

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

**IV. Winners Are Focus-Minded and Whiners are Scatterbrained**

Dear Millionaire Smarts® Members,

One of the questions I get all the time from people is "how do you stay so focused all the time?" I personally find this question to be strange because I understand the law of success. What you focus on expands; it gets bigger in your life. So it seems natural to me to focus all of my time on my goals, desires, and dreams and to aim my energy in the direction I personally want to experience. I pay no mind to negative people who are losers (whiners). I do not allow them to influence my life and my goals.

I have gone from a poor farmer's daughter to an internationally known and respected speaker, author, and coach. I know if I can do it, you can do it, too. I didn't have any advantages. My parents pretty much believed if they put a roof over my head, food on the table, and clothes on my back that they had done their job. God Bless them, but clueless is the term that comes to mind when I think of my childhood direction from them. I decided to make a break away from their cycle and instead, made new decisions and goals to create an entirely different life and lifestyle for myself. I have achieved my success by sheer determination, hard work, and clarity of goals. No one has given me anything. There have been no bailouts for Lee Milteer and I am guessing for you either.

I have been and continue to be extremely focused about exactly what I want in life!! ARE YOU? It's not the state of the economy that makes the difference; it's is our state of mind and what we focus on that controls our present state.

Our expert Guest this month is Keith Cameron Smith and I highly recommend his new book: The Top 10 Distinctions between WINNERS AND WHINERS. The following is an excerpt from the chapter, Winners Are Focus-Minded and Whiners are Scatterbrained. Please honor that this is for personal use only. No reproduction of this material is permitted. I think Keith says it well when he discusses the power of focus and the disempowerment of being unfocused. Keith now has 5 books published that you can find out more about at his web site: <http://www.keithcameronsmith.com>. I have read them all and think they are a good investment for not only you to read, but as client gifts of appreciation.

**Winners are Focus-Minded.  
Whiners are Scatterbrained.**  
-Excerpt by Keith Cameron Smith

Have you ever felt overwhelmed, or experienced the anxiety of having too much coming at you at once? We all have, at one time or another, and during those moments the stress of being overwhelmed reduces our ability to think, create, and make decisions.

There are two significant causes for feeling overwhelmed. The first is *complaining*. When you complain, you play the victim, talk excessively, destroy friendships, and think small. Whining overwhelms people and destroys peace of mind.

Remember that winners don't whine and whiners don't win. Winners live with peace of mind. Whiners live in a near-constant state of feeling overwhelmed.

The second source for feeling overwhelmed is being *scatterbrained*. As long as you are scatterbrained you will be stressed. When you learn to focus on your top priorities, your mind becomes quiet and you find yourself at peace. A focused mind is powerful and can create new ideas to solve problems.

Ideas can flow from a focused mind. A scattered brain is weak and starts to shut down. For a scattered brain, creativity is next to impossible.

Our minds can only handle a limited number of things. While some people may be able to juggle ten or more things at a time, others may only be able to deal with two or three. When we try to focus on more than we are capable of, we feel overwhelmed.

The solution is to simplify your life.

Winners simplify their lives by breaking them down into categories. Whiners complicate their lives by thinking in terms of all and everything. What are your priorities in each area of life? What are your spiritual priorities? What are your emotional priorities? What are your mental priorities? What are your physical priorities? What are your financial priorities?

Start with your responsibilities. What are you responsible for? It is my experience that we often take responsibility for things that we shouldn't and neglect the things we should. Overwhelm is deceptive because it comes even when we are trying to do a lot of good things. We can't do everything. We can't even do everything that we want to do; but we can do everything that we need to do. We get so scatterbrained by trying to do too much. Sometimes our desires create enormous amounts of stress for us because we think we have to fulfill them. We don't.

Sometimes you bounce your focus around from things that you regret in the past, to fears you have about the future, to the things demanding your attention right now. When you are

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overwhelmed, you are living in reaction. To become a winner, you need to move from reaction to *creation*.

In those moments of feeling overwhelmed, it is critical to reprioritize your life by asking yourself, "What is really important right now?" You have to find out how many things you can juggle and still maintain your peace. After you know that, then focus your mind on the most important things. If you can handle seven things

at a time without feeling overwhelmed, then find the top seven things you need to focus on and let go of the rest. Focus on what's most important right now.

You can either use your mind by focusing it—or be used by it by being scatterbrained.

There are some things you think you want, but once you get them you realize that they weren't what you wanted after all. Desires have the potential to drive people crazy, and it's critical to learn to discern between what you really want and need versus what you think would make you happy.

If you focus your mind on what's really important, you'll find that you can live quite well with less. The push for more and more in our society is destroying millions of lives. Learn to simplify and find the few things that truly bring you peace. Peace is not found in the hurry and worry of our society. It's found by focusing your mind on what is *most* important to you.

**Winners are focus-minded.  
Whiners are Scatterbrained.**

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