

Playing to Win

With just ten days left before the close of June, ask yourself if you are playing to win or playing to *not lose*.

Aren't they the same thing? No way.

Most people play not to lose, in order to avoid fear or pain. "I'll play, as long as I don't get hurt." They will go all the way out to the edge of their comfort zone...and stop. When you play to not lose, you let fear stop you dead in your tracks. Fear of rejection, failure, success, disapproval, not measuring up, being uncomfortable, making a mistake, getting hurt, or looking foolish. Anytime you hear yourself say, "I can't," what you really mean is, "I'm afraid."

Wildly successful high-earners play to win.
They love winning far more than they hate losing.
They *focus* on winning.
They do *not* focus on "not losing."

And here's a secret lots of people don't know.

Wildly successful people are scared all the time. Why? Because they are always doing things outside their comfort zones. They are always taking risks. Fear never goes away, they just get used to feeling it.

Everything you are going after is outside your comfort zone.
Turn toward the fear and play to win.