



STAYING
POSITIVE

THE IMPORTANCE OF
POSITIVE
THINKING

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“A great manager has a knack for making ballplayers think they are better than they think they are. He forces you to have a good opinion of yourself. He lets you know he believes in you. He makes you get more out of yourself. And once you learn how good you really are, you never settle for playing anything less than your very best.”

– Reggie Jackson

Be your own great manager!

INTRODUCTION

Research shows that approximately 87% of the things we say to ourselves about ourselves are negative, self-destructive, and undermining. This negative self-talk leads to a self-fulfilling prophecy – what we tell ourselves creates a mindset which makes our self talk come true. Optimists know that – sometimes, people know it naturally on a subconscious level and seldom need positive self-talk ; other times, people become optimists through deliberately practicing positive self-talk.

Negative self talk increase your unhappiness and incompetence. It can make you unhealthy and self-destructive. Fortunately, positive self talk can do just the opposite – it can make you healthier, happier, more confident, and more competent.

Realistic, practical optimism is a choice you can make on purpose to help you manage your life successfully. There is a set of characteristics that most optimists have in common, but through use of certain strategies naturally used by optimists, pessimists can turn themselves into optimists.

Realistic, practical optimism is not

- A denial of reality
- Masking over problems
- Pointless hoping

- Pollyanna thinking
- "See-no-evil, hear-no-evil" thinking
- A panacea.

It is

- A system for confronting problems
- A way to choose the best outcomes
- A method for coping with any challenges
- A happier, healthier approach to life.

Each one of us has a unique set of experiences in life that gives us a model of the world that includes our interests, likes and dislikes, values, and emotional tendencies. We are all born with coping abilities which change as we interact with the world. As we grow up, our coping skills can become weaker or stronger and we can become more positive or negative in our attitude.

At one time psychiatrists believed that we react to life's stresses by avoiding, repressing, or denying them. Now we know that all of us are born with the potential to manage stress, but not all people make the most of that potential.

To be human means that we can change our habits and our patterns of behavior. We can identify what makes us cope successfully and the things that impede that. We can analyze our own approach to life and challenge and replace our less successful coping methods.

This ebook will explain the mental attitude at the heart of optimism, the obstacles to being optimistic, the techniques you can use to strengthen optimism, and the benefits of having a realistic and practical optimistic approach to life.

THE POWER OF REALISTIC, PRACTICAL OPTIMISM

The cornerstone of optimism is self-esteem, which is the basis of all psychological growth. Our resilience in the face of adversity is determined by our self-esteem. In his book, *The Power of Self-Esteem*, Dr. Nathaniel Branden defines self-esteem as being "The experience that we are appropriate to life and to the requirements of life. (It is)

1. Confidence in our ability to think and to cope with the challenges of life.
2. Confidence in our right to be happy, the feeling of being worthy, deserving, entitled to assert our needs and wants and to enjoy the fruits of our efforts."

When our self-esteem is low, we are much more vulnerable to negative forces. We suffer from a sense of not being enough, a generalized feeling of self-distrust, and a feeling of unworthiness. We will be less effective and less creative than if we had healthy self-esteem.

If we have realistic confidence in our value, we are empowered, energized, and motivated. We see the world as open to us, and we are able to respond appropriately to both challenges and opportunities. This is more important today than ever since we need more self-management and innovation than ever before.

Other Characteristics of Optimistic People

Commitment to Life – They believe that life is worth living. Absolutely. This belief gives them passion which feeds their optimism.

Flexibility – Flexible people can modify their habits to work with others, personally and professionally. They are usually cooperative so have reciprocal relationships with family, friends, and coworkers.

Resourcefulness – Optimistic people are resourceful. They have faced and thought through situations and know where to turn for support and how to find help when they need it.

Willingness to Risk – The optimist doesn't have to play it safe when it looks like a risk will pay off.

Acceptance of Personal Responsibility – Optimists have a realistic assessment of themselves. They are not victims, don't make excuses, and learn from their mistakes.

Perspective – Optimists are realists who can see what is important and what is not. They work to solve the serious issues and ignore the inconsequential ones.

Openness – Optimists welcome new ideas and change. They realistically evaluate new information for use now or in the future.

Proactive Attitude – Optimists meet challenges with action – they're proactive rather than reactive. They aren't paralyzed by fear of failure or the unknown.

Attention – Optimists pay attention to the world around them. They listen to others' ideas rather than shutting them out.

Eric Fromm said that the ability to love yourself must come before you can love another person. That's equally true when it comes to self-respect, self-acceptance, or self-confidence. You need to understand what these are by feeling them for yourself. Then you can give them to other people. Many of us have been taught as children not to be prideful, but respect and love for yourself are not prideful. They are the right of every person, and they are the basis of optimism and positive thinking.

OBSTACLES TO OPTIMISM

We are all born with a degree of natural self-confidence, the basis of optimism. But it is eroded for all of us to varying extents by negative influences. The most common are

Blame and Criticism

Blame and criticism can come in all stages of life. First, your parents probably handed out quite a bit of criticism while trying to teach you the right things to do. Whether it was just or unjust criticism, it could have diminished your confidence.

Later, you may have experienced blame and criticism in school. From grades to sports, you were always being compared to others, and no one is the best at everything. The workplace is another area where we receive criticism. It can be severe, depending on the manager and the culture of the company. Finally, your partner may be critical, comparing you to an ideal in his or her mind.

The result of this blame and criticism can be that

- You think everything is your fault
- You become vulnerable to criticism
- You don't take risks because you might fail.

Conformity

As we begin to grow up, many of us learn that it is safer to be quiet and conform to the crowd. It could be that when we stepped out and were wrong, we were laughed at. On the other hand, if we were right too often, we'd be criticized for that. The safe route was to watch what others did and do that. The result of these experiences can be

- You don't take opportunities when they come along
- You become a people pleaser
- You live based on what you "should" do instead of what you really want to do.

Competition

Again, school is an environment where we are all in competition for grades, at sports, at music, etc. If we continually try our best and are not rewarded for it, we become accustomed to disappointment and may start to believe that we will never be "enough." This can lead to

- You doubting your own ability
- You comparing yourself with others
- You putting yourself under extra stress to succeed.

Disappointment

Disappointments are inevitable in life for everyone sometimes. They can happen in school, at work, or in personal relationships, whenever we expect something good to happen and it doesn't materialize. With enough disappointment, we can begin to distrust ourselves and others. We can begin to become cynical and not believe in anything. The result can be

- You expect things to go wrong, so you don't try
- You feel you're not good, so nothing good happens
- You worry when things go well and wait for the other shoe to drop.

Perfectionism

Perfectionism usually begins in childhood, stemming from parents who set up very high standards for their children. This may result in you becoming a human "doing" rather than a human being -- someone who sees his value in what he does, not in his simple existence. The long-lasting results are

- You criticize yourself for not being perfect
- You fear disapproval
- You won't let others see your mistakes.

All of the above influences are challenges to an optimistic, positive attitude. The best way to combat these obstacles is with awareness that they are part of our current attitude and then with positive self-talk. It's a simple two-step process that

works quite well if you consistently practice it. Here's an example:

Self-Talk for Perfectionism

Step 1

The realization goes something like, "I'm constantly afraid that people will think I'm stupid if I say the wrong thing."

Step 2

The self-talk goes, "I'm tired of being afraid of that. Why should I give other people's opinions so much importance? Besides, everyone's wrong sometimes. It doesn't mean they're stupid. I'm going to answer."

Try it. After a few times, you'll feel a lot better!

POSITIVE THINKING AT WORK

Most of us use our real reasoning abilities every day to cope with the world. But most of us don't really understand reasoning or how it works. Yet, the way we reason can be our best ally or get us into a lot of trouble. Consider these tools – how adept are you at using them?

AMBIGUITY

Have you ever known someone who only sees the world in terms of black and white? Everything is either good or bad, right or wrong, with nothing in between. Susan, for instance, saw things only in black and white. She had a lot of trouble keeping jobs because she couldn't get along with other people. To her, you were either good or bad. If you were good, everything you did was good. If you were bad, you couldn't do anything right. This attitude interfered with her marriage and the way she raised her children. She accepted no excuses, and she had no compassion. Susan suffered from a lack of ambiguity. In this sense, ambiguity is a good thing. It means you can see the shades of gray in a situation.

Most of us are not as extreme as Susan. But we've all come up against situations where a lack of ambiguity can lead to harshness, condemnation, and punishment. A sense of ambiguity helps us see people in gray areas and allows us to look at situations from many different view points. This helps

us to question life in a positive way and become more tolerant and understanding of others.

Looking at life with ambiguity is a more realistic approach since there are many gray areas in life. For instance, even very intelligent people can do some really stupid things. It's human. Understanding ambiguity makes life easier on you and on the people around you. It's both realistic and flexible. Without it, it's impossible to have a positive mental attitude.

OBJECTIVITY

Objectivity is another essential ingredient of optimism. Have you ever known someone who consistently makes a mountain out of a mole hill? You know, the type of person that you feel like you're walking on egg shells around? These people make difficult bosses and difficult parents.

People who lack objectivity put their businesses at risk every day. Businesses are full of situations that require compromise, situations where you need to stand back and evaluate what's happening, what is fair, and what will be best for all parties.

With objectivity, you have the ability to take a good look at what you're doing, who you are, and what you want. Without exercising objectivity, you have little chance of maintaining a positive attitude.

DISCRIMINATION

Here we are talking about discrimination in a good way. What we need is the ability to look at a lot of options and decide which one is best in a certain circumstance. On the one hand, you need to realize that the world exists in shades of gray. On the other hand, you need to be able to evaluate all those shades of gray and distinguish between them. So, it's not as simple as having two options, one black and one white. Usually life isn't that clear cut.

Take the example of a troubled marriage: Nancy has an emotionally abusive husband who takes his temper out on her and their children. She doesn't have a job, so if she leaves her husband, she has no way to provide for herself and her children. She stays in the marriage, thinking she has no options, because she doesn't see any way out. In fact, she has several options: getting her husband to go to counseling, finding a career counselor who can help her get a job, talking to family and friends who could tell her about options she doesn't know she has. All of these things could help, but the problem is Nancy's lack of ability to discriminate between options. She's lost before she's even begun to fight.

Knowing you have options and being able to choose adeptly among them is essential to maintaining an optimistic attitude.

DETACHMENT

Detachment is the ability to separate your emotions from your intellect so that you can make the best choice in emotionally difficult situations. When our emotions are involved, we can act impulsively because we're trying to protect ourselves in some way.

When we have detachment, we are capable of taking a step back, assessing the situation objectively, and then taking appropriate action. This intelligent, self-affirming approach is a key part of optimistic thinking.

LOGIC

Have you ever known someone who seemed intelligent enough but had no common sense? Someone who seems to get into trouble for the craziest reasons? This person probably suffers from an inability to look at situations logically.

Logic is simply the ability to look at options, evaluate the outcomes of each option, and decide which ones are good and which ones are bad. Without logic, people often rationalize; that means they use the excuse that is convenient instead of choosing the best solution.

We all rationalize from time to time – "I can't afford them, but I love those shoes, they are on sale, and I'm going to buy them" or "I should stop smoking, but if I do, I'll only pick up another

bad habit." You can probably supply some of your own rationalizations. The good thing is that most of us know what we're doing, we don't do it too often or about very serious things, and we can choose not to do it.

The better we are at choosing the most logical, best outcomes for ourselves, the easier it is to maintain a realistic, practical optimistic attitude.

You can probably see that the more we combine all these aspects of reasoning, the more positive our thinking will be. All five parts need to work together for efficient, effective thinking. When you do have all these aspects working together, can you see how they could help you to nurture and maintain a realistic and practical optimistic attitude?

FEAR OF FAILURE

Fear of failure is a common, debilitating fear. It can keep you safe in your comfort zone, but you give up growth, new experiences, new challenges, and new people in your life. Conquering this fear, which you certainly can do, will help you create and maintain an optimistic attitude.

Let's take a look at your level of fear of failure. How many of these questions would you say yes to?

1. I think of myself as a failure if I try to do something and don't succeed.
2. I worry about what others will think of me if I fail.
3. I resist taking on new challenges and opportunities in case I fail.
4. I feel under pressure to succeed.
5. I'm afraid of success because other people might not like me.
6. I constantly think about my failures in the past.

If these sound like things you say to yourself, that's good! Recognition is the first step to turning an attitude around. If

you do habitually make comments like this to yourself, you are not alone.

While there are many reasons for fear of failure, these five causes are most common:

Five Most Common Causes of Fear of Failure

- Overprotective parents – Parents often impose strong boundaries on their children for the child's safety, but those boundaries also limit what the child can and can't do. This limits the child's ability to take risks and discover his own potential. It's not conscious, but this over-protectiveness causes people to not want any situation that involves risk. Without knowing it, they are waiting for their parents to support them before they do take a risk. They're not used to handling challenges so they back down when things get difficult.
- Fear of the unknown – Whenever we try to do something new, we can't be sure what the outcome will be. Often this leads to going back to the safety and security of what we know so that we are not taking a risk and there's no chance of failure. Our instincts are designed to give us information to help us survive and grow. When we're confident, we listen to this inner voice, but without good self-esteem, we're afraid to trust our instincts in the face of something unknown.

- High expectations and demands – Many people had parents who made unreasonably high expectations and demands on them as children. Often, these demands are continued by the child himself later in life during school and at work. These unreasonable demands leave the child and the adult with the feeling that they can never satisfy and that they can never be or do enough. These feelings can be intensified by managers and even by the media. We are constantly bombarded with images of perfection and success in the media. This can cause many people to become even more insecure about what they have to offer. These people often retreat back into a comfort zone where they know they can function without worrying about failing. Unfortunately, it leaves them stuck in a place where they are unhappy with themselves, but afraid to move ahead.
- Insecurity – Sometimes people who think they are above average have a strong fear of failure. With insecure people, the bigger the ego, the greater the fear of loss when risking failure. For an insecure person, his loss of status in the eyes of other people who might discover he's not as powerful as he seems is the person's excuse for not taking a risk and not taking action. This way he doesn't have to deal with the idea of failing.
- Failures in the past – If we've tried and failed before and have been criticized for it, sometimes we don't want to feel that pain again. So it's safer not to try all. But this is

a matter of perception. Everyone fails sometimes. But to some people, trying something new with the risk of failure is too intimidating, so they don't try it all.

The solution for this faulty thinking that results in fear of failure is to recognize it for what it is – exactly that, faulty thinking. When we can see that we lose more by not taking action than by risking failure, we can gain strength to take some action. First, we have to be able to face ourselves with our faults, including our fear of failure, and then, aided with positive self-talk, we can begin to develop a more optimistic attitude about risking failure when we take action.

OVERCOMING SELF-SABOTAGE

Self sabotage occurs when people consistently think of themselves as not able to succeed to such an extent that they develop an identity which causes them to sabotage themselves every time they have a chance to succeed. This is not a conscious activity, so it is very confusing to the person who has this problem. This usually happens because of a string of incidents which leaves the person coming to conclusions like this about himself:

- I start projects, and I don't finish them.
- Everyone else is right when they blame me for things.
- I always stop just before I become successful.
- I will never be successful; success is for someone else, not me.
- Other people will be jealous of me if I succeed.
- When someone gives me a compliment, I'm sure they're just being nice and they don't know the real me.
- When things are going well, I expect things to start going badly.
- I seem to destroy all my relationships, even with people I love.

Do you say things like this about yourself? Once again, you're not alone. Lots of people do. This is just an incorrect attitude you have about yourself, and you can change it.

Here's how successful people operate:

1. They complete things they start.
2. If they don't succeed at something, they don't punish themselves about it.
3. They learn from their mistakes and see the mistake as a learning experience.
4. They take the time to notice and celebrate their successes.

The way to beat self-sabotage is by making use of the following techniques:

DIFFUSE NEGATIVE EXPERIENCES – when negative things happen, and they happen to all of us, positive people talk their way through it by saying something like, "It wasn't meant to be." Another tactic is to realize that, yes, they are disappointed and they spend a few minutes being unhappy at the outcome, and then they move on. In this way, they're not denying reality, but they're not letting a disappointing outcome defeat them, either.

USE CONFIDENT SELF-TALK – These are positive messages we give to ourselves, and they can also be positive messages we receive from other people. Believe it or not, whether they come from other people or from ourselves, positive messages can have a significant beneficial effect on us.

COMPLETE WHAT YOU START – One main way to identify a self-saboteur is that this person never completes anything.

Self saboteurs get distracted or bored or even forget about the things they have begun. They move from project to project, inspired at the beginning but getting bored along the way. This has a negative effect on self-confidence. If this is a problem for you, counteract it by completing each project you work on before beginning another one. This will go a long way to rebuild trust in yourself and rebuilding your self-discipline. A good idea would be to write down all the positive reasons you should finish the project.

DEVELOP SUCCESS HABITS – Self-saboteurs believe that success is for other people and not them, but they crave it at the same time. If this is your problem, the way to break yourself of that thinking is to take on small projects at first, projects that you know you can complete successfully. Gradually, take on bigger projects as your self-discipline and your self-confidence increase.

DEVELOP WILLPOWER – because of a lack of self-confidence, self-saboteurs quit easily. If you are a person who finds herself quitting in the middle of things, recognize that and remind yourself that successful people persevere in the face of adversity. Successful people believe in their own capabilities, overcome challenges, and refuse to give up on their dreams. Every time you push through to complete something, your willpower becomes stronger.

As you see yourself overcoming self-sabotage, you will begin to develop a more optimistic attitude.

STOP MAKING USELESS COMPARISONS

Comparing ourselves to others is probably natural, especially these days. We are bombarded in life and in the media with people who have more wealth, better careers, better looks, and greater skills than we have. They have something we want, and we feel envious. Our confidence takes a real dip, and the worst thing about it is that it accomplishes nothing good. Is this a problem for you? Are some of these statements you make to yourself?

1. I resent others for their success.
2. I haven't done anything with my life.
3. I envy what other people have.
4. I can't recognize my own strength or my good qualities.
5. I constantly tell myself that I'm not as good as this person or that person.

If this is true for you, it's also true for many other people, at least at some stage in their life. Many people outgrow making these comparisons after adolescence, but many people don't. The antidote is fairly simple and even enjoyable. We all need to appreciate what we have, realize that we have a lot more than others do, enjoy all the good things in our own life, and try to do our own individual best without comparing ourselves to others.

Here are some things you can do to help you stop comparing yourself to others and start enjoying your own life more.

- Realize that many of the people you envy are not people you know personally, so you don't really know what their lives are like, or what problems and challenges they face. Hasn't that proven true in the past? Instead of envying them, ask yourself if there's something you can learn from them. Is there something they do that could help you become more successful?
- Appreciate the good things in your life. Very often we take for granted what we have and think the grass is greener somewhere else. Our culture promotes the idea that bigger is better, and everything has to be new and exciting. Optimists are secure about who they are and what they do. They try to learn how to improve themselves from others rather than comparing themselves to others. They like to see others succeed because that doesn't threaten their own success. They trust themselves to continue to do the best thing for themselves.
- Encourage yourself. Remember, studies have shown that our natural tendency is toward 87% negative self-talk and only 13% positive self-talk. This means that you need to make a conscious effort to counteract the negativity with positive statements. Don't wait for confirmation that you might not get from other people. Give it to yourself. Be realistic but affirmative – if you deserve a compliment or reward, give it to yourself.

I love this saying: "Be yourself. Everyone else is already taken." Seriously, life is more interesting and more rewarding if you concentrate on developing yourself to be the best person you can be without comparisons with anyone else. You are unique; I'm sure you can see that. Think about everyone you know – how different they all are from each other. And that's such a good thing!

A great technique for putting the emphasis on yourself is to write a mission statement. This will be a guide to keep you focused on what's important to you. It will give you a compass to keep you on track. Think about all the aspects of your life: your family, career, relationships, values, goals, friends, and spirituality. Open a file on your computer or take out a paper and pen and write down a description of your life in all these areas.

In your mission statement, ask yourself about all the aspects of your life and what you would like them to be at their best. Have this statement reflect your core values. Who do you want to be at your best? Make a plan with steps for reaching your personal goals in each area of your life. This should represent the best that you can see for yourself.

This statement should inspire you and guide you. Keep it somewhere you can see it and revise it as events change. It's the best you can imagine for yourself. It's who you are. It's an expression of your heartfelt values.

As you can see, it's another great pillar for developing an optimistic attitude.

FLEXIBILITY: MAKING THE MOST OF YOUR TOOLS

Did you ever hear the old joke about the guy who climbed all the way to the top of the ladder and then found it was perched against the wrong building? Do you know people like that? Are you one of them? It's possible that we all feel like we're that person in some situations. That's why flexibility is so important.

Flexibility is the awareness that you have options and the ability to discard one option if it's not working and select another. Call it rigidity or call it pride, but there's something in human nature that makes us continue in situations past when we should have given them up.

We have a tendency to like to do things the way we've always done them, and we don't like to let go of ideas we've invested some time in.

Some people think of flexibility as being wishy-washy, or not caring, or lacking character. That's not what we mean by flexibility here. We're talking about being able to switch from one goal to another if you can't achieve your goal or if it's just not worth the effort to you. For instance, if you find out you don't like snow and you don't like mountain climbing, do you try to climb Mount Everest just because it seemed like a good idea in the past or because your friends want you to? Or do you find something more enjoyable to spend your time on?

Flexibility is about reevaluating your goals and questioning the importance of those goals. It's about looking beyond the clichés and the "should's" we all learn growing up and replacing those with what is truly meaningful for us. If this means a change from your original goals, that doesn't mean you're a failure. It does mean that you're choosing to pursue something that may be much more fulfilling to you.

Flexibility also includes searching for alternative solutions to a problem. It means having enough sense to realize when you've come to a dead end, and having the ability to shift gears. This requires a strong sense of reality along with the ability to be flexible.

People with rewarding, fulfilling lives reexamine their goals, their motives, their procedures, and the results they're getting from time to time. They have the flexibility to switch gears or stay the course. All of these abilities are critical to maintaining an optimistic attitude.

CONCLUSION

Toward the end of his book, *The Power of Optimism*, Alan Loy McGinnis tells a joke and makes a point:

"A teacher whose name I have forgotten has a good differentiation between psychotics and neurotics. You ask psychotics, what is 2×2 and they may say 19, or 26, whatever comes into their heads. Those people must be protected. When you ask neurotics what is 2×2 , they say, "It's 4, but I can't stand it! Why does it always have to be 4? It's so boring! It's 4 all the time! Why wasn't I asked for input on that decision? Why can't it be five once in a while?"

"When faced with a difficult situation, we can ask ourselves, "What can I do to change this situation?" If there is nothing, we can elect to shut it out, to concentrate on things to be enjoyed. In a bookstore recently I noticed a book title I'd like to hang my office wall. It would be there for my patients, but I'm the one who needs it most. It reads, "All you can do is all you can do, but all you can do is enough."

Like McGinnis, I too have a joke that makes a point: "How many psychiatrists does it take to change a light bulb? Only one, but the light bulb really has to want to change." I know, it's an old joke. But the point is a good one.

The same thing is true if you want to maintain an optimistic attitude. It's a choice. It takes a little work, but the results are worth it. And so are you.

Good luck.

51 GREAT THINGS POSITIVE THINKERS SAY

These sayings by some of the greatest thinkers and action takers of all ages are too good not to share:

1. Each of us makes his own weather, determines the color of the skies in the emotional universe which he inhabits. – Fulton J Sheen
2. All the beautiful sentiments in the world weigh less than a single lovely action. – James Russell Lowell
3. You cannot escape the results of your thoughts... Whatever your present environment may be, you will fall, remain or rise with your thoughts, your vision, and your ideal. You will become as small as your controlling desire, as great as your dominant aspiration. – James Lane Allen
4. We become just by performing just actions, temperate by performing temperate actions, brave by performing brave actions. – Aristotle
5. Man does not simply exist, but always decides what his existence will be, what he will become in the next moment. – Victor Frankel
6. It takes but one positive thought when given a chance to survive and thrive to overpower an entire army of negative thoughts. – Robert H Schuller

7. They can because they think they can. – Virgil.

8. The world has a way of giving what is demanded of it. If you are frightened and look for failure and poverty, you will get them, no matter how hard you may try to succeed. Lack of faith in yourself, in what life will do for you, cuts you off from the good things of the world. Expect victory and you make victory. Nowhere is this truer than in business life, where bravery and faith bring both material and spiritual rewards. – Preston Bradley

9. I've never been poor, only broke. Being poor is a frame of mind. Being broke is a temporary situation. – Mike Todd.

10. Optimist: A man who gets treed by a lion, but enjoys the scenery. – Walter Winchell

11. What we see depends mainly on what we look for. – John Lubbock.

12. All that we are is the result of what we have thought. The mind is everything. What we see, we become. – Buddha

13. The happiness of your life depends upon the quality of your thoughts... Take care that you entertain no notions unsuitable to virtue and reasonable nature. – Marcus Aurelius

14. Immense power is acquired by assuring yourself in your secret reveries that you were born to control affairs. – Andrew Carnegie.

15. Man is what he believes. – Anton Chekhov.

16. Could we change our attitude, we should not only see life differently, but life itself would come to be different. Life would undergo a change of appearance because we ourselves had undergone a change in attitude.

– Katherine Mansfield

17. People only see what they are prepared to see. – Ralph Waldo Emerson

18. We create our fate every day... Most of the ills we suffer from are directly traceable to our own behavior. – Henry Miller

19. The greatest discovery of my generation is that man can alter his life simply by altering his attitude of mind. – William James

20. As a man thinketh, so is he, and as a man chooseth, so is he. – Ralph Waldo Emerson

21. They can because they think they can. – Virgil

22. Thoughts lead on to purposes; purposes go forth in action; actions form habits; habits decide character; and character fixes our destiny. – Tyron Edwards.

23. If I were to wish for anything, I should not wish for wealth and power, but for the passionate sense of the potential, for the eye which, ever young and ardent, sees a possible... What wine is so sparkling, so fragrant, so intoxicating, as possibility! – Soren Kierkegaard

24. Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence. – Helen Keller

25. The mind is its own place, and in itself can make a heaven of hell, a hell of heaven. – John Milton.

26. Optimism is an intellectual choice. – Diana Schneider

27. All that a man does outwardly is but the expression and completion of his inward thought. To work effectively, he must think clearly; to act nobly, he must think nobly. – William Ellery Channing.

28. The principle of life is that life responds by corresponding; your life becomes the thing you have decided it shall be. – Raymond Charles Barker.

29. Our best friends and our worst enemies are our thoughts. A thought can do us more good than a doctor or a banker or a faithful friend. It can also do us more harm than a brick. – Dr. Frank Crane

30. There is in the worst of fortune the best of chances for a happy change. – Euripides.

31. Happiness will never be any greater than the idea we have of it.

– Maurice Maeterlinck

32. Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude. – W W Ziege

33. The most unhappy of all men is he who believes himself to be so. – David Hume

34. Think positively and masterfully, with confidence and faith, and life becomes more secure, more fraught with action, richer in achievement and experience. – Eddie Rickenbacker.

35. Great things are not something accidental, but must certainly be willed. – Vincent van Gogh

36. Optimism is essential to achievement and is also the foundation of courage and of true progress. – Nicholas Murray Butler

37. Man's rise or fall, success or failure, happiness or unhappiness depends on his attitude... A man's attitude will create the situation he imagines. – James Lane Allen

38. I believe that if you think about disaster, you will get it. Brood about death and you hasten your demise. Think positively and masterfully with confidence and faith, and life becomes more secure, more fraught with action, richer in achievement and experience. – Eddie Rickenbacker

39. The person who says it cannot be done should not interrupt the person doing it. – Chinese Proverb

40. Treat people as if they were what they should be, and you help them become what they are capable of becoming. – Johann von Goethe

41. Think you can, think you can't; either way, you'll be right. – Henry Ford

42. The world is a great mirror. It reflects back to you what you are. If you are loving, if you are friendly, if you are helpful, the world will prove loving and friendly and helpful to you. The world is what you are. – Thomas Dreier.

43. If at first you don't succeed, try, try, and try again. Then give up. There's no use being a damned fool about it. – WC Fields

44. It is good to act as if. It is even better to grow to the point where it is no longer an act. – Charles Caleb Colton

45. The only prison we need to escape from is the prison of our own minds. – Anon

46. We must dare to think unthinkable thoughts. – James W Fulbright.

47. I make the most of all that comes and the least of all that goes. – Sara Teasdale

48. Our minds can shape the way a thing will be because we act according to our expectations. – Federico Fellini.

49. When in doubt, duck. – Malcolm Forbes

50. Happiness is not a matter of events, it depends upon the tides of the mind. – Alice Maynell

51. When you look at the world in a narrow way, how narrow it seems! When you look at it in a mean way, how mean it is! When you look at it selfishly, how selfish it is! But when you look at it in a broad, generous, friendly spirit, what wonderful people you find in it. – Horace Rutledge