



BECOMING A WINNER

In life, we all need to win. Victory is what we are all after. There are all types of victories. The ultimate victory is what matters to us most. The reason you're reading this book is because you want to achieve goals in life and win. All of us want to be victorious in our lives. Yet, in the midst of achieving these goals, we sometimes lose track of the true meaning of winning.

What really is winning? Winning in the long run means achieving our ultimate goal – happiness. We all set goals and we strategize to achieve these goals. Our journey in life is a complex one. Each of us has a different set of problems and opportunities no matter how blessed or cursed we think we are. Yet one thing every one of us has in common is that we all strive to be happy.

Achieving happiness is our ultimate goal. Everything we do, we do to achieve happiness. Winning in the long run means achieving this ultimate goal. Our journey in life is to achieve this ultimate goal. There's no one in this world for which happiness is not the ultimate goal. From the orphan in Africa to the CEO on Wall Street, we all seek the same thing in some form or another in our lives.

The goals that you set in life play an important role in this journey. To achieve happiness, you need to set your goals carefully and achieve them. More important, you need to define what ultimate happiness means to you. Winning in the long run is all about achieving this ultimate goal through a series of smaller goals. Your definition of happiness might sound like a pie-in-the-sky concept, yet you have to know what

you're trying to achieve. Everything else in life flows from this definition.

Every time we win, we have to win against some competition. And when we win, we cannot take all the winnings with us. We need to ensure that we don't undermine relationships and leave a bad after-taste. Everybody needs to win something. Successful leaders ensure this happens when they win.

Winning also means doing things in a balanced way. Life is one big balancing act. Life is full of things that you need to balance, and there is never a correct formula to apply in each situation. You need to use your judgement and common sense to determine this balance. Is it ever easy? No, if life were easy, we'd all have wonderful lives! A wonderful life demands work.

Winning is complex. It means doing the right things in life so that it becomes meaningful.

Material Success

In this modern world, we tend to associate material success with happiness. In some cases, this is true. Materialistic success, such as having a wonderful house or a large bank account, can lead to security and satisfaction, but it can't make you happy. The financial crisis of 2008 is a testament to this false association.

We make a lot of choices based on this false assumption, especially when it comes to careers. Many jobs undoubtedly force people to make compromises between family and job, but to make this compromise only for material gain is misguided. Always keep your final goal and the purpose behind it in mind.

Material goals should never be a means to an end. We set material goals in hopes that there will be happiness at the end of the tunnel. When we compromise happiness to achieve this goal, our lives stop making sense. This is why we sometimes feel that we are in a



constant cycle of traveling but not getting anywhere. We are being very efficient, but not effective. We might be feeling rich but not happy. We might have all the latest gadgets but not the happiness we are seeking. You might know of people who don't have much compared to you but are very content. You see the happiness in their eyes, and you wonder how they do it.

They do it by focusing on the ultimate goal. In the materialistic world that we live in, we are under constant pressure to achieve materialistic success. Most of the time, the materialistic success does not equate to the ultimate goal of happiness.

In search of success, we get confused with what is effective and what is efficient. The wealth that we accumulate is efficient; if we are not doing it to achieve our ultimate goal of happiness, however, then it is not effective. Working hard to do something to achieve something might be efficient and would get you to your immediate goal, but if the immediate goal does not contribute to your ultimate success, then you are not being very effective.

Losing a Battle to Win a War

We sometimes need to lose the battle to win the war. Achieving your goals is the same thing. You sometimes have to give up certain short-term wins for the sake of long-term wins. It is walking away from an argument rather than getting in the last word. This is much easier said than done. Our human tendency is to win all the time. We have to resist the temptation and walk away; walk away and strategize. There is always more than one way of doing things. The world is an abundant place. It is just a matter of time until you realize an alternate way.

I personally have this tendency to always get in the last word. Somehow, I can never seem to let go. I want to win the argument. In situations where I have won, I realize that I have in fact lost. This is important especially in marriages. If your goal is to have a wonderful family life, you have to learn to lose a lot of short-term battles to win the war in the long run. You can win an argument by getting out what's in your mind, but you will realize that it takes much longer to heal. Sometimes, it might never heal at all. We are all human. In getting to our ultimate goal, we make mistakes and take wrong turns.

Losing a battle or two in the short run is about correcting these mistakes and taking a different approach. It is about analyzing our choices against a framework of our ultimate goal of happiness. We all have to do it.

Persistence vs. Reevaluation

You need to be persistent about your goals. Your plans will fail because there are many factors in each plan and it is impossible to factor everything at the inception. Persistence is the only way you will achieve your goal and win. Take Thomas Edison; if he hadn't been persistent, someone else would have invented the light bulb. We need to push to achieve our goals. When we believe in our goals, we keep at it rather than giving up.

There are times when you have to give up a short-term win and re-strategize because it is simply not working. We are reluctant to give up, but when something isn't working, we have to give up.

There is a subtle difference between persistence and the need to reevaluate. When you are persistent, you know that you are doing the right thing, but when you need to reevaluate, you instinctively sense that things are not working. There are times when being persistent will actually hurt your end result. You need to find alternative ways when this happens. We all need to use our best judgement in every case. There is no formula. We simply have to make the effort to make the correct choice.

Say you travel to work with your spouse and get to work late every day because of the way your spouse drives. Your goal is to get to work on time so that you can get your things done. You have tried to change his or her way of driving, and it isn't working. You can be persistent and put your marriage in trouble. Or you can find a different way to work, such a public transit. Though this might be insignificant in the overall scheme of things, it could be the tipping point between a good marriage and a bad marriage.

You need to know how important your win will be relative to your ultimate goal. If you will be happy with a good marriage, then you need to give up trying to change his or her driving habits. Again, strategy and creativity are important tools for finding alternatives.



On the road to success, we are all going to meet competition because there are always fewer opportunities for success than there are willing people. Most of us don't like to face competitive situations because we don't want to confront a difficult situation. But if you are to succeed, this is one trait you need to develop. You need to win against your competition. At the same time, dealing with competition is a delicate balance. Many competitive situations will result in a winner and a loser. The thing to keep in mind when you emerge the winner is that your competition shouldn't feel like they lost. You can't bulldoze your peers at work for being our competition. At some point in your career, your paths might cross again. You need to handle competition tactfully.

In competitive situations, each person needs to gain something from the situation. You lose relationships when you win to the exclusion of everyone else. Everybody needs to feel they've won something. Succeeding gracefully is the art of winning.

For example, let's say you get promoted to department manager. Most of your colleagues were also aiming for the same job. Once you get the job, you could give them a raise and expand their responsibilities so that they don't feel they have lost the ace. You need to gain hearts of minds. Good leaders and successful high performers do this very well. Only the short-sighted winners take it all.

The Importance of Relationships

We live in an interconnected world. This is why all new technologies that enable enhanced communication boom instantly. To achieve your ultimate goal, you need relationships. Severing relationships will not give you happiness. You might achieve your immediate goal, but you will have lost in the long run.

I remember trying to get my first promotion. I tried to make my mark in the organization by making one of my colleagues give up his contingency on his project. I did make my mark by saying a few hundred thousand dollars and getting my promotion, but I was never able to have a truthful relationship with this gentleman because I broke his trust. Once broken, trust in a relationship seldom returns to the level you started off with. It was then that I realized that winning in the long run is more important than winning in the short

run. When in doubt, take the relationship over the goal. You can always set new goals and re-strategize on how to achieve them, but it is very difficult to restore relationships.

The concept becomes very important with marriage. People initially get married for the physical, sexual and mental attraction. Though we are led to believe by society that this is love, unfortunately, this attraction lasts only a certain period of time no matter how attractive we are. Beyond that, true love really is a choice that we make. A large part of this choice is a sacrifice for the good of the relationship. To win in your marriage in the long run and be happy, you first need to lose by giving yourself up.

Relationships are your primary vehicle for success. The saying "no person is an island" is very true. We get things done with the help of others, and we learn about opportunities through others. We cannot live in a world of our own.

Too many people view relationships as transactional. Transactional means that you get something out of the relationship. We are all in relationships because of a mutual benefit, but we should not make relationships transactional. Rich relationships have both sacrifice and benefit components. You give something and get something as well. Rich relationships offer a lot more synergy and productivity.

The reason that so many people view relationships as transactional is they're always thinking about their benefit. In other words, we are selfish. It is in our nature to be selfish because it ensures our survival. Though we all feel selfish at times, we must work to overcome this feeling. Again, it is a choice we make. We can either let our feelings overcome us or we can make the effort to overcome our feelings. It is the latter that leads us to success. Because when we do overcome our selfish feelings, we have better relationships that are based on not only taking but also giving. These rich relationships will take you closer to your success.

Abundance

Always know that there is an abundance of opportunities in the world for everyone. It doesn't have to be that one single job opportunity that you



should go for or that one house you should buy. Your perception needs to open when you are trying to win. There are many ways to win what you want and achieve your goal. If the path you are taking is going to damage relationships and burn bridges, consider taking an alternative path to achieve your goals. It is important that you be creative with strategy to achieve your goals. Your strategy needs to put a priority on maintaining your relationships and winning in the long run.

Letting everyone around you lose while you win is not really winning; it is grabbing things selfishly. If you are a high performer, avoid this at all costs. Recognize others for their contribution in your win, and let the people who didn't win have something as well.

Conclusion

Success is only success if happiness is attached to it. If

happiness is not attached to any achievement, it cannot be called successful. It is just an accomplishment. If happiness is missing from your achievements, there is something very wrong with your achievements. The question comes up, "Why did you spend all the time and effort to achieve something if it does not make you happy?" Sometimes seeking both happiness and success can limit what you accomplish, but you have achieved happiness, which is the ultimate goal. You live to be happy. Without happiness, your achievements don't mean a thing. If you boil down all your goals and aspirations, the point is to make you happy. So, the goals that you set are in fact intermediate steps to your ultimate goal – happiness. Achieving your goals without happiness is wasting your effort for no reason. You might achieve a lot of things in life, but for what?

Need Help? Have a Question?

Call Greg's "Wonder Woman" assistant Christal. She will assist you in with booking information or answering your questions.

Call her at 304.400.4703

**Find Your
Passion
Chase Your
Dreams**