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HOW TO DISCOVER YOUR PERSONAL BLUEPRINT
FOR POSITIVE GROWTH AND DEVELOPMENT

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About the Author and the Book

Tom Erik Green is a psychotherapist and mentor. His experiences over a thirty-year period have formed this e-Book--the first in a series of books from PlusVendor AS. These books aim to create principles for personal growth and development available to everyone.

In our day to day lives, we have an overwhelming number of options as well as ever-increasing demands. As a result, many of us experience an undeniable discrepancy between the effort we spend working and the time we set apart for personal growth and development.

It's easy to see how this discrepancy costs us essential quality in our lives--like discovering and nurturing our interests and passions which often become neglected or forgotten as we proceed from year to year. This is how our genuine blueprint for a happy and successful life becomes hidden—our forgotten blueprint.

Today it is important for all of us to spend time working on our Personal Growth & Development. Only through these efforts will you be able to discover how to enjoy your true blueprint for a happy and successful life.

This book will explain the positive mental attitude at the heart of uncovering your true blueprint for a happy and successful life, and give you practical examples and ideas to reap the benefits of having a realistic and practical optimistic approach to life. The accompanying workbook is a crucial supplement to reinforce the necessary tools and ensure you carry forward all you've learned. This journey will bring you to a life of full potential—something we all deserve.

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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 50-70% 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.

Negative self-talk increases your unhappiness and incompetence. This bad habit can make you unhealthy and self-destructive. Fortunately, positive self-talk can do just the opposite and lead to your being healthier, happier, more confident, and more competent.

Realistic, practical optimism is a conscious choice to help you manage your life successfully. There is a set of characteristics that most optimists have in common, and 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.

Realistic, practical optimism 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 had a unique set of experiences in life that give us a model of the world which 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 attitudes.

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.

We are fortunate as humans to be able to change our habits and our patterns of behavior. We can identify what makes us cope successfully and the things that impede our coping. 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 bonus of positive self-talk is self-esteem. 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 "The experience that we are appropriate to life and to the requirements of life." Self-esteem 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 even more essential now as we need more self-management and innovation than ever before.

Other Characteristics of Optimistic People

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

Flexibility - Optimistic people can modify their habits to work with others, personally and professionally. They are usually cooperative

so they enjoy reciprocal relationships with family, friends, and coworkers.

Resourcefulness - Optimistic people are resourceful. They have faced and navigated situations and know where to turn for support and how to find help when needed.

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 the ideas of others 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 these traits by feeling them yourself-- then you can offer them to others. Many of us are taught as children not to be prideful, but remember--respecting and loving yourself is not prideful. Every person has the right to be loved and respected; this is 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 this confidence erodes for all of us to varying degrees as we encounter 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 right from wrong. Whether you received just or unjust criticism, the effect could have diminished your confidence.

Later, you may have experienced blame and criticism in school. From your academic grades to performing in sports, you were more than likely compared to others, and no one can be the best at everything. As adults the workplace is another place we receive criticism. This can be severe, depending on the manager or the culture of the company. Finally, settling into adult relationships, you may find your partner is critical, comparing you to an ideal in his or her mind.

The result of this blame and criticism can be:

- 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 it is safer to be quiet and conform. Perhaps when we expressed ourselves and were perceived to be wrong, we were laughed at. On the other hand, if we were perceived to be right too often, we were criticized too. The safe route was to watch what others did and follow along. 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, athletics and sports, or music, and on...If we continually try our best and are not rewarded, we become accustomed to disappointment and may believe we will never be "enough." This can lead to:

- Doubting your own ability
- Comparing yourself to others
- Putting yourself under extra stress to succeed

Disappointment

Disappointments are inevitable in life for everyone at various times. 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 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 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. 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 speak up."

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 perfect. 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. Making mistakes is human. Understanding ambiguity makes life easier on you and on the people around you. This ability is essential--both realistic and flexible. Without this point of view, 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 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 positive discrimination. 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 the world exists in shades of gray. On the other hand, you need to be able to evaluate and distinguish all those shades of gray. 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 about the options she hasn't recognized. 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 making sound choices is essential to maintaining an optimistic attitude.

Detachment

Detachment is the ability to separate your emotions from your intellect so 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.

When we are able to detach successfully, we are then able to take a step back, assess the situation objectively, and 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 seem 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 examine options, evaluate the outcomes of each option, and decide which ones are good and which ones are bad. Without logic, people often rationalize, using convenient excuses instead choosing the best solutions.

We all rationalize from time to time. "I can't afford them, but I love those shoes; they're 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 recognize some of your own rationalizations. The good thing is most of us know when we're rationalizing, we don't do it too often—especially regarding serious matters, and we can choose not to do it.

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

You can probably see the more we combine all these aspects of reasoning, the more positive our thinking will be. All five tools—ambiguity, objectivity, discrimination, detachment and logic--need to work together for efficient and effective thinking. When you have this accomplished, you will understand how these tools help nurture and maintain a realistic and practical optimistic attitude.

Fear of failure

Fear of failure is a common, debilitating emotion. Fear can keep you safe in your comfort zone, but you suffer by giving 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 fear of failure. To how many of these questions would you answer yes?

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 will fail.
4. I feel pressure to succeed.
5. I'm afraid of success because other people might not like me.
6. I constantly think about my past failures.

Don't worry if these thoughts sound familiar. Recognition is the first step to turning an attitude around. If you habitually make these fearful comments 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 for their children's safety, but these boundaries are limiting and affect the child's ability to take risks and discover his own potential. It's not conscious, but this over-protectiveness causes people to avoid situations that involve risk. These children unconsciously wait for their parents' support before they do take a risk. In a sense they're not used to handling challenges on their own, so they back down when things get difficult.
- Fear of the unknown – Whenever we try to do something new, we can't be sure of the outcome. Often this leads to returning to familiar safety and security, and avoidance of risk so there's no chance of failure. Our instincts are designed to provide information for survival and growth. 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 individuals later in life at school and at work. These unreasonable demands leave both child and the adult feeling they can never satisfy, 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 worry about failure.

Unfortunately, this 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 others who might discover he's not as powerful as he seems, is the excuse for not taking a risk and not taking action. This way he doesn't have to deal with the idea of failure.
- Failures in the past – If we've tried and failed before and have been criticized, we often 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. To some people, trying something new with the risk of failure is too intimidating, so they don't try at all.

The solution for this faulty thinking that results in fear of failure is to recognize it for what it is – thoughts that will limit our lives. When we can understand that we lose more by not taking action than by risking failure, we can gain strength to take action. First, we have to be able to face our faults, including our fear of failure, and then, strengthened by positive self-talk, we can develop a more optimistic attitude about taking risks.

Overcoming self-sabotage

Self-sabotage occurs when people consistently believe they cannot succeed to such an extent that they develop an identity which causes failure every time there is a chance for success. This is not conscious and therefore it's entirely confusing. Self-sabotage usually happens because of a string of incidents which lead to conclusions like these:

- 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 he's just being nice and doesn't know the real me.
- When things are going well, I expect they will soon go 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 have the ability to change these negative thoughts.

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 for the lack of success.
3. They learn from their mistakes and see mistakes as learning experiences.
4. They take the time to notice and celebrate their successes.

Here are the techniques to conquer self-sabotage:

DIFFUSE NEGATIVE EXPERIENCES – when negative things happen, and they happen to all of us, positive people talk their way through by acknowledging, "It wasn't meant to be." Another tactic is realizing that even though they're disappointed and they allow a short time to reflect upon the disappointment, they then move on. In this way, they're not denying reality, but they're not letting themselves be defeated by a disappointing outcome.

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

COMPLETE WHAT YOU START – One way to identify a self-saboteur is this person never completes anything. Self-saboteurs get distracted or bored, even forgetting what they have begun. They move from project to project, inspired at first but becoming bored along the way. This has a negative effect on their self-confidence. If self-sabotage is a problem for you, it can be counteracted by completing each project before beginning another. This will go a long way to rebuilding trust in yourself as well as your

self-discipline. A helpful strategy is writing down all the positive reasons to finish the project.

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

DEVELOP WILLPOWER – Due to a lack of self-confidence, self-saboteurs quit easily. If you are a person who quits in the middle of things, recognize this 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. 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 in some stage of their lives. 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 we have a lot more than others, 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. You don't 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. 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 believe 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 by learning from others rather than comparing themselves to others. They like to see others succeed because this is no threat to their own success. They trust themselves to continue to do their best.
- Encourage yourself. Remember, studies have shown that approximately 50-70% of the things we say to ourselves about ourselves are negative, self-destructive, and undermining. This means you need to make a conscious effort to counteract the negativity with positive statements. Don't wait for confirmation you may never receive from others. 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 being the best person you can be without comparisons to anyone else. You are unique; I'm sure you can see this is true. 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--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 paper and pen and write down a description of your life in all these areas.

In your mission statement, reflect on all the aspects of your life and how you'd like to improve them. 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 you can imagine for yourself.

This statement should inspire 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 placed against the wrong building? Do you know people like that? Are you one of them? It's possible we all feel like we're that person in some situations. That's why flexibility is so important.

Flexibility is knowing you have options, and being able to discard an inadequate option for another. Call it rigidity or call it pride, but human nature often causes us to continue when we should have given up.

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

Some people think of flexibility as being wishy-washy, 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 aren't successful or if it's just not worth the effort. 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?

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

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 on 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 message is a good one.

The same thing is true if you want to maintain an optimistic attitude.

It's a choice that 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.
– W.C. 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 Meynell

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