

Monday Morning coffee

Oct 4
2010



Be Informed.
Be Innovative.
Add Value.

Thought dedication. You decide what to think, and how to react.

What is the importance of attitude?

Every person, you included, wants to achieve more, earn more, find happiness, be successful, and be fulfilled. At the root of all these elements is attitude. Positive attitude. Your positive attitude.

Every person, you included, instinctively knows that. Yet most people, you included, don't really possess a positive attitude. Oh, you may think you do, but I promise you, you don't.

Most people don't read about attitude.
Most people don't study attitude.
Most people don't practice attitude.
Most people don't live the essence of attitude.
Most people don't live the principles of attitude.
Most people are not dedicated to attitude.
You included.

In fact, you may have never read a book on the subject of attitude.

I believe I was born with a positive attitude, and I believe you were born with a positive attitude. It took 24 years for me to discover mine. I wonder if you have found yours yet.

Everyone, you included, has heard the expression, "Attitude Is Everything!"

Let me break down the elements of that expression for you – maybe for the first time. Attitude controls, rules, affects, and directs your career, your family life, your personal life, and you. It affects or can impact your relationships, your business success, and your health.

Attitude has power. Personal power. And the best part is: YOU CONTROL IT. You determine the way you think about, develop, and deliver your attitude.

In my Little Gold Book of YES! Attitude I explain the simple difference between "positive" and "YES!" When something great happens to you, you don't scream "POSITIVE!" When something great happens to you, you scream, "YES!"

NAI Commercial

Commercial Real Estate Services, Worldwide.

JUST LISTED

FOR SALE

47 Suites Apartment Building
515 Ninth St
New Westminster, BC
Price: \$5,405,000
Terry Harding & Jackson Tang



Retail - 7,187 sf
20457 Fraser Highway
Langley, BC
Price: \$3,450,000
Ted Weibelzahl



Office - 3,479 sf
Suite 1 - 6782 Veyaness Road
Central Saanich, BC
Price: \$730,000
Tim Taylor



FOR LEASE

Warehouse - 27,234 sq ft
10619 Timberland Rd.
Surrey, B.C.
Lease Rate: \$5.00/sf
Jon Meder



Suburban Office - 2,986 sf
203 - 3939 Quadra Street
Victoria, B.C.
Lease Rate: \$18.00/sf
Kevin Pirie



Office - 1,033 sq ft
202 - 5780 - 176A Street
Cloverdale, B.C.
Lease Rate: \$10.50/sf
Ted Weibelzahl

It's subtle, but powerful, language when you come to that mental and verbal understanding.

What language do you speak? No, I don't mean Spanish, French, or English. I mean positive or negative. Attitude language.

The other day I was looking out the window at the pouring rain. "It's gonna be a rotten day," I said to my partner. "I don't think so," said Jessica, in a soft, reassuring tone. You see, from where she was sitting, she couldn't see the rain, and was thinking about "the day" not "the weather."

It's the small wording of expressions like that, that lead to a "bad day" for anyone. Even you. A rotten day starts with the way you think about it, and the way you talk about it. It's not about the weather outside. It's about the weather inside – inside your mind.

How's the weather where you live?
How's the weather where you work?
How's the weather where you play?
How's the weather where you think?

One of the definitions of a positive attitude is: The way you dedicate yourself to the way you think. And you are in complete control of it.

Thinking positive is a self-discipline. A daily self-discipline. You control it. You make it happen. Or not. Taking positive actions is dependent on positive thought. If you don't THINK positive, you will not BE positive, and you will not DO positive.

There are many definitions of attitude, and there are many ways to look at attitude. Books have been written on attitude that you have not exposed yourself to. All of them are helpful, all of them are good, and all of them must be studied if you want to achieve your positive attitude.

Books like *How to Win Friends and Influence People* or *The Power of Positive Thinking* contain the philosophies, strategies, and the connected stories of men and women who have achieved their positive attitude – and can help you achieve yours. You should own them and read a few pages every day. (That's one of the secrets of attitude: read and study attitude for 15 minutes a day). Positive attitude is yours for the taking, all you have to do is read, study, and apply – every day.

The challenge of positive attitude is for you to decide that you're willing to dedicate the time, and that you have the desire to make it happen for yourself.

Source: Jeffrey Gitomer, www.gitomer.com

It's Contagious!

Have you ever been at a bar after work with your friends and for whatever reason everybody starts laughing . . . I mean really having fun and whooping it up? Inevitably, other people nearby notice and often start smiling themselves, and some may even come over to join the fun. Why? Because good moods are absolutely contagious. In fact, dozens of psychology experiments have shown that a mood is transferred from the person having the most intense feelings about something to the person who is in a more neutral state. Of course this can go for bad moods too, which is why it is not advisable to spend too much time with depressed people or constant complainers.

Anyway, mood transference is a major element of successful selling. So be sure to get yourself in a positive frame of mind before walking into your customer's door. Prepare yourself mentally and physically to be upbeat and energetic. Your customer will be keying off your energy and body language. There is an old saying . . . "Raise the mood, make the sale." The research supports that notion big time.

Source: Richard Abraham, *Mr. Shmooze*





Espresso Coffee

Congratulations on
Your Successful
Deal

Peter Seed, Chris Wieser & Ted Weibelzahl
SOLD

2360 South Main St
Penticton, BC

Apartment Building
\$4,200,000

Closed
September 30, 2010

Angie & Don MacDonald
LEASED

104-5967 206A St
Langley, BC

Industrial
\$395,000

Closed
September 30, 2010