From: Ziglar Australia
To: _____
Subject: Zig Ziglar - Australia Newsletter
Date: Tuesday, 22 July 2008 10:05:22 a.m.

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Ziglar Australia Pty Ltd Newsletter

July 2008

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Dear Ray,

Obviously, there is little you can learn

from doing nothing.

- Zig Ziglar

Solving the "Blues" Problem

By Zig Ziglar

First, let me define the "blues." I am not referring to clinical depression, which is a medical condition and requires the help of a skilled physician. I use the term "blues" to describe the type of depression most of us experience at one time or another. It simply starts with a mild case of "stinking thinking" and accelerates into a severe case of "stinking thinking."

First, accept the fact that you (except in cases of chemical imbalances) can control your moods and that your actions will dictate your feelings. One sound psychological axiom is this: logic will not change an emotion, but action will. The old saying, "Act as if and it soon will be," has more than a kernel of truth in it.

Example: In the last 22 years there have been dozens of times when I did not feel like working out, but I have always gone ahead. Experience has taught me that once I start to exercise, I will feel better and enjoy the process.

It happens to you. The "opportunity clock" sounds off (negative people call it an "alarm clock") and you slowly get out of bed, not really feeling like going to work but knowing you have responsibilities. You do a little halo-adjusting and head for work. Once there you get involved in what you need to do and quickly forget about "not feeling like doing it."

Depression is almost always preceded by anger. You need to deal with the person or circumstances that triggered the anger. That's a major step toward putting it behind you. Next, put some order in your life.

Frequently, depression is caused or sustained by "loose ends" in our lives - a desk or office that is "a wreck"; a house or room that looks like a cyclone hit it. Get things around you in order and soon your thinking will be in order.

Next, do something for someone else. There's nothing more exhilarating than the feeling you get from helping someone else. Try these ideas to overcome your "blues" and I'll SEE YOU AT THE TOP!

Zig Ziglar is a motivator and teacher. He is the author of 26 books and loved by millions of people world wide for his practical wisdom and his gift of hope.

Getting Started in Personal Development- Growing the Self-Improvement Muscles!

By Tom Ziglar

One of my favorite quotes from Dad is, "You can make radical changes in minute steps." I love it because it is so pure and so simple, and it works! Many times people make the right decision to improve themselves and then go about it the wrong way, and this leads to disappointment and the wrong belief that their decision was flawed.

If you are just now making the decision to consciously improve your life, or if you are looking for a fresh start, here is a simple way to get started. The key is to START and then stay consistent.

Do you have five minutes a day you can set aside for your quest? It doesn't sound like much, and it really isn't much, but since it is more than you are doing right now you need to get the self-improvement muscles active.
Now that you have planned the five minutes, use the five minutes to put the good stuff in your mind. Read a great book or listen to audio. Do this every day. It's ok if you go over the five minutes, but make sure you do it every day. Do this for a week.

In your second week build up to ten minutes a day.
In your third week keep doing your 10 minutes, but figure out ways to get a two-for-one. Can you listen in the car or while you work out?

In your fourth week look for material that fits into three different categories - Physical, Mental, and Spiritual. People are tri-dimensional, so you need to develop all of these areas.

In your fifth week, get serious about setting goals for yourself. In fact, you could do this step anytime during the first four weeks, but sometimes it's good to get the mind focusing on the good stuff first before you jump into goal setting.

Once you get your goals set you will realize that you will want to work on financial goals, health goals, relationship goals, etc. Continue to put the good stuff into your mind every day for at least 10 minutes, and pick the information based on your goals.

This is a very simple plan that anybody can do, and it's a great place to start. In fact, you will most likely do better than this, and that's awesome! So, do you have five minutes?

Tom Ziglar is the proud son of Zig Ziglar and CEO of Ziglar. This article was taken from his blog, www.tziglar.wordpress.com/.

Tips for Successful Communication

By Joy Weaver

Here are some successful habits you should develop to enhance your conversation and communication skills.
Tips:

- Sincerely listen - pay attention when others are talking; it tells others that you are truly interested in them.
- Pay compliments - this is a great way to get a conversation started and make someone feel good.
- There is something special about everyone - it is our job to find it out and make that person feel special.
- Remember names. When you forget others' names, this tells them they are not that important to you.
- Maintain eye contact - it is rude to look away when someone is talking to you.
- Remember common interests so you can reference them in future conversations.
- Exhibit positive body language - this speaks volumes regarding how you really feel about what the other person is telling you.
- Always be up to date on current events to use in conversation - this gives you something to discuss other than yourself.
- Do not interrupt or monopolize the conversation. Refrain from telling long stories or dragging out details.
- Remember when telling a story, have an interesting introduction, a strong closing and make sure they are close together!
- Follow up! Follow up! Follow up! This is the key to building relationships with others.

Joy Weaver is a speaker, consultant and author. In her book, How to be Socially Savvy in All Situations, you can learn power tips and faux pas to avoid on fifty-one various business and social situations. For more information go to www.justaskjoy.com

What's Happening at Ziglar

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Are you looking for high powered results fast? The Ziglar 24Hour Sales Champion training is an intense one-on-one workshop that will give you the results you are looking for through a customised one day training session that will produce the actual content you will use to drive massive results immediately.

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