PERSONAL GROWTH | QUOTES | WISDOM

Paul's 3rd "BE" Attitudes for Daily Living

Be an Encourager

by **Paul Morris**

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Be Attitude #3. Be an Encourager

You are either an Encourager or a Discourager, the choice is yours. When you have spent time with your friends how do they feel after you leave them? Are they all pumped up? Did you leave them feeling 10 feet tall? Did you tell them how great they are? Did you tell them you loved them? Or did you dump a bunch of garbage on them? Did you tell them that their stupid idea would never work?

> ***Always be encouraging your friends and loved ones by telling them how great they are.***

Praise them. Choose your words wisely and watch people light up with pride and joy as you encourage them with positive compliments.

Use the 54321 method
Make sure to use the phrases generously with your employees, co-workers, spouse, children, grandchildren, neighbors, friends, people with whom you associate and especially your DISTRIBUTOR'S.

The 5 most important words: **I am proud of you**
The 4 most important words: **I believe in you**
The 3 most important words: **I Need You; to a spouse: "I Love You"**
The 2 most important words: **Thank You**
The single most important word: **YES**

(Try saying YES to your children or Grand Children as often as possible and watch their faces light up) After learning this many parents become aware of how many time they (out of habit) have said NO when they could have easily said YES.

> *"You have it easily in your power to increase the sum of this world's happiness now. How? By giving a few words of sincere appreciation to someone who is lonely or discouraged."*
> Dale Carnegie, Author and Lecturer

> *A sincere compliment by an upline leader to a distributor is like a cool refreshing rain and sunshine to a plant; each causes the recipient to bloom and grow.*
> Paul Morris, Sales Trainer and Motivational Speaker

Put red fingernail polish on FIVE DIMES. Start out each day with the five dimes in your right pocket. Every time you pay someone a compliment, remove one dime and place it in your left pocket.

Make it your goal to give out AT LEAST FIVE COMPLIMENTS A DAY. You will be surprised how good it will make you feel as well.

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

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