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Dr. Denis Waitley is one of the most respected American authors, principal lecturers and consultants on performance on high-performance human achievements. For more than 25 years, he has inspired, informed, challenged audiences, from the boardrooms of multinational rallies to NASA's space program; From locker rooms of world-class athletes to conference rooms of conventions around the world. He was recently named Business Speaker of the Year by the Sales and Marketing Executives Association and international toastmaster and inducted into the International Speakers Hall of Fame. With over 10 million audio programs sold in 14 languages, Denis Waitley is the most listened voice on personal and careersuccess. He is the author of 16 non-fiction books, including several international bestsellers, Seeds of Greatness, Being the Best, Edge Of the Winner, Joy of Work, and Empire of Reason. The most evil book Dragon and Eagle: China and America, growing together, worlds apart, has already captured the interest of Western and Far Eastern business leaders, educators, students and travelers as a wake-up call during this transformation of China into a dominant world power. His audio album The Psychology of Wintering is the best-selling bestseller in the field of self-confidence. Dr. Waitley has advised winners in every field from Apollo astronauts to Superbowl champions, from sales to achievement to government leaders and youth groups. For the past decade, he has served as Chairman of Psychology at the U.S. Olympic Committee's Sports Medicine Board, responsible for improving the performance of all American Olympic athletes. He is currently a member of the Board of Directors of the first American University in China, SIAS International University. He has been a consultant and keynote lecturer for leading multinational corporations including General Electric, Dell Computer, UBS, Citigroup, IBM, Toyota, Prudential, Walmart and Mercedes Benz. It is currently developing leadership training programmes specifically for young entrepreneurs in China and other Asian regions, including Taiwan, Singapore, Malaysia, Indonesia and India. Top 10 Denis Waitley quotes Gefult mirGeflIt dir anesehenSeitentransparenzFacebook liefert Informationen, mit denen du die Intention von Seiten besser verstehst. ler erfurst du mere zu den Personin, die die Seiten verwalten und Beinriage Darin Posten. Alle ansehen TykkääTykätty •ytä kaikkiSivun IpinkyvyysFacebook nytte tietoja, joiden avulla ymmrrt sivun tarkoitusta paremmin. Katso, millaisia toimintoja sivua hallinnoivat ja sis't julkaisevat ihmiset tekev't. Neito Kaikki Steve: Welcome to all of our Becoming your best podcast listeners, wherever you are in today's world. This is your host Steve Shallenberger and we have a very special guest and friend on our show and I'm just as excited as I am was to have someone here. He's great. He is one of the kind people with life inspiring others, including me, and helping people around the world to reach their full potential and dreams. Welcome, Denis Waitley, Denis: Hey, Stephen! It's great to be with you. It's a real honor and a privilege to be on the podcast, and I hope we can shed some more light for your audience, which you're doing so well on becoming your best. Steve: Thank you very much. Well yes, we'll just go ahead and get right on that, and before we get going I'd like to just give a little background to some of the things that Denis did and overall his character, which is awesome. He has inspired, informed, challenged and entertained audiences for over thirty-five years. I know this because in 1983 and 1984 in one of my first companies, where we had 700 sales representatives who gathered all over the world - Denis was one of those whom we invited to talk and train all these young sales representatives. , Earl Nightingale, Ira Hayes - I mean it's some really cool people who changed our lives and Denis was one of them. And so we're just part of it, but he's done it all over the world. He spent many years in China, hopefully will be able to have them tell us a little bit about that experience, in India, the United States. He was recently recognized as Business Speaker of the Year by the Sales and Marketing Association of Executives and Toastmasters International and inducted into the Hall of International Speakers of Fame. He had more than ten million audio programs sold in fourteen different languages. It's just great! Actually, I pulled Denis off my bookshelf again this morning. I've read that many times - The Psychology of Victory, The Seeds of Greatness, and it goes on. His audio album The Psychology of Victory is an all-time bestselling program on self-affirming. He is a graduate of the U.S. Naval Academy in Annapolis and a former Navy pilot. He has a doctorate in human behavior. Denis, we're so glad you're with us! Denis: Well, thank you Steve. It's really great to be with you. You know it's been a wonderful journey. I'm still there. You know, people say, well, you're a long retirement age, and I said, it's good to retire - by definition means going to bed or tired for the last time. If you're retired, it seems tired again. So I'm inspired and retired instead of resigning, and I think that's one of the secrets that we all learn from people like Billy Graham and people like you know George Burns. You can name them and they seem to live longer because they are engaged in training and they have a child's curiosity that doesn't end when you finally stop earning. So I think you longing should and the training should continue, regardless of your no longer earning. Steve: Well, it's a big put it. Suddenly that great voice of Denis Waitley is coming back and we just kinda lean forward to listen to all those great quotes that you have. It's an inspiration to me as I am after retirement, but I'm not where by comparison - I think Denis is like 184 at least. Denis: Looks like. You know, Steve, I've been doing eulogies for all my contemporaries, and that's certainly not what you've been looking forward to. So, I did a eulogy for my friend, Jim Ron, Eulogy for my friends Sig Siegler, for Wayne Dyer, eulogy for my friend Stephen Covey and even for Robert Schuller and Billy Graham was my friend. I don't like to fall names like that, but as I look at them, I say to myself: Wow, I'm so lucky to be still here. But I have a cousin in England, Jack Reynolds, who is 106, and he holds the Guinness Book of Records for the highest, longest, zip line journey for the oldest man. And it shows him at 106, screaming and screaming as he goes down this blind over a mountain in England and I asked him how you live for so long and he said: I'm looking forward to being 107. Steve: Well, it's great, you know, just recently Denis I've only had the opportunity in the last few months to be with the number of longevity in medical doctors just for a retreat or various circumstances - one in Singapore there. Dr. Oz was one of them. Another, Dr. Mao is his name and then the third Dr. Foruhy - they are amazing, but they talk about, and there among the world leaders on health and longevity. They all reflect a number of common things we can do to prolong a healthy lifestyle: stay in shape, get adequate sleep. One of those I like Dr. Oz said that your heart should have a reason to beat beating. Denis: Well, it's good, it's very good. That's when I learned that too, because I studied POWs for my doctoral thesis, and I found that no American prisoner escaped during the Korean War from a minimum security camp, but many of them escape from a high-security camp, and that's because leaders always want to go home, or get to where they're going, and people who feel they've been victims and have no way forward - then don't live that long and that's what happens to a lot of service people and coaches when they retire. If they retire and do nothing and nothing really happens, you know we will just play golf and fish. Well, I love eating what I catch and I don't like killing fish necessarily, but I like the taste of fresh fish and I don't play golf anymore because why would I run my self-esteem on want like this. Steve: That's great. Well there is so much we can talk about that I think today let's start talking and I hope you don't mind, and for the benefit of our audience, I would like to start talking about the psychology of Victory. It's wonderful, and I'm going to read only a small part of it. It's an introduction, and then maybe Denis can tell me what inspired him, what led him to write The Psychology of Victory, and how was it influenced in your life and others? So let me read this clip first. Here he talks about true victory. A true victory, however, is nothing more than a personal pursuit of individual excellence. You don't have to get lucky to win on life nor should you knock out other people down or gain at the expense of others. Winning takes the talent or potential you were born with and has since developed and used it to the fullest to goal or goal it makes you happy. Winning becomes a dream of yourself that would make you as a person with high respect. And winning gives and getting into an atmosphere of love, cooperation, social care and responsibility, which is why I was so inspired by Denis, because he not only set him up there, but then he says now here are some things we need to do to help us realize those dreams. So how did all this happen? Which led to the psychology of victory. Denis: Well, you know, of course, a long way to go, but as things always start as a child - since the little boy I grew up during World War II - a dysfunctional family. My father left home when I think I was 9 years old when he left, but he went to war and then he and my mother broke up and my mother became very bitter because they didn't spend his checks home and so she was disappointed in life and was pretty negative, and as a way of dealing with the disappointment I rode my bike about ten miles to my grandmother's house every Saturday because she was an inspiration. So she and I planted a victory garden, and she taught me about the seeds of greatness. She said that everything you put in the soil and upbringing would come and be fruitful, and I said: But why do you not need water? And she said, Well, it's as bad as a negative thought. They blow in the wind and they don't need water and they just need people to replicate them. So we made this garden victory, and it inspired me when I was little and in a dysfunctional family where your father, maybe an alcoholic and your mother is negative, perhaps for all the right reasons, I found that by reading biographies of people who would overcome huge obstacles to become successful - I found that these people had problems that I had not even dreamed of and yet they seem fulfilled and happy. So I read a lot, and then I started trying to be a leader in my school, to overcome a sense of inadequacy and feelings of abandonment, perhaps my father and make a long story in short, going to the Naval Academy during the Korean War, I learned a lot about discipline and purpose of search, and I became a Navy pilot, which meant I had to visualize, internalize, internalize I had to fantasize, but I had to be focused on the goal, and I think as a surfer in southern California, who finally became disciplined enough to pilot the carrier, these things went along, but I never wanted to destroy people in I want to protect my country, but I had a vocation that I wanted to develop potential within people because I fought myself and make a very long story short, at the worst time in my life when I had custody of my 4 young children, I was divorced and had no income I wrote The Psychology of Victory in the worst of times. Now people, you know, Tony Robbins and some of my friends would say: Well, usually you write a book about your success! And I said, well, I wrote a book for myself so I could learn from what I didn't do to do what I know I should do. And so at worst, I wrote my best work, so to speak, and so I think writing it for myself, giving myself encouragement to do things that were a little more complicated, but took a little more habit, a little more discipline, a little more effort; I've put together these principles and I'm using POWs because I've been a rehab facilitator for returning Vietnamese POWs, and I'm using that as a metaphor-pow meaning either the Prince of Wales, putting on the weight, power of women or the psychology of victory, and that perception is the eye-watcher. So my premise is that it's not so much what happens to you that matters, it's how you take it and what you make of it so it's your response to everyday life; your expectation of the future and how you feel about failure as fertilizer. Failure is a fertilizer of success. My grandmother said as we were fertilizing our plants, she said: We just take all the stuff and mulch and up and it grows green plants and I said: So that's what you do with failure yes? She said you don't fit in with him. You use it as a learning experience. So I would say that my grandmother, who immigrated from England and was going through World War II and the Korean War - I thought we would always be at war because that's all I knew growing up, and so I was so happy to realize that the war was finally over, but THE POWs really meant to me the psychology of victory, not POWs. Steve: Great! Boy that I have great comments and thanks for the background. Let's talk about seeds! There are so many nuggets that you just shared, and your grandmother must be some lady! Denis: Well, I think about every day I have a mahogany butterfly that she always wanted me to finally make enough money with my paper to buy it for is the only gift I wanted from her life, but it's in my kitchen and I look at it every day and we have a little silent conversation, but she was definitely a role model and inspiration in my life and that I will always be grateful for having her. She said: You mow the bass line I've ever seen. And I would like to ride a bike 10 miles just to get such recognition from her and that good feeling you're a good boy and you can do good things seeds of greatness, and I always ask her: Will the Japanese win? And she said: No, you always get what you put in, the seeds you sell sow - she said they won't win because their premise for doing what they did wasn't good and honest. I told Wau. She said: 'So model yourself after people who've given the service but aren't necessarily celebrities and I've always felt that the most successful people will never be known in the media because they're not celebrities, they're so busy living life and doing good they don't get covered by the media. Steve: Great ideas! If you don't mind, you said something that caught my attention. You said in the middle of it all you should have you know this wonderful influence and contrast of experience as a young man, but the influence of your grandmother on talking about planting the right seeds and in the middle of it all where you feel a bit like a failure, because of some of the things that happened, you said just mention that you felt a calling to help others develop their potential and you have included yourself in this group. Could you talk about the feeling you had? It is a calling you felt that you needed to address and respond to and how big a deal was that for you? Denis: What was really great thing to see is because at the Naval Episcopal Academy and growing up only religious training I had my grandmother reading some really great proverbs and things from a good book. So I went to Sunday school because the Presbyterians have the best shape in the softball team, and so I went through all these religious experiences and finally and later Billy Graham said to me. So you have all these experiences, what denomination are you? and I said: Sir, I was hoping you could give me an offer. And he said: You know you are on your way. So the truth is when I wanted to hear Handel's Messiah at Christmas, it was this inner tingling and it felt like there was something inner and I think I was familiar with my soul and yet not having any formal religious training, it was definitely an inner inspiration, so I felt that maybe I made a lot of mistakes in my apprenticeship in life so I could learn to do the right thing. And much of what I've written about is, of course, a repetition of the scriptures, the Old and New Testament, and all the great books that have been written, so there's no doubt that I'm not the original. I'm someone who relied on reading and experiencing and traveling about these things, and I think it was at that bad time, having no income, having my four kids wanting to go home to San Diego or California, and I was in Pittsburgh in their worst winter, and I just sold the Jonas Salk Foundation to the Mellon Foundation back in Pittsburgh and I ended up in divorce with custody of four children who didn't want to be with me in Pittsburgh in the winter. They wanted to go home. It's almost like saying, Come on, we always Team! And they said, We want to go home, Dad. I said: I know, but you and your father. They said: Yes, I know, but we want to go home and I think it was a turning point when you put your head in the window and say I'm fed up with myself. I'm not going to take it anymore, but it meant I wasn't going to do it to myself. So I went into this program of self-reading, self-awareness and found that I wasn't doing what I was reading about and I was only superficially scratching the surface. I was only skin deep, and so I got into it very deeply, and it became that book for the Psychology of Victory, which became an audio program, and then a book, was really a diary of what I needed to get to know myself, and the only regret I have is Steve, is that at the time I wrote it, OJ Simpson was running through airports for Hertz Rent-A-Car and suffered rickets as a kid and had bold legs and he became this NFL superstar and I included him in my book and I've been trying to remove him from the book ever since. But you can't pick winners in all the so-called role models. He certainly wasn't a role model, but so in other words, I learned these principles for me, so I wanted to make them, and I started making them, and I went from someone who was always late, which is perfect for my name, Waitley - wait for me, and so I had to change my name quickly or quickly, but I became Waitley but I was first in Waitley's goal. I became a person who was always on time and I did it because I absolutely believe in creating habits and I have learned so much about good and bad habits and are healthy and unhealthy and about ninety percent of our daily activities are routine we do them vegetatively without even thinking, and so I've spent most of my life trying to help people not break the habit - but you don't break the habit. You rewrite it, you overcome it, you change it, but you don't break it. You know the habits of being submariners there are quiet and deep. They like comfy beds are easy to get into, but it's hard to get out of and habits are just this knit pattern of thought that becomes automatic after a while, and so I think working with the Olympics, I was very lucky as you know Bill Simon was president of the Olympics and he was appointed the first chair of psychology for the Olympics in the United States in 1980 and through that experience I watch these amazing young people get into the habit of winning. And they became they did as part of what they do without, and they modeled and they rehearsed, and they practiced, on and off the field and finally watching the skiers go through the visualization at the top of the run before they hit the first gate and watch the swimmers pass through the meat, watching skaters backstage going to their routines and not falling during the Triple Axel. I've seen it all and I said you know, in addition to being emotionally inspired there's definitely a way to do it if you can your thinking, and if you can fill your thoughts I I Psycho Linguistics, because the thoughts of movement and brain are either cul-de-sac construction zone or freeway. And you can create a freeway in your brain by controlling the traffic that flows through your brain, and it actually makes a new highway to your goal like a GPS system, but instead of aiming for satellite positioning or satellite positioning, it's a target positioning system in your brain that you can train to have a target so specific and so emotional that your brain will allow very little distraction to get you there so fortunately through years neuroscience has proven that positive thinking is more than just a placebo effect. It's actually the creators of an internal pharmacy that really helps optimism become a biology of hope as well as a psychology of hope. Steve: These are some really extremely inspiring ideas, and I just think I know that so many of our listeners, including me, and I would expect them all to have this feeling of something special that they can do in life and then it takes going through thinking about their own unique talents in this introspection that you describe saying how I say that and how I specifically move forward and so These things that you're sharing are so important, so inspiring. I know they're in your books. As you think about this book The Psychology of Winning, you have talked about on some of the key parts that are really important for us to realize our goals. Denis: Well, that's a very good question. I think the first one is realizing that your inner value. I think it's worth internalized better than worth externalized, and I think you should feel deserving of success before you really experience it, which really means that if love isn't inside you, then how can you give away something you don't possess? So love should be there first, and I'm not talking about narcissistic self-love. That's what is being said, given my parents and my past, given who I am, how I look, what age I have my ethnicity of my religious beliefs, I'm kind of glad I am myself! And actually I'd rather be myself than anyone else in the world living at any other time, in fact that's who I am. I'm as good as the best, but not necessarily better than the rest, so I don't compare myself favorably or unfavorably to other people, although the Olympics do so with the standard of perfection, but it's just being an Olympian and competing against world-class standards - doesn't mean you're necessarily trying to knock and beat the other person. You're just trying to be the best against world-class standards. So I think the most important thing is to believe in your potential, because only then will you invest in yourself. If you don't feel worth investing and then you won't invest in it you will live your life as a spectator - happy to be in the stands and happy to be in the stands while watching huge performances, but it's much more fun to be in the arena arena small and involved. So I think the inner self-esteem of believing in your dream is when that's all you need to hang on to is the most important quality. And then the second is to always give more in price than you expect to get into paying, because it seems that you really have an unchanged boomerang. People have always called the Law of Attraction or the Law of Cause and Effect, but I've found when I'm really interested in helping other people don't really get something for me, but if I get out of me and into them and convey all the value that I have in the way of service or advice that way I don't expect a return on investment, but I usually get it ten times. So I've always believed that if you give more in price than you get in paying you'll be really rich in every sense, and then of course there's an idea of expectation, optimism, a mood revolves around optimism and people who believe in solutions and not just complain about problems, and we have so many critics and so many tweets and so many Instagrams and so many Facebooks and so many selfies. You know, I would like to be unselfish in the world of selfies, and I would rather have skin deeply, I would like to be a deep soul, and I would like to measure diversity not based on how you look outside, but the experience you had as you grew up. In other words, we all bring a variety of experiences, why should our eyes tell us what we should believe in and why the war years and our eyes should be those that are megaphone and also that block? So I believe that in anticipation of the best, that optimism, Harvard has a new placebo school, and they found that even people who are after stopping surgery, if you have bogus surgery that you agree with and they just make a small incision and sew it up, the chances of recovery and feel good are almost as good as if you have real surgery that shows that God has given us this incredible ability to believe in what we really want and valuable and gives us the pharmacological influence to do it in other words: endorphins and harbingers of peace and happiness. So I also believe that happiness is the decision you make and I train the Olympians, first of all, I decided to be happy and I think happiness is the decision, not the results, and if you wait for the result to make you happy, you will probably be forever hung in that suspense wondering when it will happen. Steve: Well, I'll just tell you, Denis, for all of us who are working to be our best, that literally creates a rendition of light, happiness within us that comes out and radiates and touches everyone. These are the things that you teach us and sharing with us today are the very things that create this light and I was taking good notes today. I thank you for that and I am always shocked at how fast time passes as we did. Denis: I know so! I am time to talk to Uber drivers and I said you know you have this incredible mechanism and they say: You're my little GPS that I have here on my dashboard so I can take, I said yes first you need to know where you are and then crank where you want to go and if you know where you are and where you want to go it's much easier to get there because it's called focus and specificity. And they go, wow, thanks for the information document! Will I get a tip? Anyway, Steve, it was a real thrill, a real honor for me to be with you. I just keep wanting to plant apple seeds like Johnny Appleseed, and I don't know how many of them will get into the soil and take, but it doesn't matter if you just keep throwing them - one or two, and all I want to do is make a difference in one or two lives, and that's enough for me. Plant the shadows of the trees under which I will never sit myself. Steve: Thank you. I can tell you for sure one person, and I know that it is countless people where it is the seed that has fallen and grown and continues to do so. So I personally thank you! Denis: Well, thank you, Steve. I hope we connect again we will. When you're here and I'm like that, let's really know the reunion. This is important - friends who haven't seen each other but are still friends for a long time. Steve: You bet, you can count on it. Now we can't finish this podcast without this question, and the question is, if you're giving in at your family or your friends and siblings around the world, what would that be? Denis: It would be that time is the only equal opportunity employer and please don't rush into your life trying to get rich only to find yourself too old to do what you save money to do and remember one most important thing: the values you leave in your children are far more priceless than the values you leave in your estate. My children never thanked me for all the money I spent on them, but we always talk and laugh and cry for the time we spent together. So make sure you spend time with those you love, not just tweets and that only Instagrams, not just text. Steve: That's great advice. Denis, how can people learn more about what you're doing? How can they have access to your book, your materials or whatever? Denis: I think you know, just going to DenisWaitley.com and I have that funny one to my name and I what I'm trying to do is create a library and most of them are free. So I'm not trying to get people to go to my site, so I'll be making money from them. I'm trying to go so that they'll be able to get NFL locker room style bouncy talks for free, which will mean that the music is a song if you're quoted and the best of what I've done. I preferred give them free then try to sell them something by subscription, so hopefully they will get more for free than trying to travel around the store. Steve: Great, thank you Denis for joining the show today. It was amazing! We wish our friends who Today is all the best and also you continue to make a huge difference in the world I Steve Shallenberger become your best world guide wishing you a great day. Day. the psychology of winning denis waitley pdf. seeds of greatness denis waitley pdf. psychology of success denis waitley pdf. wordmaster denis waitley pdf. the psychology of winning denis waitley pdf download. the joy of working denis waitley pdf. the winner's edge denis waitley pdf. semillas de grandeza denis waitley pdf

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