

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

III. Winners Think Big

Dear Millionaire Smarts® Members,

One of the themes I share all the time with you is that you have to think bigger. The world and civilians (People who are not self-employed) may have a limited view of what is possible, but folks, that cannot be you!!!! You are the providers of not only your family's security, but that of your employees and of the products and services you offer to the world! You have to be possibility thinkers!

I have been told my entire career that I could not do things and I dared to ignore all those people. Some of them were well-meaning people who simply could not imagine me where I was at that time being able to leap to the next level of reality. I did not heed their advice to take the beaten path and what appeared to be safe and secure choices. I took the dive into uncharted territory for myself and while I am not going to pretend it has been easy, I will share that it has been rewarding for my personality and dreams in life. I personally see life as an adventure. Some days and adventures are better than others but they are all an adventure. Some days you win and some you lose, but you are always going up to bat and swinging for the home run!

What you aim for is what you manifest. Aim low and don't be surprised at achieving small. My goal is to continuously think about the next platform, the next adventure. How about you? Are you planning your future or are you reacting to life and always just surviving? "Just surviving" is definitely not enough, to put it mildly!

The truth is that it's our decisions, not the conditions of our lives that determine our destiny. You must realize that you are responsible for the fulfillment of all your dreams. The power to succeed or fail is always yours to choose. No one can take this power away from you. You have the power to create whatever "riches or success" you want if you do smart things and think right.

To help you keep your thinking in the right place, we've invited our expert guest Keith Cameron Smith to discuss his book: The Top 10 Distinctions between WINNERS AND WHINERS. This book is filled with the truth about why you must take charge of your thinking and actions to take control of your reality. Keith has given me permission to share with you (Millionaire Smarts® Members) the following Chapter: WINNERS THINK BIG! Please note: this is for personal use only and is not to be duplicated or used in any way other than for your personal use. Again, this is your choice and I highly recommend you get rid of any small thinking. We are self-fulfilling Prophecies. That says it all! You get to decide so make a better decision today that you will not be bested by anything—ever!!!

**Winners Think Big.
Whiners Think Small.**
-Excerpt by Keith Cameron Smith

Most of us have been trained from the time we were very young to think small—we've been taught only to survive, and survival thinking is narrow in its focus. When you shift your focus beyond survival, to the larger goal of *freedom*, you will find your thinking will expand, too.

Thinking big requires a conscious choice, and once we begin to make this choice on a consistent basis, we begin to understand how limiting our perceptions have been. When we choose to think bigger, we start to see possibilities, and our perceptions and opinions begin to transform.

Faith is the belief in good things happening, and thinking big is the fruit of that faith. By exercising your faith, you experience positive feelings and emotions. Thinking big produces excitement and joy. Thinking small produces fear and anxiety. Fear is to believe that bad things are going to happen. Small thinking is the fruit of fear. Winners exercise their faith by taking action towards their deep desires. Whiners live in fear and ignore their dreams and goals.

I believe everyone has a big dream. Winners pursue theirs with belief that it can be achieved. Since whiners think small, they doubt that their big dream is possible. Their lack of faith can be seen in the difference between the questions that winners and whiners ask themselves. For example, winners ask, "How can I?" while whiners ask, "Can I?"

Winners assume they can, they just need to learn *how*. Whiners want to believe they can, but their small thinking and doubts prevent it. They ask, "Can I?" because there is an underlying fear that they *can't*. It's always a mistake to assume the negative—if you're going to make assumptions, make them positive ones. Ask yourself, "How can I achieve my big dream?"

Faith is the Belief in
Good things Happening,
and Thinking Big is the
Fruit of that Faith.

Believe that your big dream is possible. Have faith in it. By focusing on your big dream with faith, you will start thinking bigger.

Faith, like fear, is a choice; and we learn to choose fear at a very young age. Winners have a time in their lives when they are confronted with their fears and they choose to have faith and pursue their purposes with passion. Whiners meet their fears and retreat back to a life of small living.

If you struggle with fear, doubts, and small thinking, understand that these are only perceptions, and that perceptions can be changed. Just because you hold a belief now, doesn't mean you have to hold that belief forever. We can change our beliefs. We can alter our

opinions. Winners are not afraid to question what they believe and see if their belief is limiting them. Winners understand that beliefs influence our behaviors and our behaviors influence our results. They look at their results and if they are not what they want, they go to work on their beliefs.

Whiners assume their beliefs are right and blame their results on someone or something else.

Thinking Big
Requires Faith,
Bigger Questions,
and New Beliefs.

Remember, *your results are your responsibility*. If they are not what you want, then work on expanding your beliefs. Think bigger. Expand your perception of what is possible. The reason that whiners continue to think small is because they keep the same beliefs.

Thinking big will require you to change your beliefs. Winners work on their thoughts. Thinking is the process of asking yourself questions. Winners learn to ask themselves bigger questions which, of course, delivers bigger answers. By asking new and bigger questions, we come up with new ideas of what is possible. Big questions expand our minds to the point that we find things we used to think were impossible are now within our grasp. (I have written in detail about this concept in *The Top Ten Distinctions between Millionaires and The middle Class*.) Whiners are rigid in their beliefs. They refuse to consider things that are different from what they already believe, and so they remain whiners. The only way for a whiner to become a winner is to think bigger.

Thinking bigger requires new beliefs of what is possible. Thinking big requires faith, bigger questions, and new beliefs. Choose to have that faith, to ask yourself those bigger questions, and to work on expanding your beliefs.

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Your Coach
Lee Milteer
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