

# Being A Winner

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What are the qualities of a winner? Look around at the executives in your organization, at your peers, at your employees. How many of them do you look at and see the word "WINNER" stamped invisibly on their forehead? Winners in life and at work have certain qualities in common. These qualities are sometimes hard to define, but easy for others to see. Are you projecting the qualities of a winner?

Being a coach can be a lot of fun. It can also be a constant learning experience as you help people achieve their personal and professional dreams. You see the similarities in people, as well as the differences. And you note the many common thoughts that people in all levels of an organization share.

One similarity that we have found lies in one's determination to succeed. People who contact a coach are people who look at where they are now, and where they want to be, and realize that they may need some help in reaching their desired goal. Through their desire to win they have realized that the best way to win, and to be a winner, is to understand the game thoroughly, practice it religiously, and keep their eyes focused on the prize.

Naturally the prize is different for different people. Some people set their goals monetarily; others based on the promotion to a certain level; or maybe it's just a feeling of respect that you want to obtain from your peers and subordinates. In spite of these various goals and definitions of success we have found certain qualities that all of the winners have in common:

- 1. Knowing their strengths and limitations**

People who succeed do so because they understand what they are good at, and what they are not good at. Their goals (personal or professional) are in sync with their strengths and allow them to do what they do best. And while they don't ignore their weaknesses, they have learned the old adage "Never try and teach a pig to sing; It wastes your time and annoys the pig." Instead of trying to "develop their weaknesses", they develop their strengths and arrange their work so that others can do those things they are not good at.

- 2. Treating other people with respect**

Winners understand that all people are different and respect those differences. Winning is not about being big yourself. It's not about making others look or feel small. And the first step in respecting others is learning to respect yourself.

- 3. Keeping a positive attitude**

Attitude is the key differentiator between winners and losers. Winners believe in themselves and those around them. Losers always believe that something will go wrong. And through that belief, things do go wrong. No one is asking you to

be a Pollyanna, but when you expect problems...they will happen. And when you expect triumphs...they will happen also.

**4. Continuous personal development**

Winners find a way to continue to develop themselves. Whether it's through training, seminars, reading, or even good old fashioned debates, winners are always looking to stretch themselves.

**5. Surrounding themselves with smart, talented people**

Winners are usually seen in the presence of other winners. They know that the positive feelings they get from other winners will make it easier for them to sustain their own mental highs. And hanging around with people who are convinced that "what can go wrong, will go wrong" will only serve to cast doubts about their own abilities.

So there you have it. The top 5 qualities of a winner. If you follow these 5 steps you will be well on the road to being a winner yourself.

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An engaged and energized workforce leads to higher productivity, reduced costs, improved customer service, and increased profitability. Employee engagement happens when your Corporate Culture, Leadership Style, and Employee Expectations are in synch.

The Fusion Program from ECI Learning Systems is designed to align these 3 concepts in your organization – engaging your employees and creating positive energy that will propel your company to new heights.

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