



## The Empower Letter with Mark Bowser

September 2005

Greetings and welcome to this month's issue of The Empower Newsletter. We have three exciting articles dealing with the topics of Attitude, Success Placement, and Integrity. My friend, I know for a fact that if we will take to heart the concepts that are taught here then we will be truly successful. And that is what you want isn't? Well, let's get to it. Here are some vital keys to your success.

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Thanks for your support and Make It A Great Day!

God bless,

Mark Bowser

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### **The Good Thought Habit** by Mark Bowser

Have you ever thought happiness was just out of your reach? Have you ever said, "I will be happy when that happens!" or "I will be happy when I do this!" Well, I am here to tell you today that those things have nothing to do with happiness. Those things don't create happiness in your life, you do! And happiness isn't that far away. For the next few minutes we are going to talk about four keys to happiness. When lived in our lives, these four keys make

### Featured Article



Mark Bowser is "providing inspiration to individuals and organizations through effective training that produces Positive Results!" Mark Bowser is one of the top Professional Speakers and Corporate Trainers in the market today. Organizations he has trained include Southwest Airlines, Makino, Inc., Ford Motor Company, The Kellogg Company, FedEx Logistics, the United States Air Force, and many many more.

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miracles and create happiness in our lives.

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**KEY ONE: Happiness is a choice.**

Everyday when we wake up we have a decision to make. We can either choose to look for the best and be happy or we can choose to look for the worst and be a grouch. Aristotle said, "Happiness depends upon ourselves." You see, it is a choice. Happiness is a decision we make everyday.

**KEY TWO: The power of questions.**

Our brains work realistically like a computer. When you ask your brain a question, it will search and search and search and will give you answers to any question you ask it. The problem is that many people ask themselves lousy questions. For example, let's take two people. Let's call them Sally and Stephen. Sally gets up in the morning and asks herself questions such as, "I wonder what will go wrong today?" Well, her brain starts to work on that question, "What could go wrong? What could go wrong? What could go wrong?" All of a sudden, she is thinking about all kinds of things that could go wrong that day. And because of the self-fulfilling prophecy, those things go wrong and Sally has a bad day.

Stephen has a much different experience than Sally. In fact, Stephen sometimes misses breakfast. It isn't that he doesn't want to eat, he just sometimes forgets. Oh, by the way, his last name is Spielberg. Stephen Spielberg lives a very different life than the Sallys of the world. When he gets up, I imagine he asks himself questions such as, "What can I learn today? What can I improve today? What is going to go well today?" His brain gives him answers to those questions and he gets excited and rushes off without breakfast. And because of the same self-fulfilling prophecy, he expects the best, lives it, and has a great day. Make sure you are asking your computer (your brain) success questions everyday.

**KEY THREE: Random acts of kindness.**

This concept has been around for some time but it really does work. When we become focused on helping other people, our challenges and worries seem to diminish. How can you help someone today? Who needs a lift of love in your life today? If you really want to make this concept come alive in your life, then do some of your acts of kindness' anonymously. When you serve other people, you not only help them, you help yourself too.

**KEY FOUR: Be a part of something bigger than yourself.**

Have you ever been part of a charity fund drive? How about a political campaign? If you have, you know exactly what I am talking about. Being a part of something bigger than yourself creates an excitement in your life that is

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almost unexplainable. The most exciting thing I am involved with is not a something but a Someone. I am talking about my faith in God. That faith has generated an excitement and happiness within me that is greater than anything else. What gets you excited? What do you want to be a part of ? Get involved and happiness will follow.

Well, there you have it. Four keys to happiness. Happiness is a choice, the power of questions, random acts of kindness, and be a part of something bigger than yourself. Give these four keys a try for just two weeks and I am convinced you will say, "Happiness wasn't that far away after all."



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## **PLACEMENT MATTERS**

**By Dr. John C. Maxwell**

Back in my basketball-playing days, I learned a valuable lesson about employee placement from an early season experiment my coach conducted with our team.

He began by telling the first team, of which I was a member, that he wanted us to scrimmage the second team. There was nothing unusual about that, except that all the starters were to play out of position. "I'm going to show you why it's important to understand your place, your niche and your position on the team," the coach explained.

I had to play center, guarded by a six-foot-seven-inch guy named Doug Roth. Needless to say, every time I shot the ball, it came back at me rather quickly. I don't think I even got the ball to the goal one time, and I know for sure I didn't get any rebounds. Doug got all the rebounds, and the first team—well, we just got slaughtered.

Mercifully, the coach stopped the scrimmage after 20 minutes. "Are you getting the point, players?" he asked. Of the two groups of players, the first team had more athleticism and better skills, he told us. But the second team was victorious because they stayed in position, while the members of the first team were completely out of place.

"Remember this," he cautioned. "Talent will never overcome being in the wrong position."

He was absolutely right. Whether you're talking about basketball players, gymnasts, marketing experts or software developers, one huge factor that separates a winning team from a losing team is how the team's good players are placed. Look at it this way:

- The wrong person in the wrong place equal regression.
- The wrong person in the right place equal frustration.
- The right person in the wrong place equals confusion.
- The right person in the right place equals progression.
- The right people in the right places equals multiplication.

This reminds me of what I call the Law of the Niche, which says all players have a place where they add the most value. But having the right individuals in the right places leads to a winning record only if those people know the value of preparation and have a strong work ethic.

Let me illustrate this with another story from one of my favorite leaders, former UCLA basketball coach John Wooden. During practice sessions, he'd sometimes see one of his players slacking off. When that happened, he'd put his arm around the young man and say, "Now you do understand that if you're not giving 100 percent today, you can't make it up tomorrow."

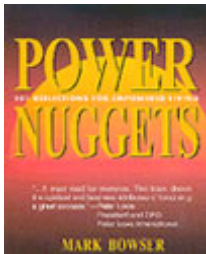
Although that sounds quite simple, it's a very powerful truth. "Think about it, John," Wooden said as he shared this story with me. "If you're giving 50 percent today, you can't give 150 percent tomorrow. What you don't do today is never retrievable or recoverable."

In other words, every day counts, and the best way to have success tomorrow is to take care of today. Or, to quote Wooden again, "Make every day your masterpiece."

What does all this mean to you as a leader? It means that if you want to be successful, you must have the right players in the right places on your team. And when you're determining who the "right" players are, don't just look at their skills or resume. They should be highly competent, of course, but they also need to be team players who possess solid values, a strong work ethic and a good attitude. As Henry Ford once said, "Coming together is a beginning, keeping together is progress, and working together is success."

*"This article is used by permission from Dr. John C. Maxwell's free monthly e-newsletter 'Leadership Wired' available at [www.MaximumImpact.com](http://www.MaximumImpact.com)."*

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## **THE TRUE HEIGHT OF A PERSON** by Mark Bowser

Abraham Lincoln was an exceptionally tall man. He stood an impressive six feet, four inches tall. That is tall even for our day, but in his era, he must have seemed like a giant. He then would wear a tall top hat made of silk. When he had it on, he stood close to seven feet tall from toe to top hat.

President Lincoln loved to stand back to back with people to measure height. One day, President Lincoln stopped at Aquia Creek, Virginia in order to review some of his troops. Almost immediately the President's attention gravitated towards a very tall young man. This young Pennsylvania seventeen year old seemed to tower over his

comrades.

The President got the young man's attention. Mahlon Shaaber stepped forward. When the young man reached Lincoln, it is believed that the President said, "Turn around, young fellow and put your back against mine while I take off my hat." Almost immediately, the President knew he had been bested. Shaaber was much taller than the President. This lanky young man hovered over Lincoln by two and half inches.

But what does height really mean? How does it impact our lives? Well, I believe that the true height of a person is not in how much we tower above the ground, but in how high our integrity towers over immorality. In Lincoln's case he seemed to tower in physical height, as well as integrity height.

One time, an over night White House guest heard great groans and moans coming from another room. The guest quietly slipped out of bed to investigate the mysterious sounds. What was discovered comforted the guest's heart and mind. The noise was the President. The guest saw Lincoln prostrate on the floor pleading to Almighty God for His help in this national crisis, the Civil War. The guest was comforted because he knew the country was in good hands because the height of its president was flat against the floor. A height that looked straight up to God. That is the height of integrity. My friends, you and I need to live lives that will tower over life's challenges. Let us be giants of integrity.

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## Quotes to Live By!

"Winning is coming in fourth, exhausted but excited, because you came in fifth last time."

~ Denis Waitley

"Make sure what goes into your mind is positive because what comes out is always what went in."

~ Mark Bowser

"Winning is being glad you're you."

~ Denis Waitley

"Patience is a weapon which can reveal miracles."

~ Mark Bowser

"Winning is all in the attitude!"

~ Denis Waitley

"I'm so optimistic I'd go after Moby Dick in a row boat and take the tartar sauce with me."

~ Zig Ziglar

" 'I say this because I know what I am planning for you,' says the Lord. 'I have good plans for you, not plans to hurt you. I will give you hope and a good future'"

~ The Holy Bible (Jeremiah 29:11 NCV)

"Happiness is always created from the inside, not from the outside."

~ Mark Bowser

"The secret of your future is hidden in your daily routine."

~ Dr. Mike Murdock

"The chief cause of failure and unhappiness is trading what you want most for what you want now."

~ Zig Ziglar

"Ability can take you to the top, but it takes character to keep you there."

~ Zig Ziglar

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