

Lee Milteer's Millionaire Smarts® Coaching Program
The Distinctions Between Winners and Whiners
Lee Milteer Interviews Keith Cameron Smith

I. Winners Take Responsibility

Dear Millionaire Smarts® Members,
Remember before you started your own business, and you used to dream about a time where you would be in charge of your destiny and nothing could stop you from being exactly what you wanted to be? Now with a challenging economy maybe things aren't going the way you had planned. Does your life seem to be all work and no play? Do you feel uneasy or anxious about your future and security? Have you given up your hopes and dreams without realizing it? Are you not getting the sense of gratification that you had hoped for during these current times? For many of us, the dream of a great life has somehow faded away. Well folks, we need to get those dreams and aspirations back up and running at full speed again.

Our focus this month is on The Distinctions between Winners and Whiners. Our expert guest is Keith Cameron Smith who is a bestselling author, inspirational speaker, and entrepreneur. In 2005 he self-published his book, The Top 10 Distinctions between Millionaires and the Middle Class. Within months, word of his book got out and Random House, the largest publisher in the world, purchased the worldwide rights. Now the book is selling like hotcakes in countries around the world.

The folks who have been with my Millionaire Smarts® program for a while might remember our great interview with Keith with his first book, The Top 10 Distinctions between Millionaires and the Middle Class. Before becoming an author and speaker, Keith experienced many successes and failures as an entrepreneur in his own businesses and real estate investments. For five years, he hosted his own radio show and inspired thousands of listeners each week to take action and achieve their goals. Keith lives in Ormond Beach, Florida with his wife Angie and their two sons. Keith now has 5 books out that you can find out more about at his web site: <http://www.keithcameronsmith.com>.

I must say that Keith has mastered the art of sending great messages in small packages. I have all of his books and am amazed at how much wisdom he packs into these quick and easy to read books of under 100 pages!!! In today's world where people don't have the time to read really lengthy books, these are gems because they are fast and easy to read but leave you with lasting and important messages.

Our focus will be on the book: The Top 10 Distinctions between WINNERS AND WHINERS. I decided to focus on this topic because I am a bit amazed at how even people who used to be so empowered, positive, and excited about life and its possibilities have become Whiners!!!

This is not acceptable in the Entrepreneurial world because it means you are programming yourself to FAIL.

We have much unpredictability in our life but one thing is certain—if you do not have the right mental attitude, you are certainly destined for trauma on the roller coaster rides we are taking with the economy today. We all need a Positive Mental Attitude at all times to be able to see past the depressing media news reports and see new glimmers of hope on the horizon. Trust me folks, there are seeds of opportunity everywhere, but not if you are a whiner. What we are is determined by the thoughts and actions we have daily. Please take the time to seed your mind daily with information that inspires and excites you with what is possible. Face it, many people go through life as if it is a prison sentence and never break free from the bonds of past programming, negative people, and past failures. They seem doomed to repeat their bad luck stories. We as entrepreneurs do not have to suffer this fate. We have the power to transform any situation with our actions and decisions.

Please enjoy this small excerpt from Keith Cameron Smith's new book: **The Top 10 Distinctions between WINNERS AND WHINERS**. As always, these excerpts are for your personal use only and are not to be reproduced.

**Winners Take Responsibility
Whiners Play the Victim.**
-Excerpt by Keith Cameron Smith

Let's face it: life doesn't always go according to plan. In fact, it's been said that life is what happens while you're making *other* plans.

To become a winner in the face of this unpredictability requires that you balance two seemingly contradictory ideas. The first is best expressed by the expression "*If it's going to be, it's up to me.*" The second is nearly opposite: "*What will be, will be.*"

These two statements sound fine by themselves—but when you put them side-by-side they contradict each other. And yet, taking either of these statements to the extreme produces negative results.

For example, let's look at the first statement: *If it's going to be, it's up to me*. Taking that philosophy to the extreme leads to arrogance and the perception that you don't need anyone. And the second statement? Taken to its extreme, the idea that *What will be, will be* leads to the role of victim, aimlessly drifting with no sense of control.

Responsibility
Means to Do
Your Best and
Trust That Good
Will Happen.

The truth lies somewhere in the middle. Winners seek to find a balance in life, and the balance point for these two statements is *responsibility*. Responsibility means to do your best and trust that good will happen.

You can't always live in a state of *what will be will be*, or you'll never take positive action. You can't always live in a state of *if it's going to be, it's up to me*, or you will think more highly of yourself than you should and become arrogant and judgmental.

These extremes—a lack of perceived control and a state of arrogance—start whiners down a dangerous path that leads to only one place: fear. That sense of fear manifests itself in people as *worry*, and worry is the enemy of winning. Winners don't worry, whiners do.

Conversely, while fear is faith in the worst that can happen, winners have faith in positive outcomes, and that faith manifests in the form of *trust*—a belief in the good in people and situations.

While there may be people who do not have good intentions towards you, most probably do. Winners look for those who do—and don't worry about the rest.

Winners trust the intentions of others. Whiners play the victim because they allow their fears

Winners Don't
Worry,
Whiners Do.

to grow into worry, their worry to grow into suspicion, and their suspicion to grow into division.

You can't be a winner without others. Life is a team sport. Whining leads to separation, but winning comes only through unity.

The decision to live by faith or fear is just that: a decision. It is a personal choice and it is one you must make every day.

Your choices are your responsibility. A whiner thinks his choices depend on his circumstances and that those circumstances are someone else's fault.

Fear is rooted in a belief that you have no choice. In reality, your circumstances exist *because* of your choices and those choices are made in the context of either faith or fear. Accept the responsibility to make choices based in faith and you become a winner. Make choices based in fear and you will be a whiner.

Winners know we always have choices, and take responsibility for them. Whiners, however, believe that their choices are controlled by someone else. And while you *can* let someone else control your choices, isn't that a choice in itself? Becoming a winner is impossible until you assume the responsibility of choice. Winners understand that power, and use it wisely.

You Can't Be a
Winner Without
Others.
Life is a Team Sport.

Whiners play the victim by blaming others for their circumstances. Whiners say, "If only I had done this, or if only they hadn't done that, my life would be perfect." Blaming and complaining go hand-in-hand, and victims do a lot of both.

Remember: *Choices determine my circumstances; circumstances do not determine choices.*
As long as you whine about your circumstances you cannot become a winner.

Is there something in your life that you've been blaming others for that has been holding you back? As long as you are blaming and complaining, you are remaining the same. Taking responsibility for your circumstances is the first step to growth.

There have been many situations in my life that I blamed others for. I have learned that as long as I play the victim by blaming and complaining, I battle with feelings of disappointment and discouragement. Once, when I related a disappointment to my friend Nido Qubein, he told me, "Keith, it's okay to be disappointed. It's not okay to be discouraged."

The truth is that we all face disappointment. When we become disappointed, though, we must learn to encourage ourselves before we become discouraged, for beneath discouragement is *depression*.

Whiners battle with depression. Winners deal with their disappointments, encourage themselves, and move on. A winner says, "My thoughts, feelings, and actions are my responsibility."

Winning starts with your thoughts, and taking responsibility for them means choosing positive ones.

Taking Responsibility for
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the First Step to Growth

Whining is the fruit of negative thinking. Don't let others fill your mind with negative thoughts. Make conscious choices on what you hold in your mind, for what you allow to stay there makes you either a winner or a whiner.

Winners choose to be winners. Winners take responsibility for the thoughts, feelings, and actions that produce their circumstances. Whiners let others control their thoughts, and then blame them for the results.

**Winners take responsibility.
Whiners play the victim.**

Love, Beauty and Wisdom
Lee Milteer

P.S.: We have Free BONUS Faculty Reports for you to download at the Millionaire Smarts® Membership Site this month. Go there today and get them! The membership site materials change on the first day of each month. Go to <http://www.milteer.com>. Under Coaching Login (left side of page) put in Your **NEW March Code: 9876**

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