

# LifeMap<sup>SM</sup>



"LifeMap is a navigational tool to help you on your path towards personal and professional success. Our belief is that you can achieve a more rewarding career, a more productive organization and a more enjoyable and abundant life."

February 7, 2006

## This Week's Message:

**Attracting Success –  
one person at a time.**

**Paths Forward**

**Resources**

**Have Dr. Paul speak  
at your next meeting  
or conference.**

## Greetings!

### Attracting Success – one person at a time.

In our last LifeMap I asked you to reflect on those people who you might know or have interacted with who just seem to attract professional and personal success. You may be lucky enough to have real-life role models to consider or you may have had to draw them from your reading or elsewhere. In my 25+ years of observing and interviewing these fortunate and successful individuals I have noted a number of common traits. In this week's LifeMap we'll take a close look at four of these characteristics – each of which are actually skills that anyone can develop.

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- **They have a positive attitude.**

Let's be clear – I don't mean a Pollyanna-ish, "everything is wonderful", blind optimism. Rather, they have a clear sense that most things are possible and that most obstacles are either temporary or can be navigated around.

- **They make the effort to build relationships.**

Relationships with other people usually evolve over time. But, especially in the workplace, we don't always have time to wait for nature to take its course. People who attract success do so by first attracting others to them – by opening themselves up in conversation, by getting to know about other people, by expressing genuine interest in what the other person is trying to accomplish.

- **They are cheerful.**

Notice I didn't say "they're always happy" because the reality of life is that nobody is happy all the time. Cheerful is making the effort to be pleasant, presenting a friendly demeanor, offering a kind word or even sometimes acting like you're okay when you're not (which, in and of itself, will cause your own mood to lift.) Being cheerful costs you nothing yet is one of the greatest gifts that you can give your colleagues and associates.

- **They are cooperative.**

They have learned to work well others - some of whom may be very different in style or personality from themselves. They share the limelight, they don't dominate the discussion or the agenda, they share the work, they share the credit and, when necessary, they share the blame. This is what it means to be a "good team player."

## Paths Forward

- **Developing a Positive Attitude.**

Having a positive attitude is one of the best ways to attract success and draw other people to your cause. A few years ago I was coaching a senior executive who was battling a grave illness. On one occasion I commented on his positive attitude. He said, "Paul, I'm here to make every single day count. I'm lucky to have the family I do, I'm lucky to have the job and the boss that I do. I only wish that it didn't take a cancer diagnosis to make me realize just how lucky I am."

So... what's it going to take you to realize how lucky you are? What's your excuse for not having a positive attitude? It may take a little effort but start displaying a more positive attitude today and watch for the results.

- **Building Relationships.**

Building anything takes thought, effort and follow-through. Building relationships with a wide variety of people means that you have to make it a goal and not just wait for it to happen organically. It means making the effort to introduce yourself, taking the time to talk with others, learn about their concerns, listen to their thoughts. This shouldn't be a flash in the pan campaign but, rather, something you do on a regular basis. Just imagine the immense professional benefit of having a contact or two who you could count on in every department in your organization. And think of the personal benefit to finding a new friend with whom you have a lot in common.

- **Cheerfulness.**

A smile while walking down the hallway. A friendly nod or wave in the lunchroom. A warm greeting while hanging up your coat or a pleasant 'good night' as you head home for the evening. These kinds of behaviors cost you nothing and have many positive effects including humanizing your work environment, helping you acknowledge and connect with others and presenting you in a positive light. In this hectic and often bruising world, offering a positive and genuine bit of human contact is more powerful than you might imagine. Whatever cheer you spread will be returned to you in multiples. Make it a habit and benefits will accrue to your reputation, your attitude and your stress level.

- **Cooperation.**

It's easy to cooperate with people who are just like you. But getting along with people who are different from you is a skill that will help you get ahead like no other. The first step is to actually understand that many people are fundamentally different from you. They see things differently from you, they prioritize things differently from you, they interact and communicate with others differently from you. We are so accustomed to thinking in our own frame of reference that sometimes we act as if different was synonymous with wrong. Try this. Before reacting to what another person says or does, stop for a moment; don't start

defending your position. Instead look at the situation from the others' perspective. This single step will help you focus more on substance and results than style, will make you a more desirable colleague and help you develop a reputation as a highly cooperative person who can succeed with a variety of projects, challenges and people.

*LifeMap is about building on your strengths with practical ideas and incremental strategies to help you achieve the success you want – to help you get where you want to go – in all areas of your life.*

## Resources

### ***Stalled at work? Still struggling to find your true vocation?***

Or know someone who is? To order your copy of "Love Your Job! Loving the Job You Have, Finding a Job You Love" by Dr Paul Powers, click the link below.

### ***Someone you know job hunting or thinking about it yourself?***

To order the best, concise, all-round job changing guide available. "Winning Job Interviews: Reduce Interview Anxiety, Outprepare the Other Candidates, Land the Job You Love" by Dr. Paul Powers, click the link below.

**<http://www.drpaulpowers.com/booksarticles.html>**

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Have an issue or question you'd like Dr. Paul to address in a future edition? Send an email to the email address list below.

To ensure that LifeMap is delivered to your inbox, please add drpaul@drpaulpowers.com to your address book or list of approved senders.

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Sincerely,

Dr. Paul

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