

SEPTEMBER 15

*I've never sought success in order to get
fame and money; it's the talent and
passion that count in success.*

—Ingrid Bergman

No Sacrifices, Please

When someone suffers for my success, we both lose. It is anti-success. In a win-lose situation *everyone loses*. My goal is to live in a world where no one's success depends on anyone else's pain and where no one's needs are sacrificed. There is enough love, space, and time in the Universe to meet everyone's needs. Many skeptics tell me that empathizing, listening for the other person's feelings and needs, is too time-consuming. In reality, it often takes only a few minutes. Afterward, resolution can be swift and simple. On the other hand, trying to convince others to do things our way even though they strongly disagree can be very time-consuming. If they give in, it will take more time to encourage, motivate, and push them to stay on our course. Take the time to connect, gain consensus, and inspire buy-in, and your life will run more smoothly and with greater ease.

Be aware of opportunities today to inspire consensus.

