

## ATTITUDE

# THE DIFFERENCE MAKER

*“The real leaders in business, in the professional community, in education, in government, and in the home also seem to draw upon a special cutting edge that separates them from the rest of society. The winner’s edge is not in a gifted birth, in a high IQ, or in talent. The winner’s edge is in the attitude.”*  
— Denis Waitley, *The Winner’s Edge*

### VIDEO

Watch the video of John Maxwell teaching about attitude and take notes below.

**Question:** If you knew there was something you could do that would make a positive difference in your life, would you do it?

## CHOOSE A POSITIVE ATTITUDE – THE DIFFERENCE MAKER

Attitude Isn't \_\_\_\_\_ ... but ... It's the \_\_\_\_\_ Thing!

### 5 Big Attitude Challenges

1. \_\_\_\_\_ — The Gap Between Expectation and Reality
2. \_\_\_\_\_ — Growth = Change
3. \_\_\_\_\_ — The Size of the Problem is Determined by the Size of the Person
4. \_\_\_\_\_ — Fear vs. Faith
5. \_\_\_\_\_ — Can We Learn to Fail Forward?

***We are Responsible for the Choice of Our Attitude.***

## 5 Attitude Traits of Successful People

1. \_\_\_\_\_ — Willingness to Learn
2. \_\_\_\_\_ — Are you a Plus or Minus?
3. \_\_\_\_\_ — “I’m Never Down. I’m Up or I’m Getting Up!”
4. \_\_\_\_\_ — There is Always an Answer ... a Way
5. \_\_\_\_\_ — An Attitude of Gratitude

***We Cannot Control Our Circumstances – We Can Control Our Choices.***

## DISCUSSION

*Use the following questions to discuss the issue of attitude. Everyone is asked to participate and to be authentic in their responses.*

1. Maxwell discussed five attitude challenges in the video. What other factors do you think impact the formation of a person’s attitude?
2. Do people with negative circumstances and difficult or tragic personal history always have negative attitudes? Explain.
3. Do you know someone with great talent and opportunities who has a terrible attitude? What is the impact of that negative attitude on that person?
4. Do you agree or disagree with the assertion that your attitude is a choice? Explain.
5. If you believe a good attitude is a choice, then why do you think some people decide not to choose it?
6. What kind of impact do negative people have on you personally? What impact do they have on a team?
7. Do you consider yourself to be an optimist, a pessimist, or a realist? Why?
8. How much mental and emotional energy do you expend regularly to coach yourself on attitude? Should you be spending more?
9. If you could improve your attitude, what would be the impact on you professionally, on your team, and in your personal relationships?
10. What specific action can you take this week to improve your attitude?

## PERSONAL ACTION PLAN

*Take two minutes to complete the section below.*

How do you rate yourself on attitude on a scale from 1-10 (circle one)?

1   2   3   4   5   6   7   8   9   10

Why did you give yourself this rating?

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What benefit would you like to receive by improving in this area?

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If there is someone who exemplifies a positive attitude whom you admire, what traits does he or she exhibit?

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What specific action will you take this week to improve your attitude? (Be prepared to report back next week on how you did.)

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*Take one minute to share with the group what action you intend to take this week and how you hope it will benefit you and others.*