

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

**II. Winners Find a Way**

Dear Millionaire Smarts® Members,

I don't buy the notion promoted by the media that life today is all "gloom and doom" and you don't have any power to change things -- this is simply not true. In fact, I believe that life today holds unlimited possibilities for each of us to apply our talents, skills, knowledge, and experience in ways we may have never dreamed possible. What's more, if you do believe in the gloom-and-doom theory, you've got two strikes against you before you begin! Why? Because a lack of hope means that somewhere along the way you've stopped dreaming, and there's no way to make dreams come true if you don't have any.

Life *has* changed; we are living in a new era and a new time in history. Our culture tends to perpetuate the myth that something or someone outside ourselves will make us happy. We tell ourselves: when I get that new car I'll be happy, when my business takes off or grosses a certain number, when I get that office building or new house. You do not have to have anything outside of yourself to become the person you want to be. You need to accept and feel the power you already have within you now.

I'm suggesting you take back your life and realize that you are the one with the power to make you happy or sad. You have the power to feel whatever you choose. The bottom line is that choice and not chance determines your future. The choices you make today will create your future. To really be in control in your life, you must become an actor to life and not a reactor to circumstance. It's true that you may not have any control of outside events, but you do have the power within you to control your internal reactions.

The day you take complete responsibility for yourself, the day you stop making excuses, is the day you change your life forever. Your power of choice is your one true personal power, and it is your greatest ally as you design your destiny. It is your destiny you are ultimately shaping with the results of the choices you make every single day of your life. In fact, your power of choice is the only power you have that can ensure you will create a life that fits your own unique personality and needs.

This month we are focusing on The Distinctions between Winners and Whiners. Our expert guest is Keith Cameron Smith who is a bestselling author, inspirational speaker, and entrepreneur. His new book is called: The Top 10 Distinctions between WINNERS AND WHINERS and it highlights my message perfectly that we must control our thoughts. Keith has kindly allowed us to share with the Millionaire Smarts® Members the following Chapter WINNERS FIND A WAY, so please read it several times to get the profound importance of this message.

**Winners Find a Way.  
Whiners Find an Excuse.**  
-Excerpt By Keith Cameron Smith

I once received an email that posed this question: *Which is more important, the power of belief or the power of persistence?* My immediate response was that belief was more important than persistence. In fact, it is belief that *creates* persistence. It can be challenging to persevere, especially when we're faced with failure, rejection, or loss; but belief gives us the confidence we need to persist in the face of those unexpected barriers.

Henry Ford once said, "If you think you can or you think you can't, you're right." It's a deeper truth than most people realize.

Whiners continue to find excuses for two reasons. First, because things get tough; and second, because they don't believe they can prevail.

It takes a winner to "keep on keeping on" when something goes wrong. A winner sees a setback as a message to learn something new. He resolves to find a way because he believes there *is* a way. Whiners find an excuse because they don't believe they can succeed.

Consider a fly trapped in a room. They fly desperately bangs against the windows trying to get free. His struggle is vigorous but futile, and he eventually dies. Why? It seems that the fly has only one strategy: *try harder*. Had the fly simply looked around, he would have noticed that just across the room was an open door—within a few seconds of flying, he could have been free.

Many whiners behave like the fly. They try harder and harder with the wrong strategy. They find either an excuse to keep doing what they're doing or they find an excuse to quit; and in both cases, their behavior is a reflection of their limiting beliefs.

Whiners look at what they are doing and develop beliefs about whether their actions are right or wrong.

Winners look at their results and, if their results are not what they want, they find different ways of being and doing, until they get the results they *do* want. Winners don't judge their actions as right or wrong. They focus on the results and keep adjusting their actions until they create what they want. Whiners either stay on an unsuccessful course or set a new course each time a small challenge arises.

You can find a way to get whatever it is you want, but I challenge you to first discover the kind of *person* you want to be. Focusing on *who* you want to be first, empowers you to find a way to create *what* you want to do and have.

I wanted to be a best-selling author and empower people with simple truths that transform their lives. Although I wrote a book, I went through several years of struggle and some disappointments. But, because I had decided *who* I wanted to be first, I found a way. I persevered, believed I could, and I did.

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So, who do you want to be? Winners answer that question before they decide what they want to do or have.

Winners focus on being powerful and peaceful. They feed their faith and starve their fears. They understand that what they do and have is a reflection of who they are. Whiners find an excuse because they don't have a vision for who they want to be. Your vision for yourself

and your life must be something you can believe in with all your heart—a vision that fills you with passion and keeps you on course.

Because whiners lack that vision, most of what they do is short-term and devoid of power and commitment. Vision empowers you to find a way, no matter what. A lack of vision helps you only to find an excuse. Whiners find an excuse because more often than not they are fulfilling someone else's vision and the dreams of others can only inspire for a limited time. It's not wrong or bad to help someone else with their vision; but in order to have long-term passion and inspiration you must personalize it and make it your vision, too.

You *can* make someone else's vision yours and become a winner, and in my experience, a time will come when you do get your own vision. And, just as you have served someone else's vision for a time, you will find people to help serve your vision when it is time to pursue it. Winners help other winners.

Winners can't help whiners who are unwilling to help themselves. Whiners must first help themselves by deciding "I am going to be a winner." After making a decision with your head and a commitment with your heart to become a winner, you will find a way.

**Winners Find a Way.  
Whiners Find an Excuse.**

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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