God wanted him to buy the business. His initial reaction was rather stunned, because he had only ever been an employee, and beside he did not have any money.

After a little further discussion he became aware that he had something to use, he had a mortgage on the home, and I suggested he could re-finance the home and use it as collateral to buy the business. To cut the story short, this is what he did, now he employs about 20 people, his home and business are debt free, his wife and he both have nice cars, mobile phones etc. all the things that go to make life a little more comfortable, and he is able to share his blessing with his employees, as well as giving generously to various ministries.

Alexander Graham Bell said: "*When one door closes, another*

opens, but we often look so long and regretfully upon the closed door, we do not see the ones which open for us!"

Psa. 50:15 NASB *And call upon Me in the day of trouble; I shall rescue you, and you will honor Me."*

YOU ARE IN CHARGE OF YOUR OWN TIME!

Is time slipping away?

Is it wasted?

Do you utilise it fully and productively?

I know that change is difficult for some people, new ideas and changes to how we have '*done it*' for a long time sometimes can bring fear of failure.

Always remember that anything worth doing is worth doing even if you only do it simply and poorly at first.

Making the change to be a winner is just a matter of you choosing to start with a winner's attitude.

Your attitude more than your aptitude will determine your altitude!

THE EMBOPNI

Don't be an EMBOPNI (*Easily Moved By Other People's Negative Influence*).

On the other hand your attitude can affect other people around you. You create an atmosphere which draws or repels others.

You will find that attitudes are very contagious, if you have a winning attitude, the others in your business or network will soon catch it too and make the whole organisation an outstanding success.

YOUR THINKING DETERMINES YOUR ATTITUDE TO LIFE!

It is a proven fact that your life will always progress towards your strongest thoughts, therefore it is critical to your life have an established approach in your thinking, because you determine your direction by the thoughts you think, you are influenced by the company you keep. Your thoughts if not directed and controlled will take you like a boat drifting downstream on the mindless current. It's in

your own hands, it's all up to you!

Winning is a matter of choice!

Why not start to make the right choices now?

What is the state of your mind? Are your thoughts meandering uncontrollably, corrupt, lacking integrity, morally depraved, contaminated with resentment and unforgiveness or even influenced by putrid associations?

The Apostle Paul says in Phillipians 4:8 Living Bible *And now, brothers, as I close this letter, let me say this one more thing: Fix your thoughts on what is true and good and right. Think about things that are pure and lovely, and dwell on the fine, good things in others. Think about all you can praise God for and be glad about.*

Begin to think about possibilities instead of impossibilities. You have to activate *right* thinking, and so you need to position yourself to think correctly. You don't take your surf board to the mountains, you have to take it to the beach. So you need to get quiet and prepare yourself to think clearly, so you will never be intimidated by a failure. When you reach a conclusion it means you are tired of thinking!

You must learn to think like a man of action and act like a man of thought!

Prov 23:7 NASB *For as he thinks within himself, so he is.*

VISUALISATION!

The majority of people think in pictures.

You can visualise if you know how!

If you are not sure as to whether you can visualise or not, try this simple test!

Think of a beautiful rose.

Imagine it's colour, learn to think in bright colours. See and feel it's texture, with petals just like velvet, soft and beautiful. Begin to smell it's beautiful scent.

Isn't it wonderful?

If you can see that rose in your mind without going out into the garden to look at one, then you can visualise!

SUBCONSCIOUS!

It has been said that as many as 95% of our actions and reactions are subconsciously motivated.

In other words the majority of the things we do on a day to day basis is the result of our past thinking or mind set.

Most of the programming is done in our young childhood; and that's the best time to reach people, that's what many political parties across the world do, and breed a whole race of young idealists, etc.

Social scientists, educators and psychologists all claim that a child can learn up to 25 times as much as an adult in a single day. This is why it is vitally important to program our children from very early in life with positive images of themselves and their environment, *accentuate the positive and eliminate the negative.*

They will have heartaches and disappointments in life but they will be better equipped to handle those situations, if and when they arise.

Proverbs 22:6 KJV , *"Train a child in the way that he should go and when he is old he will not depart from it!"*

Prov 22:6 Living Bible *Teach a child to choose the right path, and when he is older, he will remain upon it.*

If you want to look and think differently about yourself differently, then you must start to use *visualisation.*

If medical doctors could get seriously ill and terminal patients to visualise themselves as well and healthy people doing all the things they want to do in life, many of them, in fact most of them would get better and do those things they visualised.

If you want a new car, go along to the car dealer and get a picture of the car you want. While you are in the showroom sit in a similar car, use your five senses, smell the leather, hear the engine, touch the instruments, see it all over, test drive it if you want to, then at home put up the picture and visualise yourself driving it.

It's like a treasure map! Visualise it and then you can experience it!

You can become who and what you want to be!

It's not difficult. Read some of the life stories of successful people and you'll find they all started out from little or nothing. None were born with the '*silver spoon*' in their mouths.

It's all up to the individual, how much do you really want to be successful, are you willing to pay the price?

It takes dedication, clear thinking and an honest application of the principles I am sharing in this seminar if you want to reach your potential and be the success you have dreamed about.

Think Constructively.

Destructive thoughts will destroy you and those around you. You do yourself harm when you worry.

Think Affirmatively.

Instead of condemning yourself and tearing your self image down. Affirmative thinking builds up, and believes that life is good!

Think Positively.

Instead of thinking that this a gloomy and wasted day, think of it as being a highly productive day, and live it to the full with joy and enthusiasm, because everything is working out to good and for your great benefit!

Think Right Thoughts.

When you are tempted to be critical or mean. Turn it around with good thoughts towards others. *Do unto others as you would have them do unto you* is a good maxim.

Think Truthfully.

No one wants to be known as a liar. My mother-in-law, who was a business woman and owned and operated four shops for over thirty years, used to say, "*You can watch a thief but you can't watch a liar!*"

That's true! Men used to think that the earth was flat, but when the truth of the globe was discovered they had to change their thinking.

Think Good Reports.

Do not accept rumours or gossip. Say nothing if you don't know. Put your mind's attention on good and pure and perfect things and think that way about people.

Think Peace.

Do not think anger or violence or conflict. You will find that what is in your heart will eventually come out of your mouth so keep your thoughts positive and pure towards mankind.

You are the one who controls your attitude. It is a reflection of your thought life.

What you think will make or break your life. It's your choice!

Winning is only the beginning! You can unleash the hidden power within you, by applying these Seminar Principles!

WHEN YOU EXPECT TO WIN YOU HAVE ALREADY BEGUN TO CONQUER!

The achiever always has a vision and recognises that there are options for growth.

Prov 29:18 KJV Where there is no vision, the people perish: but he that keepeth the law, happy is he.

Prov 29:18 Living Bible Where there is ignorance of God, crime runs wild; but what a wonderful thing it is for a nation to know and keep his laws.

What is a vision?

It is a reason for being! Without it people become criminals and run wild.

THINK ABOUT IT!

- The dictionary is the only place where success comes before work!
- It's not how many hours you put in but how much you put into those hours!
- A mediocre person is always at his best!
- Profits are better than wages!

- You can't build a reputation on what you are going to do!
- My dad taught me to always do more than I got paid for as an investment in my future!
- Think before you speak, avoid excesses and exercise restraint!
- Practice optimism *against* pessimism!
- The path of least resistance is only for losers!
- Winners never quit and quitters never win!
- The pendulum always swings back!
- There is no *right* way to do a wrong thing!
- Choice *not* chance will determine your destiny!
- Reputation is precious, but character is priceless!
- The best way to heaven is to turn right and keep straight!
- When the going gets tough, the tough get going!
- There have been over 11 billion people walk on this earth, and you are the first you!
- Real optimism sees the negative but chooses to accentuate the positive!
- *Imagination* is the strongest nation on earth!
- You already have within you the seeds of greatness!
- When you sow an action, you reap a habit, sow a habit you reap character, sow character and you reap destiny!
- If you do the things you ought to do when you ought to do them, then someday you can do the things that you want to do when you want to do them!
- When you do more than you are paid for, you will eventually be paid more for what you do!
- Before you can change your thinking, you have to change what you put into your mind!
- You really are the only person on earth who can use your ability!
- Every person was born as a child to win, but most of us have been conditioned to lose!
- You have to be before you can do and you have to do before you can have!
- It's not what happens to you that determines how far you go in life, but what you do with what happens to you!
- To build a winning attitude you need to take care of your health!
- Six of the most important words you can say are, *I'm sorry I made a mistake!*
- When you give a man the dole, you deny him his dignity and rob him of his destiny!
- Abraham Lincoln once said, *"If I had 3 hours to cut down a tree, I would spend the first 2 hours sharpening my axe!"* When was the last time you stopped to sharpen your axe?