

Manual 7

CHARACTER, ATTITUDE, PERSPECTIVE

How to be a Winner!



**Your Attitude Controls Your Future
You Control Your Attitude!**

SHANE BYERS

The Super-Me Series

#1 GREATEST PRACTICAL PROGRAM FOR YOUR “SUCCESS”

Super-Me Self Improvement Series

Shane Byers

It's brand new and it's incredibly powerful!!...a few days from now your life could be completely different...turbo-charged (no excuses) motivation system... increase self-discipline, increase self-esteem, stop procrastination, accomplish your goals and master your life...

AND IT WORKS FOR ANYONE, ANYPLACE, ANYTIME.

The “Super-Me Self Improvement Series” shows you how to live every aspect of your life exactly according to your grandest “DREAMS”.

Dozens of “Success Tools” with full implementation instructions, examples.

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Bold Enterprises, Inc.

Portland, OR

VISIT:

www. super-me.com

www.shanebyers.com

e-mail: success@super-me.com

Connect with me on LinkedIn:

www.linkedin.com/in/shanebyers-sales-profit-expert

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VISIT:

www. super-me.com

www.shanebyers.com

e-mail: success@super-me.com

Connect with me on LinkedIn:

www.linkedin.com/in/shanebyers-sales-profit-expert

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INTRODUCTION

“Character”, “Attitude” and “Perspective” are all very important to your “Success”. They are “Tools” that you must use to get to where you want to be.

As with any “Tool”, your “Character”, “Attitude” and “Perspective” can be modified and adjusted to enable you to live your life better. Who can’t use a better “Attitude”... or a more enlightened “Perspective”... do you think that would be a game-changer?

Your “Character” is the foundation of it all. Everything else can be built on “Character”.

However, it is not the end of the road if you don’t have the most respectable “Character” that you might. If you’re a negative, sneaky and dishonest person then you’ve got to “Change”. And fast. End of conversation.

Gains ill-begotten never last... so if you like starting over all the time then don’t “Change”.

The road to “Success” will be closed for you if you try to live with a distasteful “Character”.

If you have a bad “Attitude”...we all know people like this...then it is going to be very difficult for you to get the people you need to work with you.

Some people say, Hey, I’m not negative. I’m just keeping it real. I say, Yeah, you’re keeping it real negative.

“Perspective” is a little used “Tool” in our society today. Sometimes it can be very helpful to step back and look at a person, event or situation from a completely different “Perspective”. Forget everything you know. Step “outside of the box” and look at life from someone else’s point of view.

You’ll be amazed at what you see.

PEOPLE SKILLS ARE ESSENTIAL TO “SUCCESS”

When you look at a half glass of water, is it ½ full (positive answer) or ½ empty (negative answer)?

When you look out of your window in the morning is it partly sunny (positive answer) or is it partly cloudy (negative answer)?

Very simple advice yet 100% correct every time: Always lean towards the positive in life.

“Character”, “Attitude” and “Perspective” are very useful “Tools” when dealing with people on an interpersonal basis.

People skills are essential to “Success”.

After all, sooner or later, in every business it comes to a point (or many points) when it is one person talking to another person. At this point is where “Character”, “Attitude” and “Perspective” become extremely relevant and should be used in your favor to influence people to help you with your “Goals”.

“Character”, “Attitude” and “Perspective” are your tools, your allies, your friends.

A positive “Attitude”, a dependably strong “Character” and a broad “Perspective” will get you into and keep you into any conversation you need to have to perform at your peak level to achieve your “Goals”.

“CHARACTER”

I want to talk about two types of “Character”.

Both are equally important and need to be “Focused” upon for you to achieve your grandest “Dreams”.

1. First, there is “Character” itself. This references when someone says, what a great lady, she has a lot of “Character” describing the embodiment of all things righteous, honest, loyal, resolute, caring, strong, fair, etc.

Do you have this type of “Character”? and

2. Then there is your “Character”. This is the embodiment of all the traits that make up who “You” are as an individual.

Are “You” a “Character”?

HONESTY IS THE BEST POLICY

With respect to the first type of “Character”, I am talking about integrity. Honesty, as in being truthful. Truthful to others and most of all to yourself. For if you are truthful to yourself you will automatically be truthful to others.

If the people around you see you as a truly never bending honest person, a rock they can count on, they will respect you. You will be revered for your steadfastness, your realness and your dependability. You will be perceived as one who will always stand up for his/her beliefs because to do otherwise would not be being true to oneself.

This first type of “Character” is what you should strive for. People want to associate themselves with someone who has this type of “Character”.

When you have “Character” (as in #1 above) it adds to the “Image” you portray. People respect a person with “Character” (as in #1 above). When someone respects you their “Image” of you is greatly enhanced.

With “Character” you can Lead.

YOUR “CHARACTER” BELIES YOUR PERSONALITY

The second type of “Character” I want to address has to do with “your” personality. It has to do with the person you really are, the person you have been brought up to be, the person you have been taught to be.

This second type of “Character” dictates what kind of mood you get up with each morning. It dictates how you will react in different situations. Will you get a little upset or explode? At the news of something really good will you say OK or will you jump up and down with joy?

This second type of “Character” is simply a mirror of the person (personality) you are or have become.

The closer you can align your “Character” with that of someone who is considered to have “Character”...the easier “Success” will come to you. Meaning, “Success” leaves clues. Study the people you respect and would like to emulate.

PEOPLE WANT TO ASSOCIATE WITH A WINNER... WINNERS HAVE “CHARACTER”

Your “Image” (how people perceive your “Character”, your appearance, your look, your “Smile”, the way you walk, the way you carry yourself, the clothes you wear, the car you drive...) contributes immensely to the level of “Success” you will achieve in life.

People like a person with an “Image” that exudes “Character”. They like a person whose “Image” says, “I am a “Success”. I run this place. I am empathetic to those around me but have no doubt I run things around here.”

People want to associate with a winner. You must be that winner.

You must actually walk the talk and I mean that literally. The way that you walk makes a difference. At all times you must walk with your head up, shoulders back and chest out (and please don’t forget, stomach in). You must walk with a purpose. Walk with “Character”. Be definite with all you do when you walk into a room or when you meet someone for the first time or the tenth time.

Let your “Character” shine through in all you do. Be proud of yourself.

HOMEWORK ASSIGNMENT:

Concentrate on your Pride for a minute. I’m sure you are proud of yourself but do you show it at all times? Do you walk with Pride?

Stand up. Now walk back and forth across the room with Pride. Concentrate on your Pride while you walk.

This is how you should walk at all times. Let your “Character” shine through!

LOOK AT PEOPLE IN THEIR EYES...

Look directly into people's eyes and stay there for that extra second. Let them see your "Character" for that extra second through your eyes.

By doing so you captivate their attention for that much longer which may make the difference between them remembering you later that day when their mind is wandering or them never remembering you again.

You want to be remembered. You want your presence known.

And for heaven's sake, when you shake someone's hand do it firmly.

Do everything with "Character". Be "Bold".

“ATTITUDE”

I have a friend or two that have a bad “Attitude”. They are rarely happy and never content. One could argue that one of life’s central challenges is “Attitude”.

Our “Attitude” reflects our memory of the life experiences we choose to “Focus” upon. And it is a choice.

Shakespeare said, “There is nothing either good or bad but thinking makes it so...”

It is your mind and you have to live in it. You make the choice. Think good or think bad? What kind of “Attitude” do you want to have?

It was Ralph Waldo Emerson who first said a man becomes what he thinks about all day long. Why not think about having a great “Attitude”?

This stuff just makes too much sense... and most of all... it works !!!

I'LL SHOW YOU A BAD ATTITUDE

I bet they don't like me. They probably think I'm a loser. I bet things won't work out for me. Everything comes hard to me. Who cares, I won't get it right anyway.

Does this sound like you or someone you know? This has got to stop.

These are the comments of a very negative, bad "Attitude".

Negativity is simply horrible. There is no place for it.

You must do your part to eliminate any negativity that you encounter on a daily basis. Keep your eyes open for it. "Take Action" to go a different direction than any negativity.

It all boils down to a decision. You can decide to be positive... it just isn't that hard and you will find that the rewards are consistent and surprising.

With your "Super-Me" Series there is no reason for negativity to be a part of your life any longer.

Just ask "Super-Me" what to do when negativity rears its ugly head.

NEGATIVITY SUCKS !

Negativity is another of life's central challenges. Astonishingly enough, somewhere near twenty percent of all Americans suffer from depression. Negativity leads to depression which leads to a degeneration of the performance of our body and mind.

The fastest, healthiest way out is to make the absolute decision that you will be a positive person starting now.

Stop and count your blessings. You can wiggle your fingers, count to 10 and you have access to the world via the Internet... you are amazingly blessed. Get in touch with your gratitude. Be Thankful for everything you have and are.

Develop a positive "Attitude" towards life. Specifically, an "Attitude" of Gratitude.

Famous UCLA basketball coach Mr. John Wooden said the people who turn out best are those people who make the best out of the way things turn out. Mr. Wooden was speaking about people with great "Attitudes".

A very famous author once said the greatest discovery of my generation is that human beings can alter the course of their lives by altering the course of their minds.

You have many, many "Tools" available to you to be "Great".

Make a list of everything you have reason to be grateful for... the list truly is endless if you open your eyes.

“ATTITUDE” IS A STATE OF MIND

“Attitude” is a state of mind. Which state do you choose to live in? Remember, if you live with an idea long enough it will live inside of you and become you.

“Focus” on the present right now. Think positive and ask “Super-Me” what to do right now.

Once you turn the page to “Positivity” and take a deep dive into your “Super-Me” journey on your road to “Success”, each and every day of your life will be filled with satisfaction and energy. Time will fly by. Your “Attitude” will be supercharged.

A positive mental “Attitude” is an absolute prerequisite to “Success”.

You are not what you think you are but you are what you think.

If you think “Success” then you will be “Success”.

My dad always said, “If you think you can or you think you can’t...You’re right.”

EXPECT THE BEST !

Always expect the best. This is part of having a great “Attitude”.

Check this out. A Professor at a major, East coast, IVY League University studied a group of 3rd grade students in the Berkeley, CA school district. He selected a group of teachers and told them they were chosen to be part of an experiment wherein they as the absolute best teachers in the district would be placed in a classroom with the absolute best and smartest of all the 3rd grade students in the district.

They wanted to see what the results would be if they put the absolute best students with the absolute best teachers.

At the end of the school year the Professor called all the teachers together for a meeting. He said, as expected the students did fantastic. Grades were very high; everyone was very happy. The teachers said those kids were wonderful to work with and that this is what they had dreamed it would be like when they first decided to become teachers.

All the teachers concluded that working with the best students and the best teachers really makes a difference.

The Professor said “Thank you” to the teachers for participating in the study but there was one thing he forgot to tell them. Those kids were not the best students in the district. They were randomly selected from across the school district.

The teachers were totally surprised but one teacher said, well, it still shows you, if you put the absolute best teachers even with average students you are going to get great results.

The Professor said, well, there is one more thing I forgot to tell you. You teachers are not the absolute best teachers in the district. Your names were drawn out of a hat and selected randomly also.

What is the moral of the story? If you expect the best you will get the best!

You know what to do. Expect the Best!

“CHARACTER” and “ATTITUDE”

“Character” and “Attitude”. Is your “Character” and your “Attitude” what it should be? If not, you can “Change” them!

In fact, you can use the “Super-Me” Series to “Change” them!

Design a “Focus Program” and make the improvement of your “Attitude” or the development of your “Character” your “Goal”.

Make the plan and then work the plan. Your results will impress even you.

Once you have your “Goal” (whatever it may be) then you apply your “Super-Me” and your “Success Tools” to achieve results like you have never seen before.

Make the commitment and your “Goals” will come sooner than you expect.

“PERSPECTIVE”

In order to accomplish your “Goals” in life you may have to “Change” your “Perspective”. Sometimes looking at the world from different “Perspectives” helps you to understand what you need to do to accomplish your “Goals”.

Life is a journey. The way each person chooses (and I do mean “chooses”) to view the world colors the experience immensely. Remember, “Super-Me” gives you the opportunity to choose every moment of your life.

I’m not going to pretend that I can tell you how to look at life, i.e., what your approach should be to life. I mean, I don’t even know you personally. But, I can tell you one logical approach to life which you may incorporate in whole or in part into your life if you think it may be of help to you.

I call it “Categorize your Encounters with People”.

You can learn something about people by using this “Tool”.

CATEGORIZE YOUR ENCOUNTERS WITH PEOPLE

In order to assist you in determining what “Perspective” you should use to guide your response in any particular situation it helps if you categorize each experience you enter as between “Emotional”, “Business” or “Otherwise”.

“Emotional” experiences include those involving family, friends and times which call for compassion. In these situations, it will be beneficial for you to show understanding and benevolence.

The category of “Business” experiences requires a systematic approach. In this case, put on your business “Perspective” hat and identify the players, i.e., who is on whose side. Determine what each side wants? Observe the consequences of certain alternatives to all parties directly or indirectly involved. Generally, you’ll want to go with the money if any is involved and always act to promote your good reputation. Take the high road.

The “Otherwise” category is for fun. This category is for entertainment purposes or indifferent excerpts from life that don’t require that your response come from any particular “Perspective”. This is the “Do as you please” category. This category comprises most of your daily experiences.

These are just examples of how to categorize encounters you have with people in order to sort out life’s challenges. You can “Change” the labels to suit your lifestyle so long as you categorize in order to determine what should be your appropriate response in any given situation.

This “Tool” is intended to help you come from a foundational place when you find yourself faced with new situations or perhaps it is a case of overwhelm... in either event... simply slow things down by looking at a Category “Perspective”.

ALWAYS STRIVE TO DO THE RIGHT THING

There are many, many, many ways to approach life. Remember, you can catch more bees with honey than with vinegar.

You know right from wrong. Even the most hardened criminal will tell you they know right from wrong. They simply choose to do things the wrong way (for whatever reason – typically because that is what they were taught growing up and don't have other options).

I want you to simply choose to do things the right way. You have options.

Show me what kind of “Character” you have...come from the “Perspective” of good intentions.

Do unto others as you would have them do unto you! (source: The Bible).

THE POSITIVE PERSPECTIVE

The “Super-Me” Self Improvement Series gives you the plan to achieve your “Success”. Perspective concerns your particular (detailed or not) day to day outlook on life.

Happiness is not a station to be arrived at but rather a mode of transportation.

Happy people are more successful than sad people. Sad people don't even try usually. So, if you're a sad person who is trying then give yourself a pat on the back.

Remember that most things are difficult before they are easy. Never give up. Never, never.

Positivity must be a way of life. If you're not a positive person each and every day then I suggest you begin your journey right here. Find out just what it would take (how life would have to be) to make you positive (happy) each and every day.

Make a positivity list. Seriously. Set time aside to analyze and identify your requirements of life to be happy every day.

Once you determine exactly what you need to be happy then add these things to your life. One at a time.

Make “Changes”. Move towards your “Goal”.

It may take some time but build what you can, with what you have, from where you are. You can do this.

THE BUSINESS PERSPECTIVE

When negotiating a deal, or making a plan look at the deal from 3 separate perspectives: Yours, theirs and a neutral third party's.

By understanding all party's viewpoints, it will be possible for you to devise a plan from the neutral third party's viewpoint that will work for everyone involved. I always say, if I know what you want and I know what I want...I can make any deal work.

Of course, it will be near impossible to remain totally neutral. It will be your natural instinct to accomplish your particular "Goals" in the deal. But, by approaching the deal from the neutral perspective (even with your own personal interest still in mind) it will better enable you to work a deal acceptable to all involved.

THE LIFE PERSPECTIVE

For personal reasons, I must insert at this point a caveat.

Be careful what you want. Be careful what you pursue.

With the skills you learn in the “Super-Me” Series you can accomplish your goals. So, be careful what you yearn for.

I know that in my life I have gone after certain goals with a zealousness that was undeniable. Yes, I got what I wanted. But, in the end I hadn't contemplated all the potential consequences.

Yes, a certain responsibility comes with the skills you learn in the “Super-Me” Series.

Be careful that you don't create situations that you didn't anticipate.

THE WORLD PERSPECTIVE

The world is a big place. You may think you have a grasp of what it is all about but did you know that if the earth's population was condensed to a community of 100 people that the human population of that community would have these characteristics:

- 57 Asians
- 21 Europeans
- 8 Africans
- 48 Males
- 52 Females
- 70 Nonwhite
- 30 White
- 70 non-Christian
- 30 Christian
- 80 would live in substandard housing
- 70 would be unable to read
- 50 would suffer from malnutrition
- 1 would have a college education
- 1 would own a computer

The above information should shed some light on the world and your "Perspective".



VISIT:

www. super-me.com

www.shanebyers.com

e-mail: success@super-me.com

Connect with me on LinkedIn:

www.linkedin.com/in/shanebyers-sales-profit-expert

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