

**Secrets to Making a Difference**  
**From: Sheila Murray Bethel, PhD**

*You can be a leader, have a fulfilling life and make a difference in all that you do by building and enhancing these 12 success qualities.....how do you “stack up”?*

**HAVE A MISSION THAT MATTERS!**

Your life goal is at the core of your success..... what is your WHY?

**BE A BIG THINKER!**

See people. Places and things bigger and better than they are... are you seeing the “BIG PICTURE” of our company and what it can do for so many??

**BE ETHICAL!**

True success means having and expecting high ethics..... INTEGRITY and honesty cannot happen without ethics!

**BE A CHANGE MASTER!**

Create your own future by being flexible and innovative... Do you stand amongst the crowd or ABOVE IT and OUT FRONT!!

**BE SENSITIVE!**

Sensitivity to other’s needs, wants and values builds loyalty...speak with care and attention to others...they before YOU....

**BE A RISK TAKER!**

Remember: “Anything worth doing is worth doing poorly at first”!! ... do not fear failure... take the chance to reap the rewards...do differently or do not expect different results!

**BE A DECISION MAKER!**

Every decision you make releases more of your potential energy to succeed! SEE #4!!

**USE POWER WISELY!**

Remember: “The higher up you go, the more gently down you reach”

**BE AN EFFECTIVE COMMUNICATOR!**

The key to productive relationships lies in your ability to communicate.... Do you know the language of our business? Do you use it to talk to others? Do you explain it if they don’t get it???

**BE A TEAM BUILDER!**

Compete with YOURSELF – cooperate with others!!

**BE COURAGEOUS!**

Every Act of Courage strengthens your resolve... be NOT AFRAID!! SEE #6!

And lastly.... **BE COMMITTED!**

Commitment is the glue to your success. It is the difference between the winners and the losers!

***This will be the best decade of your life if you set out to MAKE A DIFFERENCE while pursuing success!!***