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# Attitude 101

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## How Does Attitude Impact Leadership?

- Talent is not enough to bring success to a team
- It takes more than talented people to win
- Good attitudes among players do not guarantee a team's success, but bad attitudes guarantee its failure

Five truths about leadership clarify how they affect a leader's team



1. Attitudes have the power to lift up or tear down a team:
  - The winner's edge is in the attitude, not aptitude

<u>Abilities</u>	+	<u>Attitudes</u>	=	<u>Result</u>
Great talent		Rotten attitudes		Bad team
Great talent		Bad attitudes		Average team
Great talent		Average attitudes		Good team
Great talent		Good attitudes		Great team



2. An attitude compounds when exposed to others
  - People become inspired by their peers
  
3. Bad attitudes compound faster than good ones
  - Negative attitude hurts rather than helps
  
4. Attitudes are subjective
  - Really how a person is
  - Overflows into how he or she acts



5. Rotten attitudes left alone, ruin everything
  - Cause dissension, resentment, combativeness
  - President Thomas Jefferson remarked, “Nothing can stop the man with the right attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude”



## How Does Attitude Impact An Individual?

- Attitude determines success or failure
  - For some, attitude presents a difficulty in every opportunity; for others it presents an opportunity in every difficulty
- Six axioms about attitude – impact on a person’s life:
  1. Our attitude determines our approach to life
  2. Our attitude determines our people relationships
  3. Our attitude - difference between success and failure
  4. Our attitude affects the outcome more than anything



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5. Our attitude can turn our problems into blessings
6. Our attitude can give us a positive perspective

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## What Shapes A Person's Attitude?

### Stages

### Factors

Pre-birth

Inherent personality / temperament

Birth:

Environment

Ages 1 to 6:

Word expression / adult affirmation

Ages 7 to 10:

Self-image / exposure to new experiences

Ages 11 to 21:

Peers, physical appearance

Ages 22 to 61:

Family, job, success / assessment of life



- Personality – who I am?
  - All people are born as distinct individuals
  - Develop specific attitudes common to their temperament
- Environment – what’s around me?
  - May be more significant than our personality
  - Develops a person’s “belief system”
- Word expression – what I hear
  - The inward pain of hurtful words remains with us



- Adult acceptance / affirmation – what I feel
  - People don't care how much you know until they know how much you care
  - Think back – who was your favorite teacher?
- Self-image – how I see my self
  - We usually act in direct response to our self-image
  - If we like ourselves, it increases odds others will
- Exposure to new experiences - opportunities for growth
  - Prepare for positive encounters – build confidence



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- Association with peers – who influences me
  - What you become in ten years will be determined by what you read and who you associate with
  
- Physical appearance – how we look to others
  - Physical attractiveness – helps determine our income
  - Physical appearance impacts a person's attitude
  
- Marriage, family, job – our security and status
  - Surround yourself with positive people

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## Can an Attitude Be Changed?

- Who we are today is the result of choices we made yesterday
- Tomorrow we will become what we choose today

### Choice #1:

- Evaluate your present attitude
  - Identify problem feelings
  - Identify problem behavior
  - Identify problem thinking
  - Clarify truth
  - Secure commitment
  - Plan and carry out your choice



### Choice #2:

- Realize that faith is stronger than fear
  - Believe that you can change

### Choice #3:

- Write a statement of purpose
  - What do you desire to accomplish each day
  - Reach out to an encouraging friend



Eliminate these  
words completely

I can't

If

Doubt

I don't think

I don't have the time

Maybe

I'm afraid of

Make these words part  
of your vocabulary

I can

I will

Expect the best

I know

I will make the time

Positively

I am confident



Eliminate these  
words completely

I don't believe

(minimize) I

It's impossible

Make these words part  
of your vocabulary

I do believe

(promote) you

All things are possible

A wise person follows up on what he or she hears while a foolish person knows but does not act



### Choice #4:

- Have the desire to change
  - Fall in love with the challenge of change

### Choice #5:

- Live one day at a time
  - It is not the experiences of today that drive people to distraction;
  - It is the remorse or bitterness for something that happened yesterday and the dread of what tomorrow may bring



### Choice #6:

- Change your thought patterns
  - Our thought life, not our circumstances, determine our happiness

### Choice #7:

- Develop your habits
  - An attitude is nothing more than a habit of thought
  - Once original cause of a habit is determined – it's within your power to accept or reject it



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## Choice #8:

- Continually choose to have a right attitude
  - Old habits are hard to break
  - Develop a life that continually focuses on growing and maintaining the right outlook

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## Can Obstacles Actually Enhance an Attitude?

- The greatest battle you wage against failure occurs on the inside, not the outside
- In order to achieve your dreams, you must embrace adversity and make failure a regular part of your life. If you're failing, you're probably not really moving forward
- The process of achievement comes through repeated and the constant struggle to climb to a higher level



- The benefits of adversity:
  - Adversity creates resilience
    - Experiencing failure at an early age better prepares someone to deal with failures later on in life
  - Adversity develops maturity
    - Don't let adversity make you bitter
    - The problems we face and overcome prepare us for future difficulties
    - Maturity with flexibility becomes important



- Adversity pushes the envelope of accepted performance
  - Each failure makes you able to risk more
  - Once we understand we can live through adversity we then can challenge ourselves to press the limits
- Adversity provides greater opportunities
  - Every entrepreneur I've met has numerous stories of adversity and setbacks that opened doors to greater opportunity



- Adversity prompts innovation
  - If you want to succeed, you have to learn to make adjustments to the way you do things and try again
- Adversity brings unexpected benefits
  - Some of the greatest stories of success can be found in the unexpected benefits of mistakes
  - “In science, mistakes always precede the truth”  
Horace Walpole



- Adversity motivates
  - If you try something daring and survive, think about what you learned about yourself – and how it will help you take on new challenge
  - Always measure an obstacle next to the size of the dream you're pursuing



## What is Failure?

Every successful person is someone who failed, yet never regarded himself or herself as a failure - you have to meet failure with the right attitude

Thomas Edison, the most prolific inventor in history, was considered unteachable as a youngster

Albert Einstein, a genius, was told by a teacher that he would “never amount to much”



## Seven Abilities Needed To Fail Forward

### 1. Reject rejection

- To keep the right perspective, take responsibility for your actions, but don't take failure personally

### 2. See failure as temporary

- In 1922 he was 38 years old, in debt, and out of work – in 1945 Harry Truman became president of the USA

### 3. See failures as isolated incidents

- When achievers fail, they see it as a momentary event, not a lifelong epidemic – its not personal



#### 4. Keep expectations realistic

- If you intend to climb Mt. Everest you will face many setbacks

#### 5. Focus on strengths

- “What distinguishes winners from losers is that winners concentrate at all times on what they can do, not on what they can’t do

#### 6. Vary approaches to achievement

- Trying and changing until something works

#### 7. Bounce back

- Learn from your mistakes – don’t take it personally



## What is Success?

“ Attitude determines how far you can go on the success journey”

- The most common misconceptions about success:
  - Wealth
    - Does not bring contentment or success
  - A special feeling
    - If you make happiness your goal, you are destined to fail



- Specific and worthwhile possessions
  - Possessions are at best a temporary fix
- Power
  - Neither positive or negative
  - Not the source of security or success
- Achievement
  - It's not reaching a destination
  - Success is a journey



## The Right Attitude About Success

- Two things are required to be successful:
  - The right attitude
  - The right principles for getting there
- The definition of success:
  - Knowing your purpose in life
  - Growing to reach your maximum potential
  - Sowing seeds that benefit others
  - You see success as a journey, you'll never have the prob. of trying to arrive at an elusive destination