

## **Zig on... Problems vs. Opportunities**

*The next time you encounter a difficult climb, obstacle, "problem," you should smile and say, "Here's my chance to grow."*

by **Zig Ziglar**

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Be grateful for your problems. We all frequently deal with people who complain about the trials and tribulations of their daily lives. Life seems to be one big problem for them. I would like to take a common-sense, realistic approach and address this mind-set. If there were no "problems" on your job, then your employer would hire a much less capable person than you to do the routine things that don't require much thought.

**In the business world, those who are able to solve complex problems are the ones who have the most value to the employer.**

Many times the problems or challenges we face force us to grow and become more capable. The runner who trains for the mile run in the Olympics by running downhill will have no chance of winning the medal. The runner who trains by running uphill is far more likely to develop the speed, mental toughness and endurance which it takes to win the medal.

The best thing that ever happened to boxer Gene Tunney was that he broke both of his hands in the ring. His manager felt that he could never again punch hard enough to be the heavyweight champion. Instead, Tunney decided that he would become a scientific boxer and win the title as a boxer, not a slugger. Boxing historians will tell you that he developed

into one of the best boxers who ever fought. They also will tell you that as a puncher, he would not have had a chance against Jack Dempsey, who was considered by many to be the hardest hitter in heavyweight history. Tunney would never have been champion had he not had the problem of his broken hands.

**Message: The next time you encounter a difficult climb, obstacle, "problem," you should smile and say, "Here's my chance to grow."**

Develop that kind of an attitude and I will SEE YOU AT THE TOP!

To be inspired visit Zig's website at <http://www.ziglar.com>

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**Zig Ziglar** is known as America's Motivator. He is best known for his inspirational messages of hope through his 28 books and numerous audio and video recordings. To be inspired visit his website at <http://www.ziglar.com>

Based on the principles of founder, Zig Ziglar, the Ziglar Way conveys powerful life improvement messages that transcend barriers of age, culture and occupation. Delivered through personal development training and corporate training programs, the Ziglar Way has impacted more than a quarter of a

billion lives.

### **The Ziglar Way—a philosophy is born**

The personal and professional development strategies you discover through Ziglar are all built on or related to a basic philosophy. A philosophy developed by Zig Ziglar more than 50 years ago.

A World War II veteran who grew up poor in Yazoo City, Mississippi, Zig worked in a succession of sales companies early in life. As his sales skills grew so did his interest in motivational speaking. During speeches, his messages of hope, encouragement and faith showcased his way of life—forming the Ziglar Way.

### **How the Ziglar Way makes a difference**

Taking action, common sense, fairness, commitment and integrity form the basis for this way of life. And when you live by this philosophy you'll live a balanced life while achieving significance at both work and home.

All Ziglar programs focus on these key items - old and new. That's why Ziglar programs from the past continually change lives while newly developed personal and corporate training programs at Ziglar remain consistent with this basic philosophy.