

Inspirational Emails

Behavior = Success

What determines your behavior?

What a simple yet profound truth. **Our behaviors**, whether words, actions, performance, courage, risk taking, etc., **are usually the keys to success in whatever we're trying to achieve.** Your goal may be developing a new (or better) relationship with a loved one, customer, boss, or co-worker. You could be interviewing for a new job, a promotion, a raise, or a slot in a prestigious school. **Whatever your goal is, your behavior:** wise, entreating, empathetic, flexible, positive; or angry, rigid, self centered, and self-defeating, **will clearly influence the out come.**



So it obviously behooves us to **make sure we're on "our best behavior"** as our parents might remind us.

The next question is: **what determines our behavior?** Do we wake up in the morning and decide to feel like a loser, or act like an impossible jerk? Does eating a "power breakfast" ensure that we approach the challenges of our day in a relaxed and confident manner?



So what determines our immediate behavior - our state of mind? **Are you in a rested, positive, resourceful, cheerful state or an insecure state?** Can you see how your behavior might be influenced by a different state of mind-overwhelmed, fatigued, and anxious just enough to "tilt" your performance one way or the other?

Now the big question is: **what factors contribute to determining our state?** We'll explore these factors and how to actually change your state of mind as well as your behavior, in our next issue of Keys to Success.