

MINDSET OF A CHAMPION



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DR MARIO DENTON

Introduction

I started writing this book after I had analysed various autobiographies and read various success stories and researched the qualities of highly successful people and leaders.

I am sure you can add many more examples from your own experience.

I trust this small gift will also be a source of encouragement and blessing to you and that these positive thoughts will help you to live a life of abundance.

A special word of thanks to my wife and family for their support, Cindy-Lou Kriel for secretarial services, and Tina Potgieter for editing services.

Mario Denton

Foreword

This book is dedicated to a very close friend of mine, Isai Mostert, who sparked the idea of putting together a booklet on the mindset of a champion.



THE STRONG MESSAGE POWER HOUR BUSINESS PRESENTATIONS/COACHING BOOKLETS

1. Fundamental principles of people and change management
2. Discover the true value of your team
3. Developing sound relationships - the fabric of building trust
4. Maximising your potential - building energy and commitment
5. What is in the well will come out in the bucket
6. Smell the roses - Your garden of life
7. Mindset of a champion
8. Discovering your mental net worth - renewing your mind
9. Being an abundant thinker
10. The seasons of a manager's life
11. Career Success and family excellence
12. Bring out the best in people.
13. Don't be happy with success. Make a difference. Strive for significance
14. Developing harmonious relationships.
15. Emotional competence. The missing link towards optimal performance
16. Performance appraisals. From curse to blessing
17. Developing your spiritual intelligence
18. Raise the bar of excellence
19. Facilitating perpetual change
20. Finish well
21. From Nipper (junior lifesaver) to wave-ski Springbok by stretching the limits
22. Developing a character of integrity
23. The ABC of Health
24. Be a real servant leader
25. The Power of shared Leadership
26. Solving Conflict versus dissolving the relationship
27. Value added coaching – a sustained way of keeping at the top of things
28. Natural Laws of Success
29. The Things I wished I have done sooner
30. Things that mentors should teach us.
31. Business prayers that avail much
32. The ripple effect of sound communication
33. Teach ability. You need to crawl before you walk
34. Encouragement: The oxygen of the soul
35. Letting go of the things that don't add value
36. Leadership temptations
37. Be courageous. Stand for what is just, right and fair
38. Burnout: Make it your ambition to live a quiet life
39. Detoxification in the workplace
40. What life lessons they should have told MBA students at Business Schools

Please contact me at one of the following numbers if you want a similar presentation or series of these presentations presented to an in-house group in your organisation

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1. Succeed at home first

Covey quotes the personal mission statement of his friend Rolfe Kerr, which includes inter alia the following:

- Succeed at home first.
- Never compromise with honesty.
- Hear both sides before judging.
- Obtain the counsel of others.
- Defend those who are absent.
- Develop one proficiency each year.
- Plan tomorrow's work today.
- Maintain a positive attitude.
- Keep a sense of humour.
- Be orderly in person and in work.
- Listen twice as much as you speak.
- Concentrate all abilities and efforts on the task at hand; do not worry about the next job or promotion.



Remember the road to success is always under construction. Share with me your insights

2. Success is a shining city

“Success is a shining city. A pot of gold at the end of the rainbow. We dream of it as children. We strive for it through our adult lives, and we suffer melancholy in old age if we have not reached it. For success is the place of happiness, and the anxieties we suffer at the thought of not arriving there give us ulcers, heart attacks, and nervous disorders. If our reach exceeds our grasp and we fail to achieve what we want, life seems meaningless and we feel emotionally dead in our culture.” *Anthony Campolo*

How would you define success? What does success mean to you?

3. Avoid the ten reasons why people fail

- ❖ “Poor understanding of people
- ❖ A negative attitude
- ❖ A bad fit (mismatched abilities, interests, personality or values)
- ❖ Lack of focus
- ❖ A weak commitment

- ❖ An unwillingness to change
- ❖ A short-cut mindset
- ❖ Relying on talent only
- ❖ A response to poor information
- ❖ No goals”

John Maxwell

Do you perhaps recognise any of those qualities in your make-up?

4. Commitment separates champions from dreamers

When it comes to commitment, there are four types of people:

- ❖ Cop-outs. People who have goals and do not commit.
- ❖ Hold-outs. People who don't know if they can reach their goals, so they are afraid to commit.
- ❖ Drop-outs. People who start towards a goal but quit when the going gets tough.
- ❖ All-outs. People who set goals, commit to them, and pay the price to reach them.

Which one are you?

“Few minds wear out; more rust out.” *Christian Nestell Bovee.*

Remember, you are your own doctor when it comes to curing cold feet, a hot head and a stuffy attitude.

5. The daily diet of a champion

- ❖ **Eat** as if you have just had a heart attack.
- ❖ **Work** as if your job description is under consideration.
- ❖ **Talk** as if you can overhear what you say.
- ❖ **Live** as if you are going to have a face-to-face with your Creator any moment.”

Stephen Covey

On which one do you need to work? I am convinced that living these principles will help you also. One missionary once said in a letter, “ We are drinking from the saucer because our cup is running over”.

Live so that your friends can defend you but never have to do so.

6. Take into account the alliances that you build as a champion

As the proverb says, bad company corrupts good character. Leaders who look for and participate in strong alliances build a store of relational resources that can be of immeasurable value in times of change and crisis. Genuine alliances or networking is very valuable because it cannot be bought.

Are your alliances healthy or poisonous?

“It is never too late to give up your prejudices.” *Henry Thoreau*

7. The uplifting effect of champion energisers

In his book *Leading at Mach 2*, Steve Sullivan refers to the concept of leaders creating energy, and discusses the four types:

- ❖ **Energisers** are those who have an uplifting effect on others.
- ❖ **Enhancers** move a situation forward but at a slower pace.
- ❖ **Depletors** send energy into hibernation.
- ❖ **Incapacitators** will absolutely destroy a relationship.

CONTAMINATION		COMBUSTION	
Incapacitator	Depletor	Enhancer	Energiser
Abuse	Insensitivity	Courtesy	Freedom
Betrayal	Ambiguity	Sensitivity	Authority
Deceit	Ambivalence	Kindness	Confidence
Control	Apathy	Inclusion	Trust
Castigation	Pettiness	Cooperation	Courage
Humiliation	Pessimism	Consideration	Generosity
Embarrassment	Ignorance	Involvement	Passion
Cowardice	Neglect	Recognition	Praise
Oppression	Myopia	Acceptance	Decisiveness



Do your actions start the engine or turn it off? On what and where do you concentrate your efforts? Remember it is criminal and antihuman not to encourage people.

8. The best thing for a champion to do

“The best thing to give your enemy is forgiveness.

- ❖ To an opponent, tolerance.
- ❖ To a friend, your ear.
- ❖ To your child, a good example.
- ❖ To your mother, conduct that will make her proud of you.
- ❖ To a father, reverence.
- ❖ To yourself, respect.

Benjamin Franklin on “ How to get along with others”

9. Creating your own vision for success

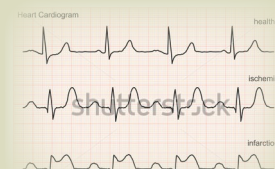
Develop a vision for the future that is underpinned by a concrete plan in the following ten areas:

- ❖ Spiritual (Faith in God)
- ❖ Intellectual (Learning and education)
- ❖ Physical (Physical fitness and overall health)
- ❖ Family (Relationship with partner, children, parents, relatives)
- ❖ Social (Friendships and associations)
- ❖ Financial (Stability and responsibility)
- ❖ Professional (Career goals)
- ❖ Cultural (The arts, music etc.)
- ❖ Recreational (Travel, hobbies etc.)

Remember: “Non-creative behaviour is learned.” *George Land*

10. Your heartbeat

1. Describe your mission in life as well as the most successful day in you life so far. Also go through a future, idealistic, extremely successful day from the break of morning till you go to bed.
2. Share with someone a time when you were truly happy. What did it feel like?



3. What is complicating your life right now?

4. What keeps you awake (at night)?

5. What inspires you/makes you tick?

6. What are some of the indicators of high vitality in your life? What gives your spirit, mind, heart and body energy?

7. What are your dreams/ fears?

8. What would you like to be remembered for?

9. Discuss your unfolding strategy.
What are the things (top priorities) you need to:

- Let go?
- Stop?
- Maintain?
- Initiate?

If you could change anything, what would it be? (Yourself, organisation, team)

11. Analyse your belief systems: Part one

The beliefs below can cause unnecessary emotional upset and disturbance. These limiting beliefs become brick walls in front of us, keeping us from even thinking about how to make the big chances or set the big goals.

- ❖ You feel a need to have the support and approval of everyone you know or care about.
- ❖ You believe that you must be successful, achieving, and thoroughly competent in every task you undertake. And you judge your worthiness as a person on the basis of your successful accomplishments.

- ❖ You believe that people, including yourself, deserve to be blamed and punished for their mistakes or wrongdoings.
- ❖ You indicate a belief in the idea that it is pretty terrible or even awful and catastrophic when things are not the way you would like them to be. That is, you upset yourself when things go “wrong” or people behave in a way you don’t want them to.
- ❖ You believe that you have little control over your unhappiness or other emotional disturbance. It’s all caused by other people or other events in this world. If only “they” would change, then you would feel okay and everything would be all right.

12. Analyse your belief systems: Part two

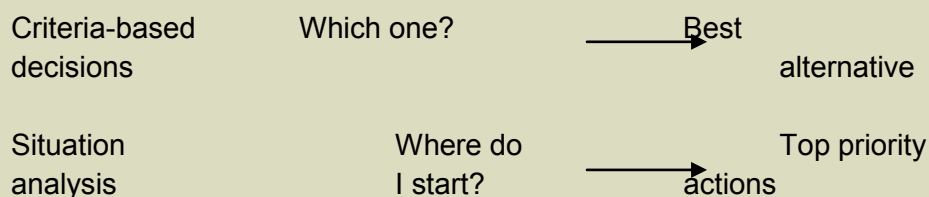
- ❖ You believe that something bad or dangerous might happen and you must be terribly concerned about it and should worry and dwell upon the possibility of its occurring.
- ❖ You believe that one should put off until tomorrow what one could do today, or, phrased in another way, it is much easier to avoid certain difficulties and responsibilities and instead do things that are intrinsically enjoyable first.
- ❖ You believe that you must have someone stronger than yourself on whom to rely.
- ❖ You believe that since you are a product of your past history there is little you can do to overcome its effects. “This is the way I am and there is nothing I can do about it.” You believe, therefore, that you are helpless to change.
- ❖ You believe that every problem has a “right” or perfect solution. And furthermore, that you cannot be happy or satisfied until you find that perfect solution. Failure to do so would be catastrophic.

13. Make sound decisions

“It is not enough to have a good mind. The main thing is to use it well.”

Rene Descartes

SITUATION	NEED	→	DECISION
Cause analysis	What's happening and why?	→ Actual	cause
Go/No-go decisions	Should I or shouldn't I	→	Yes or no



14. Create your own personal mission statement

A meaningful personal Mission Statement contains two basic elements. The first is what you want to do – what you want to accomplish, what contributions you want to make. The second is what you want to be – what character strengths you want to have, what qualities you want to develop.

Define what you want to be and do.

Some of the elements I would like to have in my Mission Statement are:

What I'd like to do:	What I'd like to be:

Cavett Robert said: "Any person who selects a goal in life which can be fully achieved has already defined his own limitations".

Now complete the following:

THE KIND OF PERSON I NEED TO BECOME IN ORDER TO ACHIEVE ALL THAT I WANT:

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14. No champion is immune to going off course

As a leader you need to hold yourself and your followers accountable for their actions. Think about what good you have done. Are you doing anything that could displease others and are you speaking the truth? Keep asking those questions, as they can keep you on course in fulfilling your leadership responsibilities. Don't be like a wheelbarrow, trailer or canoe, which needs to be pushed, pulled or paddled to get anywhere.

"I am always ready to learn, although I do not always like being taught." *Winston Churchill*

15. The greatest battle is taking place in our minds

If we can only start to think differently! The following poem by John Schaar describes it beautifully:

“The future is not a result of choices
among alternative paths offered;
It is a place that is created -
created first in mind and will,
created next in activity.



The future is not some place we are going to,
but one we are creating.
The paths are not found, but made,
and the activity of making them
changes both the maker and the destination.”

“If your mind is empty, it is always ready for anything; it is open to everything. In the beginner’s mind there are many possibilities, in the expert’s mind, there are few.”
Shunryu Suzuki

16. “ Life is too short to be little”

Often we allow ourselves to be upset by small things we should despise and forget. Perhaps some man we helped has proved ungrateful... some woman we believed to be a friend has spoken ill of us... some reward we thought we deserved has been denied us. We feel such disappointments so strongly that we can no longer work or sleep. But isn’t that absurd?

Here we are on this earth, with only a few more decades to live, and we lose many irreplaceable hours brooding over grievances that, in a year’s time, will be forgotten by us and by everybody else. No, let us devote our life to worthwhile actions and feelings, to great thoughts, real affections and enduring undertakings. For life is too short to be little.

17. What are your values?

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Results/performance driven

This is your primary target: No matter how busy you may be, it is your results that count at the end of the day.

Focused planning

In order to achieve results, you need to focus your attentions on those niches where research reveals a competitive advantage. You should not attempt to be all things to everyone.

Service excellence

Customers are the central point of our existence and should be treated as such. You should serve them beyond their expectations by listening to them and by responding to their needs in a professional manner.

Productivity through people

People are our most important asset and accordingly you need to recognise the need for selective training in order to increase your efficiency.

Control

Keep tight control over areas that matter (overall costs, business planning, results, your long-term objectives, standards of performance and the like), and focus your energies on matters that really count.

Entrepreneurial spirit

Be committed to working smarter and to effecting improvements whenever necessary. There should be constant feedback as to where ideas are most needed, with the emphasis on innovation.

Attitude

Your attitude towards employees, customers, suppliers and community should always be positive and of the utmost integrity.

Quality counts

Your goal is to be part of a quality organisation and to do a quality job. Doing it right the first time and on time means that you will be proud of your work and your products for years to come.

Teamwork

High performance will come from co-operation, openness, trust and understanding. Work harmoniously together as a team. To be a successful team, make a personal commitment to actively support your future success.

Communication

Communication is the glue that binds people together. Talk to each other candidly and openly, let staff know where they stand, giving them honest feedback and remember to listen.



18. ETHICS: SOME CONFRONTATIONAL ISSUES

- Are you prepared to declare and defend your personal ethics as directed by your beliefs?
- Would you display the courage to go against the group if consensus agreed to the contrary?
- Would you become part of secrecy if it were expected of you, despite your convictions?

- If the employer expected you to neglect your family in favour of work, how would you react?
- Would you “speak up” if the organisation were “lying”?
- Would you address a friend if he were overstepping the norm?
- The power of the silent: survival or conformity? Where do you stand?
- The consequences of conviction with regard to ethics. Quantifying the price of which truth? How do you live it?
- Personal regulation with regard to stable ethical behaviour. Does it exist?
- What are ethics not (for you)?

“Always tell the truth and you never have to remember what you have said.”

T. L. Osborn

19. Is your life stuck on a plateau?

The following symptoms are very descriptive of such a period in your life:

- ❖ Being irritable most of the time.
- ❖ Not learning and not having the desire to learn.
- ❖ Having a scattered lifestyle.
- ❖ Not desiring to risk or try new things.
- ❖ Losing eagerness and anticipation for the future.
- ❖ Worrying excessively.
- ❖ Talking about what you're going to do, but never following through.
- ❖ Avoiding decision-making.

"There are only three kinds of people in the world - those who are immovable, those who are movable, and those who move them."

Li Hung Chang, Chinese leader

20. What happens as we age?

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Age of those studied	5 Yrs	8 yrs	44 yrs
Percentage with creative potential	98%	32%	2%
Number of laughs per day	113 laughs	83 laughs	11 laughs
Number of questions asked in a day	65 ?s	41 ?s	6?s

Source: Chic Thompson

21. What are your deepest fears?

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Our deepest fear is not that we are inadequate

Our deepest fear is that we are powerful beyond measure.

It is our light , not our Darkness, that frightens most of us.

We ask ourselves, who am I to be brilliant, gorgeous, talented, fabulous?

Actually, who are you not to be?

There is nothing enlightened about shrinking so that other people won't feel insecure around you.

As we let our own light shine, we unconsciously give other people permission to do the same.

As we are liberated from our own fear, our presence automatically liberates others.

Source: *Marianne Williamson*

22. A personal strategy for ethical behaviour

Set the values/ethics and sign in blood.

Can you "Walk the Talk"?

Will you absolutely insist on the ethic and announce the penalties?

Top <> Down display of the model.

Act mercilessly in cases of misconduct.

Do not underestimate the consumer.

Put the ethic in the job description.

The truth is never negotiable.

Employ against the values.

Market the benefits of ethical management.

Discipline your employer. Create a truth culture.

The corporate vow: Live your beliefs.

What is your industrial "religion"?

Learn to manage success as well as adversity.

A downturn is the test for ethics.

White lies are black truths: If you have to say it, say it!



23. Are you a lifelong coach?

Serve as a role model and study the life principles of basketball coach Hubert Hansel:

- ❖ Be a good sport; play by the rules.
- ❖ Practise the fundamentals; how you practise is how you play.
- ❖ Give it your best effort; never hold back.
- ❖ Commit to winning, but loose gracefully.
- ❖ Work hard at getting better; you can always improve.
- ❖ Cheer and support your teammates on and off the court.
- ❖ Live life in a spiritual context with a purpose.
- ❖ Be a role model; other people are watching you.

"Modelling is seen; mentoring is felt; teaching is heard. He that gives good advice builds with one hand; he that gives good counsel and example builds with both; but he that gives good admonition and bad example builds with one hand and pulls down with other." *Francis Bacon*

24. Leave a trail

No matter how far you have gone on the wrong road, turn back. Though no one can go back and make a brand-new start, anyone can start from new and make a brand-new ending. Follow the first law of holes: if you are in one, stop digging. Remember you don't drown falling in the water; you drown by staying there.

Do not go where the path may lead, go instead where there is no path and leave a trail. That is leadership. The gem cannot be polished without friction, nor a person perfected without trials.

Talk to me about your legacy

25. Don't let pride swallow your head

Henry Courtney said, "The bigger a person's head gets, the easier it is to fill his or her shoes". The only reason pride lifts you up is to let you down. A swollen head proves there is plenty of room for improvement. Even postage stamps become useless when they get stuck on themselves.

26. Smile often and give your frown a rest

There is a facelift you can perform yourself that is guaranteed to improve your appearance. It's called a smile. Laughter is like changing a baby's diaper – it solves a problem and makes things more acceptable for a while. The only medicine that needs no prescription, has no unpleasant taste, and costs no money, is laughter.

27. Learn from your disappointments

What happens, happens. The only thing we can control is how we respond to what happens to us. The successes are great and we can enjoy them. And the failures are, well, great character-builders.

Failure doesn't mean you'll never make it. It does mean it will take a little longer.

What happened, happened. The best you can do for yourself is to examine what happened and then do everything you can to neutralise your experience. Get rid of the extra weight that comes from the negative emotion. Save yourself. Stop carrying all that weight around. **LIGHTEN YOUR LOAD AND LIGHTEN UP.**

When you find yourself dwelling on the past in a way that makes you think less of yourself and your ability to make a change, let go of the thought and focus on what's happening right now.

Life is a grindstone. Whether it grinds you down or polishes you up depends upon what you are made of.

Where do you stand on this topic of disappointments?

28. Four steps to shift your paradigm

- ❖ Discover your limiting paradigm.
- ❖ Think about what's holding it in place – limiting thoughts, feelings and perceived benefits.
- ❖ Create a new empowering paradigm.
- ❖ Learn the art of transformation; shift to your new paradigm whenever you become ensnared by your old, limiting one.

29. Be motivated

Motivation is like food for the brain. You cannot get enough in one sitting. It needs continual and regular refills. What you leave behind is not what is engraved on stone monuments, but what is woven into the lives of others.

30. Focus on what really matters

The great tragedy of life is not death, but what dies inside of us while we live. Be faithful in small things because it is in them that your strength lies. The secret of a person's being is not to live, but to have something to live for.

On what do you focus right now?

31. What are your dreams?

Dreams ought to be totally unrestricted – you can determine how big you want them to be, because there are no rules! Do not be guided by the practicality of any dream, or whether or not you are presently capable of achieving a particular dream. Do not remain grounded by imposing limitations on your dreams. Let your imagination run free, and fly!

“Whatever your mind can conceive and believe, it will achieve.

Dream great dreams and make them come true.

Never affirm self-limitations - what you believe yourself to be, you are.”

Kahlil Gibran

People who had dreams of greatness even though they came from outside the particular discipline in question have made many major discoveries. Pasteur was not a medical doctor. Thomas Edison was not educated in electronics – in fact he had less than three months of formal schooling. The Wright brothers were bicycle mechanics. However, these inventors all had two things in common:

1. They had a dream.
2. They did not know about paradigms, so they were not imprisoned by self-restricting beliefs.

“Have a dream that’s worth believing in – and believe in it.” *Stef Nel*

32. Defining success

Just as we each have our own personal values, we also have our own unique aspirations. Only you can define “success”, and only you can decide to what extent you want to live a balanced life. You cannot, however, begin to pursue “success” until you know exactly what it is! Your definition of success should be the sum total of your dreams and goals, balanced by your values.

Your definition of Success

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If you want to see whether you can really swim, don’t frustrate yourself with shallow water. When you find achievements to celebrate, you nourish your spirit and motivate yourself.

33. Just for today

“Decide, just for one day, to think in a whole new way. Try these affirmations – they might change the way you feel about what it is that you do.

1. Just for today, I will be as friendly as can be to the people I work with. I am going to treat them as if they were responsible for keeping me in my job and be grateful they are there.
2. Just for today, I won’t assume my job is to be chief critic. I will try to see the good in every situation and will look for something to praise in every person who works with me.

3. Just for today, if I correct someone, I will do it with as much good humour and self-restraint as if I were the one being corrected.
4. Just for today, I am going to insist that everything I do be perfect. I am not going to try to break any speed records. I will do what's in front of me with competence, not painful compulsion.
5. Just for today, I will assume that I have adequate competence for my tasks. I will not endlessly question whether I really deserve my title and my pay.
6. Just for today, I will be grateful that I don't have to do backbreaking work in horrible circumstances.
7. Just for today, I will feel happy I am at work, alive and well, and not in a combat trench or in a hospital awaiting surgery.
8. Just for today, I will not have any expectations about how I should be treated. I will not compare my pay or status with anyone else. I will just be glad that I am who I am.
9. Just for today, I will not worry about "what's in it for me", I will think only about what I can do to help out in any situation.
10. Just for today, when I leave work, I will not dwell on how much I did or did not get done. Instead, I will look forward to the evening, and be thankful for whatever I accomplished.

These thoughts are not complex; their merit is that they can make your days more productive and happier. Above all, they save wear and tear on your most valuable asset – YOUR PEACE OF MIND.” *Benjamin Stein*

Complete the statement Just for today.....

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34. Enjoy the ride

THE STATION: By Robert J. Hastings

Tucked away in our subconscious is an idyllic vision. We see ourselves on a long trip that spans the continent. We are travelling by train. Out the windows we drink in the passing scene of cars on nearby highways, of children waving at a crossing, of cattle grazing on a distant hillside, of smoke pouring from a power plant, of row upon row of

corn and wheat, of flat lands and valleys, of mountains and rolling hillsides, of city skylines and village hails.

But uppermost in our minds is the final destination. On a certain day at a certain hour we will pull into the station. Bands will be playing and flags waving. Once we get there so many wonderful dreams will come true, and the pieces of our lives will fit together like a completed jigsaw puzzle. How restlessly we pace the aisles, damning the minutes for loitering – waiting, waiting, waiting, for the station.

“When we reach the station, that will be it!” we cry.

“When I’m 18.”

“When I buy a new 450 SL Mercedes-Benz!”

“When I put my last kid through college.”

“When I have paid off my mortgage!”

“When I get a promotion.”

“When I reach the age of retirement, I shall live happily ever after!”



Sooner or later we must realize there is no station, no one place to arrive at once and for all. The true joy of life is the trip. The station is only a dream. It constantly outdistances us.

“Relish the moment” is a good motto. It isn’t the burdens of today that drive men mad. It is the regrets over yesterday and the fear of tomorrow. Regret and fear are twin thieves who rob us of today.

So stop pacing the aisles and counting the miles. Instead, climb more mountains, eat more ice cream, go barefoot more often, swim more rivers, watch more sunsets, laugh more, and cry less. Life must be lived as we go along. The station will come soon enough.

35. Don’t loose the precious things in life in your climb to the top

This is an open letter to all business executives. You’ve reached the top; you’ve climbed the ladder and achieved your ambitions for which you worked long and hard. Your families are proud of you. You care about your staff and you make time for them if they need to discuss a problem. They like you because you do so much for them and in return they work extra hard for you. So you achieve greater heights of success.

You have made it in the business world.

But if anything happened to you, you'd be replaced by another successful executive. Your family, though, would naturally be devastated. How can a husband and a father be replaced?

Your family watched you grow into that top guy everyone looked up to. Your family suffered when you suffered. They did without while you were busy climbing that ladder. They were so proud when you made it and were always there when you came home tired. They did try to talk to you, to involve you in their lives – but you were always either tired or too busy.

They did exist. Yes, they were there all the time, and they, too, achieved great things – great to them, anyway. They thought you noticed, though, and tried so hard to please you. Then slowly they started giving up. You no longer knew what the children were doing; you no longer know what your wife did all day. You didn't know if they had heartaches and troubles. They had to sort things out – without your help. They carried their burdens by themselves. And you didn't even know.

I wonder what God will say to you when it's all over? Perhaps he'll ask: "Did you have a happy home? Did you try to be a successful husband and father? Did you talk to your family about their dreams?"

To all businessmen, I'd like to say, "Please think: Did you lose something precious on your climb to the top? And was it worth it?"

WIFE AND MOTHER

Personality, April 4, 1987

36. You can make the difference

- "You alone can bring magic – and humour and joy – to the people you encounter.
- Anything you can dream, by the very nature that you can dream it, makes it possible.
- The purpose of life is to help others, and if you can't help them, would you at least not hurt them?
- You can make things happen that you never thought you could!
- The greatest risk in life is to risk nothing. The person who risks nothing does nothing, has nothing and is nothing.
- To be is to do - and to do is to do now because tomorrow might not be.
- You have everything you need to be so much ... don't settle for less!
- There is no end to human potential – and there's so much more to learn.
- The time for action is now – and only you can make the difference."

Leo Buscaglia

37. Be mature

- Is the ability to control anger and settle differences without violence or destruction.
- Is patience. The willingness to pass up immediate pleasure in favour of the long-term gain.
- Is perseverance. The ability to sweat out a project or situation in spite of opposition and discouraging setbacks.
- Is the capacity to face unpleasantness and frustration, discomfort and defeat, without complaint or collapse.
- Is the ability to make a decision and stand by it. The immature spend their lives exploring endless possibilities, and then do nothing.
- Means dependability, keeping one's word, coming through in the crisis. The immature are masters of the alibi-confused and disorganised. Their lives are a maze of broken promises, former friends, unfinished business and good intentions, which never materialise.
- Is the art of living in peace with that which we cannot change.
- Is accepting yourself and not having to make excuses for your behaviour because YOU'RE IN CONTROL OF YOUR LIFE!

38. What you put out, you get back ...

- Self-management begins with goal setting, which stems from our desires/aspirations and lacks/frustrations.
- Goal plans must be written out clearly and concisely and be arranged in order of priority.
- Goals have to be realistic.
- Implement a goal as soon as possible, if not immediately. Keep it simple and straightforward and don't procrastinate: implement planned actions now.
- Goals must be measurable. Once started, proceed step by step as planned. Measure your progress with success or failure feedback.
- Happiness and fulfilment result from taking goal-directed action, leading to end-results, which you value highly.
- Goal achievement is a continuing satisfying process as you proceed according to your plans.

39. Be an instrument

This was the attitude of St Francis expressed in his famous prayer:

Lord, make me an instrument of Thy peace.
Where there is hatred, let me sew love;
where there is injury, pardon;
where there is doubt, faith;
where there is despair, hope;
where there is darkness, light;
where there is sadness, joy.

O Devine Master, grant that I may not so much seek
to be consoled as to console,
to be understood as to understand,
to be loved as to love.
For it is in giving that we receive,
it is in pardoning that we are pardoned,
it is in dying that we are born to eternal life

40. Closing prayer

I thought long hard about how to close this specific book, but I will stay with the prayer of JABEZ: “ Oh, that you would bless me indeed, and enlarge my territory, that your hand would be with me, and that you would keep me from evil, that it may not grieve me”. So God granted him what he had requested.
I Chronicles 4:10

Write down your prayer request





Mario Denton MBA; M.Econ; PhD

PHASE ONE: OBTAINING CORPORATE EXPERIENCE - LEARNING THE ROPES

Has 17 years' experience in human resources management in the corporate world, started with SANLAM and moved on to METROPOLITAN LIFE in Organisational Development and end this phase as Group Manager: Human Resources PROTEA ASSURANCE, during this period completed a MBA, MEcon as well as **Registered Industrial Psychologist**.

PHASE TWO: ESTABLISHMENT OF BUSINESS SCHOOL ACADEMIC- SHARPENING THE SWORD

- From 1997-2007 teaching in Organization Behaviour and also International Human Resource Management, People and Change Management, High Impact Leadership, Management Consulting, Emotional Intelligence, Executive Coaching at the University of Stellenbosch, Graduate School of Business. During this period completed my PhD and register Strong Message Business Consultancy in 1997.
- Presented People Management practices 44 times consecutively to MBA students without being absent for even one day and trained around 3000 participants in Emotional Intelligence.

- Academic project manager and coordinator for 22 international groups doing their international electives at the USB.
- The area of Advanced Leadership, Making Human Capital the differentiating factor Facilitating perpetual and complex change for REIMS France (11 times), University of Antwerpen, University of Cape Town, UWC, Dortmund and Leipzig HHL Germany (9 times) Aarhus Denmark, Graz, Austria, Maastricht, University of Indonesia, University of Central Oklahoma and the University of Cuttington Liberia, Europa-Universität Viadrina Frankfurt (Oder), Bangalore Management Academy in Bangalore and Poddar/Wellingker College in India, Leipzig, Mauritius, Marseilles.
- International papers and conferences in London, Amsterdam, Oxford, Antwerp. Geneva Switzerland, Australia, Shanghai and published twelve books, six international articles, two case studies and a chapter in a book, has successfully being the study leader/supervisor for 160 completed MBA research projects.

PHASE THREE: TAKING UP THE CHALLENGE OF BUSINESS CONSULTANT, VISITING LECTURER, IMPACT PLAYER AND EXECUTIVE COACH - PRACTICE WHAT YOU PREACH

- Strong Message Business Consultancy: I am a very experienced business consultant both in private and public sector and recognised impact player in organizational effectiveness and renewal and have been involved in several major strategic and corporate initiatives. Have done business consultancy for organisations including but not limited to Sanlam, Santam, First National Bank, Eben Donges Hospital, Oceana, Department of Health Overberg Region, Western Cape Department of Education, SCIR, APL Cartons, Cape Union Mart, Desmond Tutu TB Centre, Consol Glass, SPAR, Barloworld. XSTRATA, Tiger Brands, SA Navy, Nedcor, Old Mutual, FNB, DE Beers, Government, Kumba, Clickatell, Coca Cola Sabco, Karsten Boerderye, Water and Sanitation of City of Western Cape, City of Windhoek, FNB Namibia, Lumber City, visiting lecturer for Peniel Consultancy. Mario has done 250 radio talks: Programme: Wisdom that Works.
- Have done training in Cairo, Egypt, being trained as a Character First Consultant in Oklahoma and have done this training in Namibia, Ghana, Uganda, Nigeria, Malawi, done a presentation on the 29th FCCI Marketplace conference in Denver, USA, train 400 students including executive students in Kumasi Ghana, talking to the Crown Board in Nigeria, attending a strategic thinking session in Toronto, Canada and FCCI conference in Naples, Florida, Haggai Advanced Leadership Programme, Maui, Hawaii, trained as a Faculty member in Singapore for the Haggai Institute, lecturing in Maui on personal leadership and goal setting 7 times. Have done corporate governance for Kaduna State in Nigeria.

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Meet the person; Mario is married with Mariene (his first love) since 1979 and has three sons Du Wayne, Desmond and Marinus and three granddaughters. He spends time reflecting at his holiday house at Pringle bay. He is a servant leader.