

ExecTech Management Consulting

To: Practice Owner

Tips and Ideas

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Do You Whine, Win or Excel?

Whiners make life difficult for everyone around them. They criticize, cry and complain.

Winners, on the other hand, do more good than harm. They have more good luck than bad luck. Winners may not be rich or famous, but they keep the world turning.

Even better than winners are champions. These leaders set the trends, make the changes and improve the world. Champions improve everything and everyone around them. Anyone who succeeds, despite the odds against them, is a Champion.

To see if you are a Whiner, Winner or Champion, check the attitudes that fit you best. Your category will have the most checks.

Whiner Attitudes

- Finds excuses
- Stays down after a fall
- Dwells on mistakes
- Is part of the problem
- Blames others
- Gives up after a loss
- "I don't have any time"
- "I can't decide"
- "I can't, I won't"
- "The future is uncertain"
- "I know all about that"
- "I don't want any help"

Winner Attitudes

- Finds plans
- Eventually gets up
- Fixes mistakes
- Is part of the solution
- Accepts responsibility for self
- Persists despite a loss
- "I'll make time"
- "I will decide"
- "I can, I will"
- "The future looks good"
- "I can learn something new"
- "I appreciate help"

Champion Attitudes

- Invents plans that excite others
- Quickly jumps back up
- Learns from mistakes
- Prevents the problem
- Accepts responsibility for all
- Turns losses into wins
- "I have plenty of time"
- "Here's my decision"
- "I did it, it's done"
- "The future will be fantastic"
- "I have a lot to learn"
- "Where's the best help?"

The First Thing to Change Is Your Mind

It does not matter how many seminars you attend or new machines you buy. Nothing changes until you change your views or attitudes.

For example, if you believe you cannot treat more patients, you will avoid good marketing ideas. If you blame your staff for your problems, you will never improve them. If you feel undeserving, you will ignore profit-making opportunities.

Upgrading your attitudes to Winner attitudes and Champion attitudes is the first step on your road to success. Simply follow these steps.

1. Select an attitude above that you want to change.
2. Decide it will change.
3. Envision the change; how you will be because of this change.
4. Decide you have changed.
5. Refuse to go back to the old attitude.

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