



## **Developing the Mindset to Navigate Life's Turns**



# ***The Mindset of Recognition***



## ***Identifying the Prerequisites for Change***

### **Answers Without Questions**

They say you don't know what you have until it's gone. The truth is, you know exactly what you have; you just never believe you'll lose it. You think everything's fine, that nothing needs to change -- until it's too late. You disregard anyone else's feelings, as well as your own need to change and grow, because those conflict with your desire to maintain the status quo.

You're passive. You wait for something to happen, then evaluate whether it was positive or negative and respond accordingly. While you express a desire to map out a successful future, you continue to be reactive instead of proactive. It's easier to focus attention on what you don't want instead of taking control of what's in front of you -- your family, your job, your mental and physical well-being, your other blessings.

Positive change will not happen until you recognize what you have power over, until you make a conscious effort.

### **Adjusting Without Changing**

People have an instinctive ability to adapt to most situations and often live by the adage, "It is what it is." Regrettably, while our ability to adapt is amazing, our ability to change isn't. When you least expect it, life challenges your courage and willingness to change. In such moments, you can either accept it for what it is or make it what you want. Just as failure is an inevitable, vital part of success, every detour is a critical part of your trip. Detours allow you to exercise creativity and resourcefulness by

moving forward in ways you had not anticipated.

*When you least expect it, life challenges your courage and willingness to change. In such moments, you can either accept it for what it is or make it become what you want it to be.*

Two weeks before my 45th birthday, while sitting in my mother's living room, I revealed that, after just one year and ten months of marriage, my wife had demanded a divorce -- my second such failure. Mom's response astonished me. As I spoke, she sat silently, tears forming in her eyes, staring at me with a look of unease and compassion that only a mother can express without saying a word. When I finished articulating my side of the story -- which, admittedly, was not entirely objective -- she said calmly but with unnerving resolve, "Son, you need to recognize that *you* have to change. You're the only common denominator in both marriages."

Mom's words were a huge wake-up call. I realized that while I had been adjusting my life to accommodate the changes that marriage brought into it, I wasn't doing more. I stopped growing, as if that were the end of my road and nothing further was needed from me.

A detour -- such as divorce -- is what you make it. It can be the beginning of something new and beautiful, or it can stop you dead. When you look within and diagnose your own need to change -- for yourself as well as for those to whom you're committed -- you will grow.

## **Writing Your Own Story**

Each of us has a unique story, a distinct life. When we're dissatisfied with ourselves, we sometimes covet the lives of those around us. But are those objects of our envy truly experiencing the lives they want? Unless you know them as well as you know yourself, you can't answer that question. They may be living a life they *think* they want or that they've convinced themselves is the best they can hope for. Sometimes it's easier to pretend to be what we aren't than it is to become who we should be.

Consider the difference between a costume and a uniform. A costume is something you wear pretending to be something else. A uniform, however, is a reflection of who you are within. Sometimes we spend a

lifetime trying on different costumes while searching for that one person or one career we believe will fit us just right.

If you're searching someone who can change your life, well, look in the mirror. You and you alone are the key. Don't rely on external validation to feel good about yourself. Start building stability within and an inner spring that energizes you with positivity no matter what others say or do. You weren't born to fit in; you were born to stand out.

To navigate life's turns, recognize your strengths, trust the true nature of who you are and commit. This is not your practice life -- this is your *actual* life. If others don't understand you, that's their hurdle, not yours. What matters most is that you understand yourself.

## **Carving Out a New Normal**

It's time for you to carve out a new, more authentic normal for yourself. Figure out who you really are and what you really want. Don't settle-- settling leads to frustration and misery, jealousy and pain. Be uncomfortable with being uncomfortable. Change your mindset. Steer clear of complacency and lazy thinking unless you're willing to accept complete responsibility for the disappointing results.

When you take ownership of your life, you control your happiness and self-esteem. Is it scary to push yourself? Is it difficult? You bet. Just remember that every loss, setback or hurdle can either be a dead end or an opportunity to grow. The choice is yours. Every detour you face in life becomes exactly what you make it.

UP NEXT...

***The Mindset of Reaction***

*Managing the Stress When Change Occurs*

# EVENT SPOTLIGHT

The kids aren't the only ones headed back to school. August saw Steve visit 7 different school districts in Texas and Oklahoma. He visited Durant Public Schools in Durant (OK), LaJoya ISD in La Joya (TX), Tahlequah Public Schools in Tahlequah (OK), Fredricksburg ISD in Fredricksburg (TX), Cinco Ranch High School in Katy (TX), Ponder ISD in Krum (TX) and Krum ISD also in Krum (TX). He delivered his signature keynote **Making a Difference**, which is popular in the Education sector, and received a STANDING OVATION all SEVEN times!



*"It was my privilege and honor to have had the pleasure of finally having you here spreading your wonderful message of making a difference! It took me years (6 to be exact), but it was worth the wait! Persistence pays off!!! May you continue to be blessed and continue making a difference!" — Cynthia Solis, La Joya ISD*

*Ovations...*





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June 13, 2014

Dear Mr. Gilliland;

The words "thank you" don't quite seem big enough, but thank you!! Having never seen you "live" before, there was just a little part deep inside where I was thinking "please, please, be as good in person as you are in recorded media." As the Event Director, not only were you everything I had hoped for, but so much more! The compliments and evaluations from our program are still coming in almost a month later and every attendee has something good to say about you. We are hearing compliments such as, "Best Speaker Ever"- "Great way to kick off the Summit!", and when asked to rate your program 1 out of 5 (5 being the best) we are seeing 10's!!! You did an outstanding job! This was our 29<sup>th</sup> Annual Summit, so when we hear from attendees who have been attending for 29 years that you were the best speaker ever, it really speaks volumes! You are delightful to work with and you are a true professional. I think you could tell from the audience's standing ovation that you were well received. I heard repeatedly in the days following that our clients want more "Steve's" for future programs. Thank you for going above and beyond not only with your presentation but in your travels to be with us.

Sincerely,

Robin Berseth  
Events and Technology Director  
GMS, Inc.

## LOOKING AHEAD...

### Steve's September 2014 Schedule

Sept. 3 O'Fallon, IL  
Sept. 4 Lawton, OK  
Sept. 9 Greensboro, NC  
Sept. 10 Flint, MI  
Sept. 11 White Sulphur Spring, WV  
Sept. 12 Orlando, FL  
Sept. 13 Bethesda, MD  
Sept. 13 Richmond, VA  
Sept. 15 Philadelphia, PA  
Sept. 16 Washington, DC  
Sept. 17 New Orleans, LA  
Sept. 19 Fajardo, Puerto Rico  
Sept. 22 Craig, CO  
Sept. 23 Craig, CO  
Sept. 26 Denver, CO  
Sept. 29 Saratoga Springs, NY  
Sept. 30 Des Moines, IA



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