



Developing the Mindset to Navigate Life's Turns



The Mindset of Resolution



Unearthing the Power of Determination

Staying the Course

How do you know when it's the right time to make a change and begin to take the small steps that will hopefully lead you to success and a more positive life? Perhaps a more appropriate question is how will you feel if you don't make a change at all? Picture yourself then. Change doesn't need to be a colossal plunge. It might simply be a shift in attitude or a new approach to something. If it feels too daunting, you can probably break it down into smaller, less risky steps. Feeling at least a little anxious when you face a detour is normal, but don't let fear prevent you from heading in the right direction. The instant you decide to be positive, you will point yourself toward your accomplishment.

When barriers appear, it's normal to change direction, but don't lessen your resolve to get there.

On the other hand, if you think, "This is never going to work out," every fiber of your being will deflate and give up the fight. Sure, there will be days and weeks when you'll want to stay in bed and pull the covers over your head. Resilience can be learned, however. Be strong. People with the mindset of resolution focus on what they have rather than on what they don't have. They accept their present circumstance and make the most of it. They are grateful for what they have and are realistically optimistic.

When life frustrates you, fuel yourself with resolve. At the end of the day, life is hard for all of us. You might look at successful people from the

outside and think they have it. You might think you're putting in as much effort as someone else. The truth is, we often overestimate our own determination and underestimate the determination of those around us.

A Lesson from Nike

As 2014 ended, I contemplated what differences I wanted to make in the future and which parts of my life are fine just as they are. I listed my priorities, including practical considerations, and recognized that I needed to make some drastic changes and restore balance where some boundaries have been overstepped. My challenge -- just doing it!

In 1988, Nike launched their 'Just Do It' campaign. Not only did it brand their company in an astonishing way, it inspired people to push themselves toward success, to simply get off their butts and accomplish things. Easier said than done! The phrase "Just Do It" doesn't offer much wiggle room. Then again, that's the point.

Openness and honesty are the sunlight necessary to make effective and efficient decisions.

Most people will find themselves at a career crossroads at some point in their lives. For me, it wasn't so much a crossroads as it was a desire to simplify a multifaceted existence. Knowing it would be difficult for me to do this myself objectively, I sought the counsel of friends, family and professional colleagues. I am a firm believer that openness and honesty are the sunlight necessary to make effective and efficient decisions. I discussed all of my options to make sure my decisions were thoroughly explored rather than arrived at emotionally.

With everyone's help, I made some robust choices that have, candidly, surprised a lot of people. From selling my Pittsburgh Steelers seat licenses at Heinz Field, which I have owned for three decades, to selling shares in a company I co-founded, I was determined to make sweeping changes. I even scrutinized my philanthropic undertakings. While I have found my

altruistic endeavors rewarding, I also felt overwhelmed at times by these various activities. Based on the counsel of my primary supporters, I withdrew my involvement with certain benevolent events. This decision was based exclusively on my objective to restore balance in my life. Four sons, four grandsons and aging parents can produce a variety of detours that can profoundly readdress your priorities. I am well aware that all good things must come to an end and, thus far, I have had an incredible ride. I just want to make sure I end it on the right note and don't look back with any doubts.

A Lesson from a Friend

A good friend of mine, who is an amazing speaker, author and person, is also a supporter of mine. While I have never ceremoniously defined Scott Burrows as a mentor, he truly is a person who has guided and motivated me through his own resolution. People define success in many ways. To him, it's simple: Success is who we are, what we believe in and what we ourselves think it means to be successful. For some, that means money; for others, relationships, family, jobs, religion or education. To Scott, success is deciding what you want, then acting on it. It is reaching your personal dreams while contributing to the lives of others -- and being able to accomplish things independently. Scott has achieved his goals on his own terms and at his own pace.

Perseverance, willpower and goal setting are infectious.

Scott played college football at Florida State University under legendary coach Bobby Bowden as a walk-on wide receiver and was a top-ranked kick boxing champion, having his last fight broadcast by ESPN. Later that year, his life took a dramatic turn when he was involved in a serious accident that left him paralyzed from the chest down and diagnosed a quadriplegic. Despite this grim prognosis, Scott refused to be sidelined. After graduating from college, he became a top producer in the financial and insurance industry, qualifying for the Million Dollar Round Table -- a 100% commission-driven sales award -- before forming Global Golf Group, a successful, international, family-run firm specializing in golf

course development.

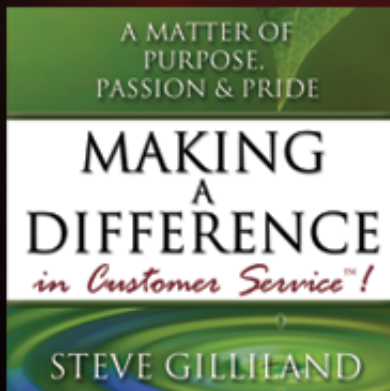
Scott employs his paralysis as a visual metaphor. He encourages his audiences to stand up to their challenges -- regardless of circumstances -- and achieve their absolute best by developing the mindset of resolution. His perseverance, willpower and goal setting are infectious. Scott is a shining example of how success is determined by how well you adapt to change, doubt, uncertainty and fear.

UP NEXT...

*The Pre-Release Offer of the book **DETOUR**
Developing the Mindset to Navigate Life's Turns*

EVENT SPOTLIGHT

On January 23, 2015, Steve had the pleasure of delivering his **Making a Difference** keynote to over 2,500 HR professionals at the Human Resources Professionals Association Annual Conference in Toronto. The keynote was received with much enthusiasm as was evidenced by the hundreds of mentions on various social media sites. Check out #HRPA2015 and see what they had to say.



Ovations...



Mark Ingram
Manager, Corporate Communication

January 27, 2015

Steve Gilliland
CEO
Steve Gilliland, Inc.
P. O. Box 1600
Mocksville, NC 27028

Dear Steve,

On behalf of PowerSouth's Board of Trustees and management staff, I want to thank you for taking time out of your busy schedule to be our keynote speaker at our 2015 Trustee Update. You hit it out of the park! Our trustees were inspired by your stories and key message points on making a difference. You received extremely high marks on your presentation!

"Steve was outstanding. He truly hit a homerun with our group. His mix of heartwarming family stories and though provoking points on making a difference set the mark for our meeting and our vision of Exceeding Expectations Every Day."

"Steve's presentation was nothing short of entertaining and inspiring. His style of presentation kept our group engaged and wanting more. Steve would be a huge asset to any group or convention looking for an amazing inspirational speaker."

Again, we appreciate you sharing your time, talent and expertise with us. I truly hope you enjoyed your stay.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark', with a stylized flourish at the end.

Mark Ingram
Communication Manager

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Interesting Fun Facts About Steve Gilliland



Steve Gilliland sponsored a race car.

LOOKING AHEAD...

Steve's March 2015 Schedule

9	Williamsburg, VA
10	Playa del Carmen, Mexico
11	Davenport, IA
12	Bridgewater, NJ
19	Vincennes, IN
20	East Syracuse, NY
21	Lafayette, LA
23	Springfield, MA
25	Charleston, SC
26	Charleston, SC
27	Charleston, SC
30	Chicago, IL

Catch Steve Daily on
SiriusXM Radio's
Laugh USA &
Blue Collar Radio



**Steve Gilliland is now a part of the Social Media
Community. Follow him on...**





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