PERSONAL GROWTH | QUOTES | WISDOM

Paul's 2nd "BE" Attitudes for Daily Living

Using the "Act as if" principle

by **Paul Morris**

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Be Attitude #2. Be Enthusiastic

Nothing great was ever accomplished without enthusiasm!
~ *Ralph Waldo Emerson*

People will get in line to follow someone who is genuinely enthusiastic. How would your friends rate you on a scale of 1 to 10… in terms of your enthusiasm?

The exciting thing is that you can learn to be more enthusiastic.

In the Book "*How I raised Myself from Failure to Success in Selling*" by Frank Bettger, you will read his affirmation that has become world famous. This was Frank's greatest discovery of his lifetime, here it is…

> ***"To be enthusiastic I must ACT enthusiastic"***

It is the "act as if" principle.

To be enthusiastic you must learn to:

- Talk 10% louder
- Talk 10% faster
- Walk 10% faster
- Open your eyes 10% wider
- Smile 10% wider
- Stand 2% taller

Enthusiasm is contagious! Get infected and become a carrier. When you become enthusiastic, others around you become enthusiastic.

"For every sale you miss because you're too enthusiastic, you will miss a hundred because you're not enthusiastic enough."
~Zig Ziglar, public speaker

People want to join in with other people who are enthusiastic. The more enthusiastic you are, the greater the number of people who will join your business.

"Enthusiasm is the greatest asset in the world. It beats money, power and influence."
~Henry Chester, famous author

Discover your "reason why" and enthusiasm will course through your veins.
~ Paul Morris, famous Network Marketer

Paul Morris is a very successful Network Marketer who has built some of the largest and fastest growing downline organizations in the Network marketing Industry. He lives in Sunny South Florida, and is happily married to his wife and business partner Sandy. Paul and Sandy have three children and three grandchildren. Much of their life has been involved with Scouting and Outreach Ministry. Paul does consulting and is available for Public Speaking and Training Seminars. Whether it is a group of 14 in a living room or a crowd of 14,000 in an auditorium, Paul is

sure to have them laughing, crying, and ultimately motivated and inspired to become all that they are capable of becoming. Paul can be reached at 954 785-9303 or via e-mail paulmorrisFL@yahoo.com