

the next one. When you read the sayings, substitute "Persons at peace" for the term "winners" and "Persons still learning, but who will get there" for the "losers" (that makes me feel better!).

I don't think the world can be divided into two camps like that, and I don't believe each of us is consistently on one side or the other--if such deliniations can be made. There must be many gradations along the way. But, there is much wisdom in this little book. Think about each of these ideas and the implications--I find a lot of wisdom here:

A winner makes commitments; a loser makes promises.

When a winner makes a mistake, he says, "I was wrong;" when a loser makes a mistake, he says, "It wasn't my fault."

A winner works harder than a loser, and has more time; a loser is always "too busy" to do what is necessary.

A winner isn't nearly as afraid of losing as a loser is secretly afraid of winning.

A winner goes through a problem; a loser goes around it and never gets past it.

A winner says, "Let's find out;" a loser says, "Nobody knows."

A winner knows what to fight for, and what to compromise on; a loser compromises on what he shouldn't, and fights for what isn't worthwhile fighting about.

A winner shows he's sorry by making up for it; a loser says, "I'm sorry," but does the same thing the next time.

A winner would rather be admired than liked, although he would prefer both; a loser would rather be liked than admired, and is even willing to pay the price of mild contempt for it.

A winner listens; a loser just waits until it's his turn to talk.

A winner says, "There ought to be a better way to do it;" a loser says, "That's the way it's always been done here."

A winner respects those who are superior to him and tries to learn something from them; a loser resents those who are superior to him and tries to find chinks in their armor.

A winner paces himself; a loser has only two speeds: hysterical and lethargic.

A winner knows when the price of winning comes too high; a loser is overly eager to win what he cannot handle or keep.

A winner has a healthy appreciation of his abilities and a keen awareness of his limitations; a loser is oblivious both of his true abilities and his true limitations.

A winner takes a big problem and separates it into smaller parts so that it can be more easily manipulated; a loser takes a lot of little problems and rolls them together until they are unsolvable.

A winner knows that people will be kind if you give them a chance; a loser feels that people will be unkind if you give them the chance.

A winner focuses; a loser sprays.

A winner learns from his mistakes; a loser learns only not to make mistakes by not trying anything different.

A winner tries never to hurt people and does so only rarely when it serves a higher purpose; a loser never wants to hurt people intentionally, but does so all the time without even knowing it.

A winner uses amassing only as a means of enjoying; a loser makes amassing an end in itself--therefore, no matter how much the loser amasses, he never looks upon himself as a winner, and he never is.

A winner is sensitive to the atmosphere around him; a loser is sensitive only to his own feelings.

A loser blames "politics" or "favoritism" for his failure; a winner would rather blame himself than others--but he doesn't waste much time on any kind of blame.

A loser believes in "fate;" a winner believes that we make our fate by what we do or fail to do.

A loser feels cheated if he gives more than he gets; a winner feels that he is simply building up credit for the future.

A loser becomes bitter when he's behind and careless when he's ahead; a winner keeps his equilibrium no matter which position he happens to find himself in.

A loser smolders with unexpressed resentment at bad treatment and revenges himself by doing worse; a winner freely expresses resentment at bad treatment, discharges his feelings, and then forgets it.

A loser prides himself on his "independence" when he is merely being contrary and prides himself on his "teamwork" when he is merely being conformist; a winner knows which decisions are worth an independent stand and which should be gone along with.

A loser is envious of winners and contemptuous of other losers; a winner judges others only by how well they live up to their own capacities, not by some external scale of worldly success. A winner can have more respect for a capable shoeshine boy than for a crass opportunist.

A loser thinks there are rules for winning and losing; a winner knows that every rule in the book can be broken except one--be who you are and become all you were meant to be, which is the only winning game in the world. [I'm not sure I entirely agree there--I believe in "eternal rules for winning happiness" and do not believe we just "are" something--I think we are continually becoming.]

A loser leans on those stronger than himself and takes out his frustrations on those weaker than himself; a winner leans on himself and does not feel imposed upon when he is leaned on. [I would add to that that a winner knows when he needs to lean on someone else or when someone else needs to help and is able to ask for and accept help without feeling like a "loser."]

A winner seeks for the goodness in a bad man and works with that part of him; a loser looks only for the badness in a good man and therefore finds it hard to work with anyone.

A winner admits his prejudices and tries to correct for them in making judgments; a loser denies his prejudices and thus becomes their lifelong captive.

A winner is not afraid to contradict himself when faced with a contradictory situation; a loser is more concerned with being consistent than with being right.

A winner appreciates the irony of fate and the fact that merit is not always rewarded without becoming cynical; a loser is cynical without appreciating the irony of fate. ["Fate" should be translated as the earthly condition of hapless, often "unfair," circumstance which we agreed to subject ourselves to in coming to earth in an atmosphere of "free will."]

A winner knows how to be serious without being solemn; a loser is often solemn as a substitute for his lack of capacity to be serious.

A winner does what is necessary with good grace, saving his energy for situations where he has a choice; a loser does what is necessary under protest and has no energy left for moral decisions.

A winner recognizes that the only true authority is moral authority; a loser, having little inner respect, tries