



POWER CHOICES® March 2006



Power Choice #3 – Attitude

Do **you** view life as a series of obstacles or opportunities?
Are **you** interested in developing a positive mental attitude?
Are **you** interested in exploring the powers of **YOUR** mind?

**If these questions have piqued your interest,
please read on!**

Imagine you have a resource that assists you to create a mindset for success or you could find support to unleash **your** hidden potential!

- **Think what it would mean to explore the powers of your mind!**
- **Think what it would mean to your life and career to start each day with enthusiasm and courage!**
- **Think what it would mean as in Napoleon Hill’s words to “awaken the sleeping giant within You!”**

Developing those capacities that can help you build a more positive success attitude is **our primary mission**. To discover those attitudes that will help you take life-changing actions that lead to improved health, financial independence, social responsiveness, enhanced ethical practices, expanded mental capabilities, amazing career performance and nurturing family relationships.

Within each of us is the magical potential to develop our capacities for going beyond our purpose to achievement!
Leanne Hoagland-Smith
&
Laura R. Novakowski

We invite you our websites (see below) to subscribe to **Power Choices®** and we wish you a success-filled, positive life!

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A Classic Read!

**Success Through
A Positive
Mental Attitude**

By
Napoleon Hill
&
W. Clement Stone



**The Key –
A Positive Mental Attitude**

Laura R. Novakowski

**"Our attitude towards life determines
life's attitude towards us."**

John L. Mitchell

In the movie *Field of Dreams*, Kevin Cosner heard a voice whisper – "If you build it, they will come."

It is 1996 and I am sitting in one of our numerous meetings rehashing cutbacks, shrinking reimbursement and quality challenges and my mind started to wander. "Why does every meeting have to be this way?" My heart and soul seemed to be shouting. Suddenly, I heard a whisper – build **CASTLES** – "Create **A**ttitudes and **S**trategies **T**apping **L**imitless **E**nergy for **S**uccess."

Grabbing a napkin on the table in front of me – I scribbled these words down and passed it over to a colleague and dear friend. She smiled indulgently and asked "So?" I answered without hesitation, "This is the focus of my *dream*."

Leaving the meeting, I gathered up reports, notes and my napkin. Back in the office, I filled and tossed papers, somehow the napkin made it into my top drawer. Moving up in the organization, I now was much more focused on working with building attitudes for success. The organization I worked with was and is a great organization, but....

Fast forward and it's 5 years later – same meetings and agendas. Cutback, shrink, become more efficient – the pain of feeling hopeless and helpless was so overwhelming and yet somehow motivating. It was time for me to build those **CASTLES**. In 2001, I opened my business keeping my focus on creating those attitudes and strategies tapping my limitless energy for success.

Fortunately, I have been blessed with a family and friends that supported positive thinking. *The Power of Positive Thinking* by Norman Vincent Peale has been one of the mainstays of my library. My company's name - Positive Power Strategies, Inc. is a constant affirmation of using a positive mental attitude.

The secret for me is in the belief that every person, every business, every community are **CASTLES**. With each client and company that I am engaged, I have the opportunity to discover wonderful creativity and strategies that can be tapped to build limitless energy and success. **Together** we discover tools and techniques that translate into action and extraordinary results. I have had the great fortune to share obstacles and opportunities, dreams and goals with so many people. People, whom given the time, tools and assistance to clarify **their** vision, have the capacity to build their own wonderful **CASTLES**.

This year - in fact this month - I am celebrating my **fifth** year as **Positive Power Strategies, Inc.** That was my **key** – a **positive mental attitude** that I could build it and they would come.

What would you like to build so that they will come?

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The Hidden Interest Factor

Leanne Hoagland-Smith

"Happiness is an attitude. We either make ourselves miserable, or happy and strong. The amount of work is the same."

Francesca Reigler

Since the earliest origins of civilization, much has been written about attitudes and continues to be written about attitudes. Philosophers such as Aristotle to scientists such as Einstein to business icons including Zig Ziglar and Jack Welch, understood the affect that attitudes have upon the daily performance of each individual.

In the mid to late 20th century, educational psychologists, training and development consultants and learning specialists all identified that Knowledge, Skills and Attitudes (**K.S.A.**) are critical to performance improvement from the classroom to the boardroom. However, the emphasis on knowledge and skills always seemed to override attitudes.

Several years ago at a national conference, a colleague, David Herdinger, made a new connection with the **K.S.A.** by constructing a quadrant and placing the letters K and A on the top followed by S and H (*Habits*) on the bottom. His efforts created the **K.A.S.H.** Box which I expanded to the **K.A.S.H.** Box for Sustainable Change. I added **a Change Drawer** or box under the quadrant because the purpose of a cash box is to hold **change**.

When individuals or organizations are facing **change** in performance from learning something new to adopting a new program, the emphasis is on the **left side of the box** – the *Knowledge and Skills*. Yet, when analyzing why change was resisted or why there was performance failure, the answer is more often than not due to poor *attitudes* and *habits* – **the right side of the box**.

Growth in the **Change Drawer** is directly tied to the attitudes within the individual and the organization. Great attitudes when married with *Knowledge and Skills* create additional revenues or interest within the change drawer. Conversely, poor attitudes drain the **Change Drawer** and have a negative affect on the bottom line.

Attitudes are the hidden interest factor for any individual or business. Successful individuals know this to be true and leverage their positive attitudes toward building their own personal and professional development. For the question at the end of the day is not whether I know it, but do I want to do it? And as always, the choice is yours to have an attitude of joy or one of misery.

Leanne Hoagland-Smith, **ADVANCED SYSTEMS,**
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K Knowledge	A Attitudes
S Skills	H Habits
Sustainable Change Drawer	

On a scale of 1 to 10, with 10 being extraordinary, score your **Attitude** in the following:

How is my attitude towards physical health and well-being? ____

How is my attitude towards setting goals? ____

How is my attitude towards mental growth and development? ____

How is my attitude towards my family and friends? ____

How is my attitude towards my community? ____

How is my attitude towards my financial growth potential? ____

How is my attitude towards my career or profession?

How is my attitude towards ethics and values? ____

How is my attitude towards change? _____

Evaluating **your attitude** will help you to clarify what is important and set the stage for an exciting year in 2006. The next step is to write a **Power Choice**© goal in an area that will help you to achieve an extraordinary attitude.

*If **you** want to discover some exciting tools and techniques to enhance your attitude for success and help you to **double your performance** in the next 6 months please call:*

"Only those
who dare to
fail greatly can
ever achieve
greatly."
Robert Kennedy



"When you believe
you can...you can!"
Maxwell Maltz

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