

# HOW SUCCESSFUL PEOPLE THINK

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CHANGE YOUR THINKING,  
CHANGE YOUR LIFE

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*John C. Maxwell*

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# EXPERIENCE THE SATISFACTION OF UNSELFISH THINKING

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## How Can You Think of Others and Add Value to Them to Make a Difference?

- Unsuccessful people focus on helping themselves.
- Successful people benefit from adding value to others.

### Property law from a toddler's perspective

If I like it, it's mine.  
If I can take it away from you, it's mine.  
If I had it a while ago, it's mine.  
If I say it is mine, it's mine.  
If it looks like mine, it's mine.  
If you're having fun with it, it's mine.  
If you lay down your toy, it's mine.  
If it is broken, it's yours.

**Selfishness and significance are incompatible.**

— *Intentional Living*

## The Benefits I Received When I Put Others First

1. Inner \_\_\_\_\_ that I had never experienced.

*There is no more noble occupation in the world than to  
assist another human being — to help another succeed.*

— Alan Loy McGinnis

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# EXPERIENCE THE SATISFACTION OF UNSELFISH THINKING

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2. The \_\_\_\_\_ and \_\_\_\_\_ of those I helped.

*At times our own light goes out and is rekindled by a spark from another person. Each of us has cause to think with deep gratitude of those who have lighted the flame within us.*  
– Albert Schweitzer

3. \_\_\_\_\_ for more ideas.

*My own experience about all the blessings I've had in my life is that the more I give away, the more that comes back. That is the way life works, and that is the way energy works.*  
– Ken Blanchard

Leadership: "I want to help this person." – We look for a way to help.

Servant leadership: "How can I help this person?" – We look for many ways to help.

4. The seed of a successful \_\_\_\_\_.

5. The seed of \_\_\_\_\_ successful business.

Little did I realize that my desire to add value to others would be the very thing that added value to me!

6. A passion to do it \_\_\_\_\_ and \_\_\_\_\_.

Creating victories for me ➡ Success

Creating victories for others ➡ Significance

Once you've tasted significance, success will never satisfy.

***Be ashamed to die until you have won some victory for humanity. – Horace Mann***

