



Table of Contents

Introduction	PAGE 3
The Champion’s Mindset	PAGE 4
The Trait of Persistence	PAGE 5
Persistence Exercises	PAGE 7
The Trait of Fearlessness	PAGE 10
Fearlessness Exercises	PAGE 11
The Trait of Thinking Before You Speak	PAGE 14
Thinking Before You Speak Exercises	PAGE 16
The Trait of Sincerity	PAGE 18
Sincerity Exercises	PAGE 19
The Trait of Having a Positive Attitude	PAGE 21
Positive Attitude Exercises	PAGE 23
The Trait of Showing Integrity	PAGE 26
Integrity Exercises	PAGE 28
The Trait of Helpfulness	PAGE 30
Helpfulness Exercises	PAGE 32
The Trait of Ambition	PAGE 34
Ambition Exercises	PAGE 35
The Trait of Taking Responsibility	PAGE 37
Responsibility Exercises	PAGE 38
The Trait of Being Compassionate	PAGE 41
Compassion Exercises	PAGE 42
Resources	PAGE 45
Websites about “Champion Mindset”	PAGE 45
Videos	PAGE 46
Conclusion	PAGE 47

Introduction

Do you want to be known as someone with a “champion’s” personality, a person that is always successful no matter what?

Who doesn’t want to be seen as such a person?

In order to have that ‘champion’s mindset’ there are several areas which you need to work on and develop. These steps can also be identified as personality traits. These personality traits apply to anyone regardless of their end goal.

Whether you are a business person, student, employer or employee, you need to learn how to communicate and interact with others in order to achieve your goals.

For example, when your winning personality comes through during a job interview, you will be more likely to be hired than someone who does not appear to be eager and willing.

One easy thing to do is to remember to smile. Immediately this puts people at ease and places you in a favorable light, one of being approachable and friendly.

Anyone can learn to develop a winning personality and the aim of this eBook is to highlight 10 traits that will allow you to do exactly this. Work on one trait at a time before proceeding to the next.

To highlight each trait we have researched several quotes which you can easily write down and use each day yourself. In addition we have included a brief overview of at least one successful person with this trait.

Thank you for downloading this eBook and I hope that you gain lots of insights that will help you improve your personality so that you too will be seen as a champion!

The Champion's Mindset

People who display a champion's mindset, often display the same recurring personality traits.

If you do any type of research on this topic you will find that there are many winning traits. This eBook deals with the ones that you should concentrate on developing first.

Of course everyone has their own personality and life would be boring if we were all the same. What you need to learn is how to take your own personality and then nurture it with the traits outlined in this eBook.

When you develop that champion's mindset you will be identified as someone who has the power to attract people to your side. Successful sales people often have this type of personality. They do not have to oversell, instead they attract people to them so that they see the value in what they have to offer.

Top companies look for certain traits in perspective employees These include:

- Having a professional appearance and manner
- Have a high level of energy
- Being confident and showing good body language
- Show intellectual curiosity

You also want to come across as being a friendly person to everyone you meet. By displaying friendliness you are creating respect and loyalty. Be open to meeting people halfway and by offering to help out when necessary.

By using this information and the following information you will have all the tools necessary to develop into a successful person and create a champion's mindset.

The Trait of Persistence

Definition: Continuing to do something or to try to do something even though it is difficult or other people want you to stop. : continuing beyond the usual, expected...

Why Being Persistent is Important for Winners

Persistence is important in your life as it allows you to identify those things you want and motivates you to accomplish them.

People with a strong power of persistence find that they can set goals and then focus on achieving them no matter what. For example, you have a sore leg, but you push through the last mile of your walk.

If you truly want to be a success in your life then being persistent is going to help you. Your personality traits include not giving up, finding ways to work through problems and having a positive attitude towards life in general.

People who are persistent often demonstrate leadership qualities. They must learn how to confront challenges, learn to assess these challenges and then find workable solutions to them. Regardless of the amount of time this takes, persistent people will work tirelessly until they have reached their goal.

Everyone can strive to reach their goals and it is the persistent people who rise to the top undefeated. Are you going to be one of these people or is the path to your success too much of a struggle?

Success comes to those who work hard and this can be demonstrated by the following quote:

"I think and think for months and years. Ninety-nine times, the conclusion is false. The hundredth time I am right."

- Albert Einstein

Example of a Persistent People:

Nelson Mandela was the son of a tribal King and he was expected to follow in his father's footsteps. Instead he chose to become a lawyer and worked extremely hard to achieve this. He continually had to battle against the South African apartheid movement, which didn't make things any easier for him. Despite all the odds against him Nelson Mandela was eventually able to practice law. He helped many black South Africans survive in the apartheid system.

In the 1960's he was sent to jail for opposing the apartheid. Even though the apartheid system was powerful in South Africa, Nelson Mandela played a vital role in bringing about the end of apartheid. He was responsible for making the first real democratic elections take place. Without his persistence none of this would have ever happened.

Consider this:

If Howard Schultz gave up after being turned down by banks 242 times,

there would be no
Starbucks

If Walt Disney quit too soon after his theme park concept was trashed 302 times,

there would be no
Disneyland

If J.K. Rowling stopped after being turned down by multiple publishers for years

there would be no
Harry Potter

Persistence Exercises

Building persistence isn't something that happens overnight! The good news is that persistence is much like a muscle; the more you work on it - the more it grows.

The first step towards persistence is to define some of your goals. If you don't even know what you are working towards, how can you work toward it passionately?

So right now, before moving on, choose 3 life goals that you want to work towards. Make these goals as specific as possible. You can focus on any area of your life. Often people set goals that relate to things like: finances, business, health, family and leisure.

An example of a "specific" goal is included below:

Example Goal:

I will lose 50lbs by March 1st.

Your First Goal:

Your Second Goal:

Your Third Goal:

Once you have defined your three goals, you now have something to focus your persistence on!

To practice persistence, stubbornly work toward these goals! To help you further, you can break the above goals down and list potential “persistence pitfalls”. Be proactive and try to identify things that will potentially sabotage your goals.

You won’t be able to predict every problem, but you can predict the obvious ones. This will help you prepare to be persistence! If you know the obstacles that you might face, you can develop strategies to overcome them. Overcoming obstacles is basically persistence in a nutshell!

Write down any potential problems you may have sticking to your goals, as well as any solutions you can think of. An example is provided below:

The Trait of Fearlessness

Definition: Noun - The fact or state of being fearless

Why Having the Trait of Fearlessness Is Important in Winners

A person who demonstrates fearlessness is often viewed as a bold person. This type of person doesn't show much anxiety or frustration when it comes to dealing with everyday challenges in life.

While being fearless is one thing this is a trait which you don't want to let out of control. People who go overboard by displaying fearlessness can often lead people into reckless or even dangerous circumstances.

To be successful in life you need to demonstrate a solid amount of fearlessness. You want to be confident in your decisions and your ability. Plus you do not want to allow others to dissuade your actions. A fearless person will be strong in their own convictions and will be motivated to follow through and get things done.

Even people who demonstrate this trait have some type of fear. What makes them different is that they don't outwardly display this fear. Instead they use their fear to their advantage by not allowing it to become an obstacle. Instead they work on finding ways to get around the obstacle and keep pushing their way through until they reach their final goal.

Gandhi describes fearlessness in his quote:

“Fearlessness is the first requisite of spirituality. Cowards can never be moral.”

- Mahatma Gandhi

Example of a Fearless Person:

Presidents and leaders of countries often demonstrate fearlessness. Teddy Roosevelt and John F. Kennedy are respected Presidents who demonstrated this

trait. This can be seen by their ability to be confident in their actions and being courageous by following through on their convictions.

Teddy Roosevelt took the view that a President should be ‘the steward of the people’ and should take whatever actions where necessary for the good of his people, without breaking the Constitution. He ended up being awarded the Nobel Peace Prize for meditating the Russo-Japanese War.

He worked tirelessly on his convictions and was never afraid to follow his dreams.

Fearlessness Exercises

Fear is often a healthy response to true danger. Since the earliest days of our existence fear has been vital in keeping us alive. That said, it can also totally hold you back from your true potential. Misplaced or irrational fear is especially troubling in any efforts to develop a champion’s mindset.

Much like persistence - overcoming fearfulness can really only be attacked head on.

One of the first things I suggest is for someone to write down all of their fears. Then go through that list and write down a reason you shouldn’t have that fear. This is quite helpful to at least start putting things in perspective.

Fear	Why I Shouldn’t Be Afraid
Thunderstorms	I have been through thousands of thunderstorms with no negative outcomes.

This list is a great start for anyone who wants to combat their fears. I would even suggest printing this list out. The next time you are faced with a fear from the list, take it out and it will offer you a quick reminder of why it is irrational.

You can't just make lists and hope you conquer your fears though. You need to FACE them.

Choose one (just one is all it takes to start) fear from the above list and dedicate THIS week to face it. Don't move on in this guide until you have chosen your fear PLUS a way to address it. Write down your fear, and your plan of action below! Include a date! The term ASAP is poison. Include a specific date that you must confront your fear before. A sample is included, with space for your answers below.

Fear to Focus On:

I will focus on my fear of public speaking.

Plan of Action:

I will write and present a speech to someone other than my family. If i can't find an audience, I will film it and post to YouTube.

Due Date:

I will do this by the end of the current week.

The Trait of Thinking Before You Speak

Definition: It means that if you don't think about what you are going to say before you say it, you could say the wrong thing and hurt someone's feelings and lose a friend.

Why Having the Trait of Thinking Before You Speak Is Important in Winners

This trait is one that your parents will have tried to teach you as a child. How many times did they tell you to think before you speak?

Even with our parent's best interests, everyone has been guilty of speaking out before thinking about the consequences of their words.

"Better to remain silent and be thought a fool than to speak out and remove all doubt." - Abraham Lincoln

"Courage is what it takes to stand up and speak; courage is also what it takes to sit down and listen." - Winston Churchill

When it comes to being a champion in life you really want to heed this advice and always think about the results of what you are about to say. Many famous people have spoken without thinking and this has had devastating effects. It can ruin a reputation and even damage or put a stop to a career.

Keep the following tips in mind the next time you feel like speaking without thinking.

1. Words have power
2. Your choice of words define who you are
3. Words can help people
4. Words can hurt people
5. Your choice of words reflect your intelligence

6. Today it is impossible to hide from your words

It is important to understand that you cannot hide from your words today.

In the age of Social Media If you post something to your Facebook wall or send out a Tweet it is there for all to see. And ask any celebrity with a sextape - once something is on the internet it is awfully hard to get it off.

Example of a Person Who Didn't Heed This Advice:

Congressman Todd Akin of Missouri is a good example of how the trait of 'Think before you speak' should have been heeded. Mr. Akin was a six term member of Congress and during an interview in 2012 he was asked about his views on abortion. He made several comments including the one below:

"It seems to me, from what I understand from doctors, that's really rare," Mr. Akin said of pregnancies from rape. "If it's a legitimate rape, the female body has ways to try to shut that whole thing down. But let's assume that maybe that didn't work or something: I think there should be some punishment, but the punishment ought to be of the rapist, and not attacking the child."

His comments produced an outrage from politicians and leaders of women's rights movements. In an attempt to dispel the outrage Mr. Akin said that he spoke wrongly but unfortunately the damage was done. Nobody came to his defense and many people called for his resignation.

If you have been guilty of speaking before you think you may want to keep the following quote in mind:

"People tend to complicate their own lives, as if living weren't already complicated enough."

— Carlos Ruiz Zafón, The Shadow of the Wind

Thinking Before You Speak Exercises

Thinking before you speak is something a lot of us have been working on for awhile. As mentioned above, since childhood.

There aren't many exercises that you can do in an eBook that will help you learn to think before you talk, but there are a couple ways you can solidify the importance of this lesson.

Take the time now to try and remember 5-10 times that you spoke before you thought. Beside that, rite down the negative impact that incident had. You can use the table on the following page, examples are included.

When Did I Talk Before Thinking?	Negative Outcome
I told my wife her pants made her look fat.	She got very angry and my life has been a living hell since then.

This list might not fix your problem overnight, but by the time you get to the end of it - you are going to be very aware of the negative outcomes that come from speaking without thinking.

Here are some tips on how you can think before you speak in the real world:

- Actively think before you say something.
- In a heated situation make sure you take the time to think before you speak. You can accomplish this by counting down (3, 5 or 10 seconds) before you respond.
- Observe more than you speak.
- ENATA - Before saying something you feel is important run it through your mind to make sure it is Effective, Necessary, Accurate, Timely and Appropriate.
- Gauge people's reactions to your words. Don't talk blindly, make note of how people are reacting to your words.
- Be thoughtful of tone, sometimes HOW you say something is more important than what you are saying.

The Trait of Sincerity

Definition: the quality or state of being sincere : honesty of mind : freedom from hypocrisy.

Why Having the Trait of Sincerity Is Important in Winners

No matter what you do in life it is important to be honest. This is true for both your business dealings as well as in your personal life.

When dealing with your clients or customers you want to deliver the highest quality work or products that you are able to. When you take time to put in the care, consideration and effort into your work it will automatically show. Your customers will appreciate your hard work and will be happy to recommend you to their friends and business associates.

Being honest to yourself is extremely important. You have your own set of values and beliefs and you should never undermine these. This is especially true when it comes to any type of business dealings. When you stay sincere you will earn the respect and loyalty of your clients, customers and business associates.

To become a champion, use sincerity to help you create awesome relationships with your customers and clients. Take the time to understand their wants, needs and desires and then respond accordingly. By showing that you actually care you will win more customers and create a solid business.

It is also important to mean what you say! Don't be a "yes" man. Don't tell people what they want to hear. You are a champion, act like one! Tell people exactly how you feel, be straightforward and you will be able to stand by your word.

Confucius puts it this way:

"Hold faithfulness and sincerity as first principles"

Sincerity Exercises

One of the times that sincerity really counts is when you are making an apology. I can't speak for everyone reading this book, but I feel it is safe to say that right now, a lot of us have someone we could make an apology to. As humans we aren't infallible, we make mistakes and that often leads to a time we need to apologise. If you currently have nothing to apologise for (congrats), you probably will eventually. This exercise is going to help you craft a sincere apology. Nothing can exasperate a situation like an insincere apology.

Follow the template below to craft a great apology (examples provided).

Who Did You Do Wrong?

My Wife

What Did You Do That Was Wrong?

Told her she looked fat.

Why Were You Responsible For That?

It was a thoughtless thing to say to the woman that I love. I should never make her feel ugly because she is beautiful.

Why Won't It Happen Again?

I realise it hurt her. I will be much more careful of the words I use because I don't have the right to make her feel bad. I love her and will dedicate all my focus on making sure I never make her feel horrible again.

Once you have filled out those four sections - you now have a sincere apology ready to use.

You know who you need to apologise to, what you did wrong and why it will never happen again. All that is left is to deliver it to them. Here are some tips before you rush out and apologise:

- The worse the transgression, the more important sincerity is.
- Give people some space/time before apologising. Sometimes people need to calm down and get control of their emotions before they will be receptive to even the most sincere of apologies.
- Be specific - tell them exactly why you are apologising for.
- Don't "over-apologise"! Don't apologise for everything you do - stick to the topic at hand.
- Mean what you say.

The Trait of Having a Positive Attitude

Definition: attitude - Noun

Manner, disposition, feeling, position, etc., with regard to a person or thing; tendency or orientation, especially of the mind

Why Having a Positive Attitude Is Important in Winners

Attitude is a trait that you can easily develop over time.

No one is born with a good or bad attitude and it comes down to the way you face life. Unfortunately too many people walk around with a bad or negative attitude, thinking that they cannot get things accomplished or learn new skills.

Your attitude will reflect your personality and this can be a good or a bad thing. Every time you deal with someone your attitude shows up. If you are gloomy and always in a bad mood people will view you as a moody person and this reputation will follow you around.

Champions, on the other hand, have a positive attitude. They walk around with a positive mindset and a can do attitude. When an obstacle presents itself they automatically start thinking of ways to work around it. They don't allow anything or anyone to defeat them.

Improving your attitude starts by thinking positively and is shown in the way you talk, the way you walk and the way you act.

Take action today and make improving your attitude a priority on your to do list!

Your attitude has a lot to do with your state of mind. One way to create a positive attitude is to try to think about pleasant and constructive things as often as possible. You will come across in that same way (pleasant and constructive). This creates a favorable and lasting impression.

An attitude is a habit that can easily be formed. When you have a great attitude you will find that your personal and business relationships are improved and that you attract people with the same kind of attitude.

Remember you can change your life by thinking more positively and by changing your outlook on life in general. Winners always keep a positive mindset!

“Keep your face always toward the sunshine - and shadows will fall behind you.”

— Walt Whitman

Formula for developing a Positive Mental Attitude

1. Surround yourself with positive things and positive people
2. Read and listen to positive books and recordings
3. Say all things in a positive way
4. Believe you can achieve it
5. Don't listen to others who tell you you're nuts
6. Start it NOW and work at it everyday

People with a Positive Attitude

Bruce Lee has demonstrated throughout his life that he has a positive attitude. Even at the young age of 12, when he was beaten up by a street gang, he remained positive. He was inspired to take up martial arts after this encounter. For the next 5 years he studied the art of wing chun kung fu.

Around 1966 when he was filming the Green Hornet Bruce wanted all the fight scenes to be as authentic as possible. Despite obscure camera angles he put a lot of effort and determination to recreate great fight scenes. If it wasn't for his determination martial arts may have never become as popular as it is today.

Bruce Lee is someone who has always demonstrated a positive attitude in his life and he sums it up beautifully here:

*"When I look around I always learn something and that is to be always, yourself, and to express yourself, and to have faith in yourself – do not go out and look for a successful personality and *duplicate* him...like they always copy mannerisms, but they never start from the very root of his being, and that is 'how can I be, me' ? "*

Video: Olympic champion Sally Gunnell on positive mental attitude - Sally offers her top tips on how to get out of a negative mindset at work, or if you feel like you're stuck in a career rut. - <http://youtu.be/8jA406xmH-k>

Positive Attitude Exercises

There are many writing exercises that can help you boost your positive attitude. We will focus on two that I have found to be the most helpful to my quest for a champion's mindset.

The first thing you need to do, is to be grateful for what you have. Far too often people in today's society focus on what they don't have, or the things they want to have. Taking a second to appreciate everything you DO have, is key to fostering a positive attitude. Don't waste another second taking things for granted. You can start tracking things you are grateful below in the table below. Fill out as many spots as you can before moving on. The key here is to not fill in 5 spots and quit. Keep adding to this list indefinitely. When you run out of room, use a word doc, a [checklist app](#) or even handy pen and paper.

Don't limit yourself to things you are grateful for, include events or incidents that made you feel great.

A perfect example for a business owner is including great testimonials from your clients/customers.

along your way. Studies have shown that this technique measurably boosts people's happiness for more than a month. Follow the template below to help with this exercise:

Choose A Person:

What Does This Person Mean to You?

How Did They Help You?

What Did It Teach You?

Once you answer those four questions, you will not only have a target for your letter, you will have the main talking points for it. For maximum effectiveness it is suggested that after you write the letter, you deliver it in person and read it to your target.

This will not only boost your positive attitude, it will mean the world to whoever receives your letter.

The Trait of Showing Integrity

Definition: Integrity - Noun

The quality of being honest and fair.

The state of being complete or whole.

Why Showing Integrity Is Important in Winners

People who show integrity are people that are willing to stand behind their work and their word.

Using your integrity means to not deceive customers and clients and to give an honest opinion when asked.

For example - have you ever used excuses because a product was damaged or decided to not tell a customer that their shipment was damaged hoping they won't notice?

Is this truly being honest with your customers and are you being honest to yourself?

Passing something off as insignificant is not a good way to conduct your business or your personal life. Instead you must use your integrity to make good judgments. This way you can handle the consequences without feeling guilty or ashamed.

When you display integrity the people around you will view you as a leader and as someone they can trust. You will become a role model for others to follow. If you are hoping to get a promotion at work, displaying integrity is a good way to improve your chances of getting chosen.

Integrity also helps you personally. If you possess integrity you don't have to worry about getting caught in lies, or not standing behind your product/service. You can go about your business with an air of confidence.

A person with integrity naturally shows other traits, which include:

- Being self confident
- Having a strong sense of what they want out of life
- Are assertive
- Are humble and down to earth people
- Trustworthiness

H. Jackson Brown, Jr. sums up integrity in the following quote:

Live so that when your children think of fairness, caring, and integrity, they think of you.

Person who displayed Integrity

Without a doubt, anyone who is even mildly interested in philosophy, will name Socrates as one of the great thinkers of all time.

Considering Socrates was born in 470 BC, it is quite impressive that his name is still easily recognised by most people. (even taking into account Waynes World!)

He was also “integrity” personified.

In 399 BC, Socrates found himself on trial for two serious crimes (serious at the time anyways):

- Failing to acknowledge the Gods the city acknowledged.
- Introducing new “Deities”

Socrates was given the chance to go back on his views - but since he knew in his heart he was right he refused. He was told by his friends and followers to run away! Once again, he refused. He wasn't scared of conviction or even death because those weren't nearly as horrible, as thought of him abandoning his beliefs.

Socrates' end came as he himself drank the hemlock that he was ordered to ingest at the end of the trial.

No one suggests you should drink hemlock to prove your integrity, but it is clear that Socrates illustrated integrity as well as anyone in our past has.

[Integrity Exercises](#)

We discussed above about what integrity is. Another way to look at it is the ability to be consistent in your actions, values and principles. Socrates, for example, was so consistent in his values, that he was willing to die for it. Don't worry though today's exercise won't be to die for your beliefs.

If consistency to your values and principles is a cornerstone of integrity then you better know what your's are!

Before you move on in this guide, take the time to think of three - five values/ principles that you feel strongly about (an example will be provided below).

Think of things that you believe in so much, you won't waver from them.

My Values:

example: I believe in treating customers fairly. I will never compromise that!

1.

2.

3.

4.

5.

Now that you have these values written down, it is time to show your integrity by sticking to them in the face of opposition. A person's true integrity shows during even the darkest of times.

The Trait of Helpfulness

Definition: Helpful - making it easier to do a job, deal with a problem, etc. : giving help

Why Being Helpful Is Important in Winners

Most people are usually helpful in some way or another. While this is a trait that most people have, there are ways you can intelligently use helpfulness in your business/service.

As a business owner, you pride yourself on being helpful to your customers and that includes providing great customer service. But have you thought of other ways that you could be helpful, without always getting payment for your time?

Here's a great example. John owns a local restaurant in a tourist town. He knows that his business increases substantially during the summer months. To help the tourists out in his town John developed a short newsletter that he gives away. He does this not just in his store but all around town.

He prints his newsletter on bright yellow paper. He then features all the local restaurants, stores, bed and breakfast places, places for kids, gift shops and includes things like local golf courses and more all around town. He even goes as far as recommending a local taxi service.

The newsletter is a handy size so it is easy for tourists to take with them when they are out sightseeing for the day.

John has the name, address and phone number of his restaurant right on the front page with nice bold lettering. So after a day out the hungry tourists quite often visit him for lunch and dinner.

In this scenario John is being helpful to not just the tourists but to other local businesses around town as well.

Our advice to you is to look for ways that you can be viewed as being helpful as this will help you build relationships and could end up boosting your business too.

“As you read my stories of long ago I hope you will remember that the things that are truly worthwhile and that will give you happiness are the same now as they were then. Courage and kindness, loyalty, truth, and helpfulness are always the same and always needed.”

—Laura Ingalls Wilder

People who Display Helpfulness

When you are considering a Champion’s Mindset - you don’t have to go much further than Jon Jones. Jon Jones is a champion by it’s very definition. He is one of the greatest fighters in the history of sports. He is currently the UFC’s Light Heavyweight champion of the world. He was the youngest UFC champion ever, and has successfully defended the Light heavyweight belt more than anyone in UFC history.

He is a CHAMPION ...capitalised.

Some would ask, “Why does he need to be helpful?”

He is at the pinnacle of his career, has everything he ever wanted and is on a level completely his own.

When does he have time to be helpful?

Well, like any fighter, Jones is part of a team and he often helps his fellow teammates prepare for fights. The benefit? They help him as well! That is the true power of helping. He needed help to get where he was, and the best way to get that help was to give in like.

Sometimes helping comes with no reciprocation though.

Mere HOURS, before the biggest fight in his life (at the time), Jon Jones spotted someone breaking into a car (not his car, random persons) and stealing some items. Jones ran after the thief and subdued him until he police came. He didn’t worry about his fight in hours, he just acted and helped.

Later that night he became the youngest champion in UFC history.

Helpfulness Exercises

This is actually a very simple exercise. It is easy to help people after all! before you continue reading this guide, I suggest you spend some of your time today being helpful.

1. Help someone close to you today. It can be as simple as giving a friend a compliment that boosts their spirit.

Who did you help?:

How did you help them?:

2. Offer help to someone you know who needs it. Without a doubt you know someone who needs help. Take the first step and offer to help them.

Who really needs my help?:

How can I help them?

3. Get the ball on rolling on some serious helping. Do some online research to find an important cause to support. It should be something or someone that really touches you. Research who you want to help (person or cause) and choose one to help any way you can!

Cause/Person to Support:

How I will help them:

Now all is left is to actually go help some people! Bonus - this is a great way to keep your positive attitude boosted!

The Trait of Ambition

Definition: Ambition - Noun

A particular goal or aim: something that a person hopes to do or achieve

A desire to be successful, powerful, or famous

A desire to do things and be active

Why Having Ambitions Are Important in Winners

Who doesn't have some form of ambition in their lives?

Even young children demonstrate ambition by wanting to become a doctor, policeman or firefighter when they get older.

The problem with many ambitions is that they are not wanted powerfully enough, and in time your ambition falls into obscurity.

Fulfilling your ambitions is one of the best ways you can lead a happier life. Meeting your goals and expectations actually has been shown to help people live longer too!

While you may have an ambition to get a better paying job or make more money in your business, you still need to take action to make this a reality.

Ambitious people do not wait for things to come to them, instead they go out and get them.

So if you are hoping for that promotion, stop waiting to be selected for the position. Instead figure out what steps you can take to secure the next promotion. Then do everything in your power to become the best possible candidate for the job. Learn how to set goals and how to acquire the skills necessary to reach them.

"Become the leader of your life. Lead yourself to where you want to be. Breathe life back into your ambitions, your desires, your goals, your relationships."

— Steve Maraboli, *Unapologetically You: Reflections on Life and the Human Experience*

Person with Ambition

Helen Keller is a person who has shown a tremendous amount of ambition in her life.

By the age of two she was deaf and blind and still went on to become the first deaf blind person to earn a Bachelor of Arts degree.

Helen Keller became a prolific author and campaigned for women's suffrage, labor rights and other causes during her lifetime.

She lacked the ability to see, hear and speak - but she didn't lack ambition! Her ambition allowed her to overcome the unbelievable obstacles she was faced with.

Ambition Exercises

At times, a lack of ambition comes down to the fact that people don't really know what they want to do. As a kid I fell into his category. It was hard to have ambition and drive, when I didn't have a destination or focus for them.

If you have lack of ambition then you probably also suffer from not knowing what your ideal life/dream is.

It's time to go high-level. Let's forget sweating the details for a moment. Let's take a step back and attack a lack of ambition by defining our ultimate life. Take some time (not 5 minutes, some real time) and envision your ideal life. If you had everything you wanted what would your life be like:

Use the area below to write, but if you need more space grab a pad and paper and keep writing. There is no wrong or right answer for this exercise. The key is to be as specific and vivid as you can be.

My Ideal Life

Now that you have mapped out your ideal life, you will naturally feel more driven to accomplish it. Seriously! Sit back and think about how you feel right now after writing that? Don't you feel at least a slight tingling to go get that life right now? THAT'S AMBITION! Read your vision for an ideal life daily, visualize it as often as possible, revise if needed and you will stoke the fires that fuel your ambition.

The Trait of Taking Responsibility

Definition: Responsibility - Noun

The state of being the person who caused something to happen

A duty or task that you are required or expected to do

Something that you should do because it is morally right, legally required, etc.

Why Taking Responsibility Is Important in Winners

Being responsible for your actions will put you on the path to becoming a champion.

Taking responsibility and following through on your convictions can be a tough and courageous path to follow.

You may be met with roadblocks and people who tell you that things are not going to work out, the way you think they will. Instead of bowing to these things a responsible person will just keep forging ahead.

Everyone faces challenges and it is the way you accept and conquer these challenges which will turn you into a responsible person.

Always keep the following in mind:

When your life is not going the way you had hoped it to, you are the only person who is responsible for making things better. This is exactly what a responsible person would do.

If you have a tough decision to make and have been putting it off. It is time to take responsibility and make that decision and follow through with the actions or consequences of it.

Responsible people do this all the time and reap the rewards of their actions eventually. If you want to be viewed as a champion then step up to the plate and start making those decisions.

A responsible person decides to take action and do whatever necessary to get the job done.

As Napoleon Hill puts it:

"The best job goes to the person who can get it done without passing the buck or coming back with excuses."

Person Showing Responsibility

In 1940, Britain stood alone against the all conquering Nazi war machine. After Hitler's troops had swept all before them, the invasion of Britain looked imminent.

There were several leading British politicians who advocated suing for peace, like Vichy France.

Winston Churchill inspired the nation to fight on and achieve total victory - whatever the cost. Five years later, British troops took part in the Allied landings in Normandy and over a year later completed the liberation of Europe.

*"The price of greatness is responsibility."
— Winston Churchill*

Responsibility Exercises

For the most part - you are completely responsible for your own life. You may have friends and family that help share the burden with you, but at the end of the day you control your destiny.

Take the time now to indicate any areas of your life that are lagging. Is your weight getting out of control? Do you hate your job? Are you not making enough money? Then think of the ways you can address that!

This could be a tough exercise because you will have to painfully honest with yourself. You will have to indicate areas of your life you might not be happy with

This is a great way to train your mind into taking responsibility for the actions in your life, rather than instantly pointing the finger at another person or circumstance.

Remember, almost no matter what the problem is in your life - you have the power to deal with it. Don't shuck that responsibility.

The Trait of Being Compassionate

Definition: Compassion - feeling or showing concern for someone who is sick, hurt, poor, etc. having or showing compassion

Why Being Compassionate Is Important in Winners

While we can all show compassion when someone is sick or for people caught in a bad situation, truly compassionate people go a little further. They will offer to help or rectify the troubling situations (if it is in their power). They will also recognise people's needs and pains without readily apparent signs. For example they can tell someone is sad or upset by their demeanour, they don't have to wait for tears or screams of rage.

When it comes to the business world, it has been shown time and time again that employers that show compassion to their employees are more likely to have a well run operation.

Research has shown that by taking the time to improve working conditions and boosting morale, productivity increases substantially.

One good example of this is shown in a company that offers a daycare facility on their premises. This allows their employees to have an easy place to drop off their children each day without having to run to the other end of town. Plus if the child gets sick the parent is available immediately.

Other examples of compassion in the workplace are shown by employers by setting up a health facility or even a small gym. Again employees can improve their health by using the gym before or after work. Having a nurse in the workplace allows people to go for blood work or receive weekly allergy shots without taking major time off work.

Taking work and business out of the equation, there has been scientific studies that suggest actual physiological benefits to practicing compassion. People who are generally more compassionate seem to produce more of the hormone DHEA. This hormone counteracts the aging process as well as a percentage of the "stress hormone" (cortisol).

Plato was well respected for being compassionate and he often used animals as a comparison, as in the following example where he compared the human soul to a chariot:

"Be kind, for everyone you meet is fighting a harder battle."
— Plato

Person Showing Compassion

Mother Teresa is a fine example of someone who showed compassion. She is a modern day saint who identified and offered compassion to people who were unloved and destitute themselves. She lived from 1910 to 1997 and voluntarily lived a life in poverty so she could be service to the poor.

Mother Teresa grew up with her mother, her father died suddenly when she was 8 years old. Her mother always opened her home to the destitute people in their town. They were always invited to come to dinner at their home.

She taught her daughter well and told her: *"My child, never eat a single mouthful unless you are sharing it with others,"*. After questioning her mother about who these people were, she was told, *"Some of them are our relations, but all of them are our people."*

[Compassion Exercises](#)

I don't know if there are many exercises that can make someone who doesn't care about others, to suddenly care. That said, I think the vast majority of people actually do care about others (maybe optimistic...but hey, check out the positive attitude section).

One problem that often blocks our ability to be compassionate is being able to put ourselves in others shoes. While we often find ourselves feeling sorry for someone (sympathy), we aren't always able to relate or recognise the emotions being experienced by others (empathy).

When we are able to really recognise the pain of others, it is easier to be compassionate. The following exercise is quite simple, but it might not be easy. It could induce some emotion. Increasing your capacity for empathy is worth it though.

Imagine something terrible happening to a loved one. Nothing fatal, but a horrible problem they must deal with. Write it down:

ex. Your cousin goes bankrupt

In as great detail as you can, write down the pain and suffering they are going through:

The key to the above exercise is to do it often, using a wide variety of scenarios. In fact you could carve out a little time each day to do it. Continuing to do this will make feeling empathy second nature to you. Empathy is the first step towards compassion.

Another common exercise to develop compassion is all about “Commonalities”. You can easily recognise the differences between yourself and others, but making an effort to recognise the similarities can actually help build compassion.

The following exercise challenges you to find similarities with people you dislike! On the left hand side of the table, list people you don’t like (real life, celebrities or politicians, etc...) and on the right hand side write what you may have in common.

People I Dislike	Things We Have in Common
Justin Bieber	<ul style="list-style-type: none"> • We both have sweet hair • He finds Selena Gomez attractive • We both love music
	<ul style="list-style-type: none"> • •
	<ul style="list-style-type: none"> • •
	<ul style="list-style-type: none"> • •
	<ul style="list-style-type: none"> • •
	<ul style="list-style-type: none"> • •

This simple exercise will help you relate with people on a more internal level. You won’t be so quick to recognise differences, you will program your mind to recognise similarities. When you can recognise that all humans have something in common with you - you will naturally feel more compassionate.

Resources

Websites about “Champion Mindset”

<http://millionairemindsetaffirmation.fastof.com/> - Millionaire Mindset

Affirmation is a great ebook on how to use affirmations effectively to get the millionaire mindset and utilize affirmations correctly once and for all so that you can get all of the the success you deserve.

<http://www.thewinningmindset.com/> - Winning Mind Set is a website of techniques & strategies to inspire peak performance by Kevin Seaman. He built a system that people can use to excel in any area of life.

<http://addicted2success.com/> - Addicted2Success’s mission is to empower and inspire people by spreading knowledge of self development and life changing stories to the world. They’re also providing motivational videos, interviews, audio and more.

<http://www.success.com/> - Success Magazine is an inspirational and instructional website offering guidance and insight into improving one’s entire life. It focuses on five key areas for achieving success: business, relationships, wealth, well-being and making a difference.

<http://successmindset.us/> - is an online publication helping aspiring achievers around the world to be successful in their personal and professional life. They’re sharing success tips, ideas, stories and resources from some of the success experts around the world.

<http://www.mind-sets.com/> - is a website offering Mind Power programs which can help you improve all areas of your life by changing what you believe and the way you think and act, based on those beliefs. You can find a lot of information on how you can think, act & achieve the same results successful people do.

<http://www.ucancreatesuccess.com/> - This website is owned by Sherry M. Winn, an athlete, student, coach, writer and motivational speaker who’s passion is to

help others become motivated to reach their highest levels of success. She's offering success coaching and motivational success speaking.

<http://decisiveminds.com/> - A company owned by Michele Scism whose purpose is to help business owners achieve the huge success they deserve. She's offering eBooks, social media coaching and trainings, whether one-on-one coaching, group coaching, virtual trainings etc.

<http://www.entrepreneursmindset.com/> - Entrepreneurs Mindset is a blog website aimed at those interested in following an Entrepreneurial lifestyle, success mindset education, Law of Attraction and being Life Wealthy.

<http://www.mindset2succeed.com> - Mind 2 Succeed is an online resource full of both new and time tested information centered on the subject of success and how it relates to your mind. On this site you can learn about ways to take control of your destiny and succeed in ways you have only dreamed.

[Video's worth watching...](#)

Napoleon Hill - Laws of Success - <http://youtu.be/vHhli6l5dRA>

Arnold Schwarzenegger - Mindset of a champion - <http://youtu.be/9aS1DTIV-Ts>

Will Smith Mindset of a Champion - <http://youtu.be/NPmRqFpkoX0>

The Power of Belief - Mindset and Success: Eduardo Briceno at TEDx Manhattan Beach - <http://youtu.be/pN34FNbOKXc>

Conclusion

By now you have discovered the top traits that are consistently shown among people who are seen as champions!

This can be displayed in a variety of ways including running a responsible business, helping out a charitable cause and having the dedication and determination to follow through on your actions and convictions.

No matter what goal you have in life, always remember it is the small things that matter. This includes things like remembering anniversaries and birthdays or not forgetting to go to your child's sports game because work is more important.

Other traits that you always want to be on display include being well groomed and having good personal habits. Your appearance goes a long way in helping you define who you are, and remember you are always seen before you are heard!

Always be willing to share the knowledge that you have with others and always accept responsibility. When you can display all of these traits truthfully each and every day, then you have just become a person with a champion mindset.

Thank you for reading and feel free to connect with me on my Facebook or my Google+ page at:

<https://www.facebook.com/pages/Haydon-Rouse-Consultancy-web-marketing/46555250141468>

<https://plus.google.com/u/0/+HaydonRouse1>



www.HAYDONROUSE.com

Affiliate Disclaimer: Please note that I will promote, endorse, or suggest products and/or services for sale that are not my own. My recommendation is always based on my personal belief that the product and its author will provide excellent and valuable information or service. In most cases, I will be compensated via a commission if you decide to purchase that product based on my recommendation. In some cases, I have used that product to my personal satisfaction in my own businesses.

IMPORTANT: Please, ALWAYS do your OWN due-diligence before making any purchases, whether I recommend them or not. Please don't purchase anything that you cannot afford. Avoid purchasing products that do not have a clearly stated Guarantee, or that promise over the top results, like "Get Rich Quick". Most people don't do anything with the products they buy, and most of the time, their results are zero. Take action. No, there is no such thing as a "Free Lunch". Don't do drugs, stay in school, etc. Be safe out there!