

NOTES

8. IT'S EASIER TO WIN

All kinds of studies have been made regarding motivation. What is it that motivates people to do the things they do, live the way they live, achieve the goals they achieve? And, while there is certainly no single answer to such a major, complex question, I believe the overriding force which motivates us, as people, is something I call choice of environment, environment being the immediate world in which we are immersed.

We must look at ourselves objectively for what we really are – distinct individuals with unlimited opportunities for development.

Some people make this choice consciously, but I am certain the great majority of people make the choice unconsciously as a result of environmental conditioning.

There are 7 Levels of Awareness:

7. Mastery
6. Experience
5. Discipline
4. Individual
3. Aspiration
2. Mass
1. Animal

Firstly, we must begin to think. We must look at ourselves objectively for what we really are — distinct individuals with unlimited opportunities for development.



Secondly, we must ask ourselves some questions. Do I want to be like the people I am following? Are these the people I want my children to be like? I know they are pretty good people, but do they know where they are going? Are they successful? Are they as successful as I want to be? If I continue as I have in the past, where will I be in five years from now? Am I operating at or near peak efficiency? Am I really a professional, or have I been doing just enough to get by? Am I devoting a part of my time each day to thinking of ways and means by which I can increase my contribution? Am I really aware that my rewards in life will always be in exact proportion to my service? Am I following an intelligent course for improving my mind and expanding my knowledge? Do I have a reading and study programme? Or do I think I already know enough?



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I expect my company, my community and my country to improve with the passing of each year. But what am I doing personally to keep pace with this improvement, or exceed it? Have I thought enough about how lucky we are to live in a free society in which we can go where we please without having to ask for permission; work where we please and do the job of our choice; vote and worship as we please and say what we please? Am I aware of the responsibilities that go with freedom? The responsibility to produce as much as I can so my freedom may be maintained; the responsibility to become so effective as a person that even if times become bad for a while, I could continue providing for my family throughout the crisis?



You see, it is actually easier to win. All we have to do is know some of the rules.

And it's never too late. For with a purpose — a goal — a person will frequently do more and travel further in a year, than they might otherwise in a lifetime without one.

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