CREATING | MOTIVATION | PSYCHOLOGY

The Power of Positive Believing

In networking you attract those who reflect your own belief in the industry, the company, the products and yourself.

by **Denis Waitley**

826 words | 3 pages

When we talk about faith – and belief – we have to turn to the Scriptures. *"Go thy way, and as thou hast believed, so be it done unto thee."* This simple statement cuts both ways, like a two-edged sword.

Faith is the key to unlock the door of success for every human being. Or it is the lock that imprisons and prevents that human being from ever experiencing success.

Here is a power which every person has, but which few people use consciously. One individual does not possess this power above another, or to a greater degree. Everyone has it, since everyone lives and has consciousness. The question then is not: *"Do we have this power? It is merely, are we using it correctly?"*

As a positive power, faith is the promise of the realization of things hoped for and unforeseen. As a negative power, it is the premonition of our deepest fears and unseen darkness.

There is no such thing as the absence of or lack of faith. There is simply the replacement of

faith, with its opposite belief – despair.

Much has been written through the ages and discussed concerning *the self-fulfilling prophecy.* The self-fulfilling prophecy is a statement that is not necessarily true or false, but is capable of becoming true for us as individuals or groups if it is believed.

Science and religion are very closely allied in the implications resulting from studies of the brain during recent years. Although we have much to learn in understanding the chemistry and mechanisms in the brain and central nervous system, we are aware of the inextricable relationship between psyche and soma – mind and body. There is a definite reaction in the body as the result of the thoughts and concerns of the mind.

This is why the concepts of faith and belief are so important. What the mind harbors, the body manifests in some way. Your attitude is either the lock on or key to your door of success. It's not what you are that holds you back, it's what you think you're not.

Better to seek change by inspiration than out of desperation.

Attitude is the Edge

At the world-class level, talent is nearly equal. On the PGA tour only a few shots for the year separate the top money winners in golf from the rest of the players. In baseball, the American and National League batting champions hit safely about 20 or 30 more times in an entire season than those below the top ten. In the Olympic Games, the difference between the gold-medal winner in the one hundred meter dash and the fourth place, non-medal winner is less than two-tenths of a second.

What's true in sports is also true in our business and personal lives. There is only a fractional difference between winners in life and those who merely exist. The difference is attitude under pressure. It's the winner's edge.

The Edge is not a gifted birth. The world is full of wasted talent.

The Edge is not academic degrees. Education is important, but the world is full of educated misfits.

The Edge is not luck. If it were, Las Vegas would be a ghost town.

The Edge is not capital. Many of today's self-made, multi-millionaires started building their fortunes with under $5,000.

> ***The Edge is all attitude. Attitude, not aptitude, is the criterion for success.***

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Denis Waitley is one of America's most respected and beloved authors, keynote lecturers and productivity consultants on high performance human achievement. He has inspired, informed, challenged and entertained audiences for over 25 years from the boardrooms of multi-national corporations to the control rooms of NASA's space program. Denis has been voted business speaker of the year by the Sales and Marketing Executives' Association and by Toastmasters' International and inducted into the International Speakers' Hall of Fame.

With over 10 million audio programs sold in 14 languages, Denis Waitley's CD album, *The Psychology of Winning*, is still the all-time best selling program on self-mastery. To order this Best-Seller or his newest release, *The Platinum Collection* and to subscribe to the free Denis Waitley Weekly E-zine visit his website here: DenisWaitley.com