

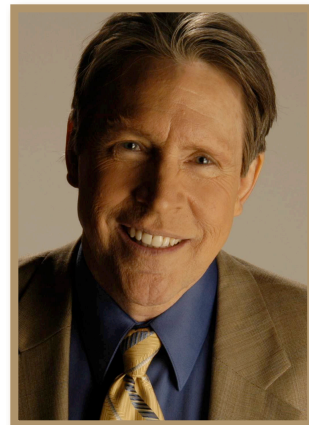
Life is Far Too Short – What Are We Waiting For?

Reference Guide for Fully Living...While You're Alive!

Presented by George Walther, MBA, CSP, CPAE

THE KEY LIFE LESSON:

- Whether you call them hunches, or intuition, or gut instincts, tune in and listen to those voices in your head.
- Learn to distinguish between the instinctive voices that inspire you, and those that sabotage your success.
- And most important, when you recognize the “inspiring voice,” **ACT ON IT!**



VOICE LESSON #1:

Send your messages. Communicate with conviction.

The sabotaging voice says:

“I might sound foolish. What if I don’t say it just right? They might laugh at me. It’s only my opinion, after all. Why would they listen to me? I’d better stay safe and not say anything.”

The inspiring voice says:

“I’ve thought this through, and my instincts and ideas are valid. I’m going to present my recommendations with conviction. This is the best way to set myself apart from the crowd.”

Here’s what you can do right now:

- Identify a troubling issue that your organization’s facing. Think it through and trust your gut to figure out an important next step toward a solution. Write up your recommendation, and present it.
- If you’re not as confident as you’d like to be speaking to others, join Toastmasters, take a Dale Carnegie course, or see what speech classes are available at your local community college.
- Start a “Romance Journal” and pick a date when, each month, you and your partner will fully communicate--in writing--what’s on your mind. Track the progress you’re making in dealing with expressed issues by re-reading previous months’ entries.
- Be sure you’re using language that says exactly what you mean so you’ll get what you want. Read *What You Say Is What You Get* by George Walther (Amazon.com). Download the free “13 Things Nobody Should Say...And What to Say Instead” article at www.SpeakingFromExperience.com.



VOICE LESSON #2:

Seek adventuresome thinking. Be creative and shift to fresh perspectives.

The sabotaging voice says:

“It’s uncomfortable, and risky. I’d better stick with what I know. I’m comfortable and safe right where I am.”

The inspiring voice says:

“I don’t need to go anywhere to have an adventure. I can adopt adventuresome thinking with simple actions right here, right now. Innovations come from people who think unconventionally—who stick their necks out a little and do things differently.”



Here’s what you can do right now:

- Go to a new restaurant and don’t even look at the menu. Order by date. If it’s the 7th of the month, order #7. *Decide* to enjoy discovering this new taste adventure.
- Instead of listening to your usual radio stations, press the “SEEK” button and jump ahead to the next station. Force yourself to listen to a couple of songs; even if they’re rap, or opera, or Englebert Humperdinck. Your brain will have to grow some new synaptic connections to process these unfamiliar sounds. Bingo! That’s how you grow your brain, literally.
- Think of someplace you’ve always wanted to visit, and start making plans to go there. With the travel deals on the internet these days, it’s not all that expensive to go anywhere. You’ll end up shaking up your thinking, and that’s how you come up with fresh, innovative ideas.
- Ask your bank teller for a supply of \$2 bills and start using them for daily cash transactions. Notice how many smiles you get in return, and what conversations you open up. Convert routine payments into little adventures.

VOICE LESSON #3:

Savor your relationships. Invest in the associations and contacts you already have.

The sabotaging voice says:

“Starting new relationships is more exciting than nurturing old ones. You don’t make any money raising a child or being with friends. Career advancement is most important. You’re too busy for ‘thank you’ notes.”

The inspiring voice says:

“My real treasures in life are my relationships. They’re worth investing in. Just a little attention keeps them alive and vibrant. People don’t know what you don’t tell them, so make absolutely sure that the people you love and admire know just how you feel about them.”

Here’s what you can do right now:

- List the “Top 10” colleagues and associates you work with. Individually communicate with each one and explain exactly why they are important to you.
- Identify the characteristics that make you appreciate your very best customers. Prompt payments? Cooperative attitudes? Suggestions they’ve made? Referrals they’ve offered? Then, identify the current customers who fit that profile and be absolutely certain they know that you value them.
- Examine your circle of family and friends and decide whose relationships mean the most to you. Without delay, schedule a meal or personal conversation with each of these people and be certain they know what you think of them.
- Write your children annual birthday letters instead of cards. Create a legacy of recognizing and appreciating their qualities.



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Imagine that you’re on a flight and your captain announces that you’re going to crash.

You have just three minutes to think about your life. What messages didn’t you express? What adventures didn’t you take? What relationships didn’t you reinforce? Don’t wait. Get busy now. While you’re alive, live fully. Listen to your gut, recognize your inspiring inner voice, and act on it.

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SPEAK UP: You bet I want to hear from you. What successes did you create in your life as a result of taking these actions? What additional “Voice Lessons” have you learned?

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