

Volume 1, Issue 3

# MOTIVATED

THE MAGAZINE THAT MOVES YOU!

## ADVANTAGES OF SETTING GOALS

Let goals boost you higher

## THE EARTH MOVER

You never know just who you're helping

## SUCCESS WITH PEOPLE

How to advise others without offending them

## NOTHING IS IMPOSSIBLE

Don't fall into the "impossible" trap



3

## **The Earthmover**

You never know just who you're helping

4

## **Advantages of Setting Goals**

Let goals boost you higher

6

## **Just for Fun**

Pay those bills...

7

## **Answers to Your Questions**

Why worry?

8

## **Success with People**

How to advise others without offending them

10

## **Nothing is Impossible**

Don't fall into the "impossible" trap

10

## **News and Views**

Reaching the top

12

## **Notable Quotes**

Set your sights high

**Issue Editors**

Volume 1, Issue 3  
Christina Lane  
Souad Abuhalmim  
awexdesign.com

**Design**

**Contact Us:**  
**Email**  
**Website**

motivated@motivatedmagazine.com  
www.motivatedmagazine.com

Copyright © 2002 by Motivated,  
all rights reserved

I recently came across an anecdote that used a simple illustration to make a big point. It related the story of a father and his children who were accustomed to taking long hikes in the mountains. The children knew every trail and track up the mountains.

On one of their long marches, one of the boys was feeling tired. "I cannot go on," he said. "I'm too tired." His father looked at him. "See yourself at your destination," he said. "Extend your mind to seeing yourself there." The father tried to teach his boy that by projecting the thought of success, half the battle is won.

We all feel overwhelmed at times by the challenges of life. They loom over us as if we were standing at the foot of a huge, steep mountain. Just the thought of having to climb that far to reach the top can be rather daunting. Our normal reaction tends to be to think of all the reasons why it can't be done. The road seems strewn with obstacles—those frightful things you see when you take your eyes off the goal.

Projecting the thought of success at times like this is half the battle won. Once we have determined to be successful and reach our goal, we have to figure a way to get there. Learning to get past the obstacles in life in order to reach our goals is what this issue of *Motivated* is about.

We hope it will help bring you a step closer to your goals.

Christina Lane  
For *Motivated*



# THE EARTHMOVER

-- By Les Brown, adapted

“Emergency! Code Three!” Dreaded words! I responded immediately, flipping on red lights and siren as I was told the address and directions. I sped past parked cars and passed drivers who did not pull over on the highway.

I had just begun my working day. Actually, it was my day off, and I had been called in to replace another officer who was sick. I knew next to nothing about this particular neighborhood and had intended to drive around to familiarize myself with the area. Now, my first call was a life-and-death emergency several miles away.

I had been a patrol officer for some time, but no matter how many life-and-death situations an officer faces, when a child is involved, the heart beats faster and the urgency seems even greater.

I decided to take a highway that was still unfinished, as it was next to impossible to get through the traffic. Just ahead was the street that would take me to my destination. Then, anguish swept through me. Between me and that road was a deep, wide ditch and a steep embankment!

Tires screeched as I stopped, red lights still flashing. I got out and looked down at the busy road so far below me.

“God help me!” I cried out silently. “What am I to do? If I go *around* the road, I’ll be too late!”

“What’s the matter, officer?”

I looked up and saw a man sitting on top of the biggest earth-moving vehicle I have ever seen. He must have been sitting two stories high.

“Child choking...I have to get down there!” I pointed. “But there’s no way to get

to that road. If I go around I’ll never make it!”

“Follow me, officer—I’ll *make* you a road!”

I jumped in my car and took off after him, amazed at what the mammoth machine could do. The huge buckets on the side of it were full of dirt. He dumped them into the ditch.

My heart raced as the minutes ticked by. The earthmover started down the long sloping embankment, scattering dirt. Huge clouds of dust enveloped us. It seemed like hours, but in reality it was only a short time before the earthmover lumbered down on the highway, blocking traffic in both directions.

I raced, siren screaming, the few short blocks to the street name I had been given, and frantically searched for the correct address. Almost at once I found it. As I burst through the doorway, a terrified young mother handed me her tiny baby boy. The baby was already turning blue. Was I too late?

“Oh God! Please help!” I silently prayed. All I remember about the next few seconds was turning the baby upside down, and smacking his little back. The deadly object flew from his throat onto the floor. It was a button that had let a tiny bit of air through, but not enough. The baby cried, waving his little fists—but he was alive and breathing again!

Back in my car I logged the details of the incident, reported in by radio, and drove down the street, shaken, but very happy. I glanced up and silently whispered,

“Thank You!”

**Continued on page 6**



# advantages of Setting Goals

Let goals boost you higher

**H**OW true the saying, “To achieve all that is *possible* in life, we must attempt the *impossible*. To be as much as we *can* be, we must dream of being *more*.”

However, attempting the seemingly impossible can appear like a daunting task or a far-away dream. We may wonder how to start and question if we’ll ever get there. If that’s the case for you at the moment, you may want to set some *goals* for yourself rather than tackle the seemingly impossible all at once.

Why goals? Well, there are many good reasons for setting goals. We can tend to be shortsighted. If we focus only on today, we may miss seeing the forest for the trees

right in front of us. We may tire in well doing and lose the vision.

Goals are like the steps that get us from the bottom of the mountain to the top. If we find ourselves at the bottom of a mountain and there’s no gradual incline, but the sides of the mountain are sheer and steep, we figure there’s no way we’re going to make it up. Goals are steps cut into the mountain, which enable us to climb the mountain one step at a time. Goals are the notches where we can place our feet and our hands. Goals give us something to grip, something to grab a hold of, something to take our next step on.

# Goals are like the steps that get us from the bottom of the mountain to the top.

If we wonder how we can ever make it to the top, well, we don't have to feel like we have to do it all at once. All we need to look at and deal with is the next step ahead of us. We can trust God to make it to our next goal, our next step, the next level. That next step isn't too high to reach, is it?

So setting intermediate goals is really a key to success because it puts on a believable, attainable level what might otherwise look unobtainable. If you're having a hard time figuring out how you're going to climb some mountain in your life, then break down the mountain into step-size goals. Don't worry about reaching the top all in one jump; just take one step at a time.

With each step you make, each goal you attain, there's a feeling of fulfillment, accomplishment, and satisfaction—because you've come that much closer to your major goal. Pretty soon you begin to believe that you might actually make it up to the summit, because all those steps add up.

Before you know it, you will have climbed quite a ways.

Goals spur us on and keep us from getting discouraged or giving up and relying on past accomplishments, because there's always more to do. That's why we should never stop setting goals. To keep from stagnating, we always need to have a goal, a vision of what could be and what *will* be if we keep climbing ever upward, one step, one goal at a time.

If in spite of having specific goals it still looks like a steep and difficult climb, try making even smaller goals—mini-goals, if you will. That will help alleviate the feeling that you have to tackle everything at once. Setting daily, weekly, and monthly goals will make your long-term personal goals more manageable and will give you more confidence that they can actually be reached. Let goals boost you higher. ■

Yes, with God's help, we had just saved a baby's life. And, I had learned that I would be helped in this work by a loving, caring God who would hear a prayer and help a troubled officer get his car over a ditch.

The next day, as I drove along, I came to the place where only twenty-four hours before I had stood in desperation. I slowed down as I again saw the earthmover. I wanted to thank him. The driver waved and yelled. As he ran towards me, I could see he was deeply moved. He stammered, "The...the baby..." He stopped, unable to speak.

Surprised at his deep emotion, I tried to reassure him, "The baby is all right. Thanks to you—you helped save his life. I never would have made it in time. Man, that was teamwork!"

He gulped, "I...I know...but what I didn't know when I helped you was..." His lips quivering, he added in a whisper, "That baby was...my son." ■



## Just for Fun

A man received a computerized bill. The balance due column read \$00.00. He threw it away. A month later the same store sent another bill with the following notation: "This balance is now past due." He circled the zeros and sent the bill back to the store. A few days later he received another scorching computerized letter. It admonished him to pay his debt of \$00.00. Realizing that nothing can be quite as stubborn as a computer, he finally sat down and wrote out a check for \$00.00. He received no further bills from the store.

**Humour is enjoying the contrast between the way things are and the way they ought to be, and being able to laugh about it.**

# Answers to your Questions



**Sometimes I feel like I'm being overcome with worries. What can I do to stop worrying so much?**

**A** Who doesn't worry sometimes? We worry about failing in school or in our work. We worry that we won't be able to make ends meet financially. We worry about the ones we love. We worry about our future. We worry about what's going to happen in the world. We worry about so many things.

Most worries come down to one of two things: remorse over past failures and situations gone wrong, and fear over the future.

How can we keep such fears from affecting us? One good answer can be found in a most unexpected place—modern ocean liners. They are constructed in such a way that in case of fire or serious leakage, watertight, fireproof steel doors can be closed to seal off the damaged compartment from the

others and contain the problem, so the ship can stay afloat.

So it can be in the “ship” of our lives. In order to make the most of today and best prepare for the future, we need to learn to seal ourselves off from worries about yesterday with its mistakes and failures, as well as from needless fears about tomorrow. Otherwise our worries may cause us to sink.

Try to live by the motto, “Do not worry about tomorrow. Each day has enough trouble of its own.” Have you ever noticed that it's the things that never happen that seem to worry us the most? Like the writer and humorist Mark Twain said toward the end of his life, “I'm an old man, and I've had many troubles—most of which never happened!”

One businessman drew



up what he called a “worry chart,” where he kept a record of his fears. He discovered that 40% of them were about things that probably would never happen, 30% concerned past decisions that he could not change, 12% had to do with other people's criticisms of him, and 10% were unfounded worries about his health. He concluded that there were valid reasons for only 8% of his worries.

Worry is like a rocking chair; it gives you something to do, but it never gets you anywhere. You can ask God to help you not worry, because He has promised that all things work together for good to those who love Him. So why worry? You're in His care. ■

# SUCCESS WITH PEOPLE

By Les Giblin, adapted

## How to advise others without offending them

### The seven musts for successful criticism

Often when we tell another person, “I’m telling you this for your own good,” we’re not. We’re telling him to bolster our own ego by pointing out some fault in him. However, there are going to be times when the successful leader must point out errors and “correct” those working with him. This is truly an art, and one that most would-be leaders fall down on.

The real purpose of criticism is not to beat the other fellow down, but to build him up—not to hurt his feelings, but to help him do a job better.

#### Criticism must be made in private

If you want your criticism to take effect, you must try to not offend the other person’s ego. The mildest form of criticism made in the presence of others is very likely to be resented by the other person. Justified or not, he will feel he has lost face before his co-workers or associates.

#### Preface criticism with a kind word or compliment

Kind words, compliments, and praise have the effect of setting the stage in a friendly atmosphere. It assures the other fellow that you are not attacking his ego, and puts him more at his ease. The natural reaction of a person called in for what he perceives as criticism is to get set to defend his ego. A person with this defensive frame of mind is not receptive to your ideas. Praise and compliments open the other person’s mind: “I know from past experience that you are always looking for little ways to constantly improve your work. It occurred to me that...”

#### Make the criticism impersonal

Criticize the act, not the person. Here again, you can sidestep the other person’s ego by focusing on the results of his actions or behavior, not his judgment or motives. After all, it’s the results of his actions that you are interested in. By pinpointing your criticism to the results of his acts, you can actually pay him a compliment and build up his ego at the same time:

“Jamal, I know from past experience that this error is not typical of your usual performance.”

“George, the only reason I mention this is that it is not up to your usual high standard.”

## Supply the answer

When you tell the other person what he did wrong, also tell him how to do it right. The emphasis should not be on the mistake, but the means and ways to correct the mistake and avoid a recurrence.

One of the biggest complaints of workers is, “I don’t know what is expected of me. Nothing I do seems to please the boss, yet I am never sure what he wants.”

Nothing can lower morale in an office, factory, or home quite so much as an atmosphere of general dissatisfaction without there being any clear defining of just what is expected. Most people are anxious to “do right” if you tell them what “right” is.

## Ask for cooperation; don’t demand it

Asking always brings more cooperation than demanding. “Will you make these corrections?” arouses much less resentment than, “Do this over, and please, this time see that you get it right!”

When you demand, you place the other fellow in the role of slave and yourself in the role of slave driver. When you ask, you place him in the role of a member of your team. Team feeling, the feeling of participation, gets much more cooperation than force.

It also makes a great deal of difference whether you put your criticism on the basis of “I’m the boss, and you’ll do it this way because I say so,” or whether you put it on the basis of, “Here’s what we’re shooting for, and here’s what you can do to help us achieve our goal.”

## One criticism to an offense

To call attention to a given error one time is justified. Twice is unnecessary. And three times is nagging. Remember your goal in

criticism: To get a job done, not to win a battle of egos.

When you’re tempted to drag up the past, or rehash a mistake that is over and done with, remember the illustration of how the man in the air traffic control tower “criticizes” the pilot to help bring him in safely. If the pilot is off course, the controller in the tower doesn’t hesitate to tell him what he is doing wrong, but he does so in a calm, matter-of-fact way. He doesn’t use recriminations or blare his criticism over loudspeakers, “Well, if that isn’t a dumb way to come in for a landing!” Instead, in strict privacy to the pilot’s earphones, he simply says, “You’re coming in too low.” And once the error is corrected, the matter is forgotten.

## Finish in a friendly fashion

Until an issue has been resolved on a friendly note, it really hasn’t been finished. Don’t leave things hanging in the air, to be brought up later. Get it settled. Bury it.

Give the other fellow a pat on the back at the end of the interview. Let his last memory of the meeting be the pat on the back.

RIGHT (smiling): “I know I can count on you.”

WRONG: “Now that you’ve been told, don’t let it happen again.”

RIGHT: “I know you’ll get the knack of it—just keep trying.”

WRONG: “You’ve either got to show improvement soon—or else.”

Remember that criticism, to be successful, must be for the purpose of accomplishing some worthwhile goal for both yourself and the person you’re criticizing. Don’t criticize just to bolster your own ego, and steer clear of the other fellow’s ego when you must correct him. ■

# NOTHING IS IMPOSSIBLE

## Don't fall into the "impossible" trap

When Michelangelo was ordered to decorate the ceiling of the Sistine Chapel in what is now part of Vatican City, he refused. He had never done any work of that kind and said he could not do it. But he was told his refusal would not be accepted. When he discovered that there was no alternative without unpleasant consequences, he mixed his colors and went to work. And thus came into being one of the world's finest paintings. There are few who realize what possibilities are locked up within them until some necessity compels them to attempt something they have always considered impossible.

Impossible is more than a word; it's a state of mind, an attitude. If we feed and cultivate it, it will become an integral part of us. Its hold can be seductive, because it provides an easy way out. No action or effort is required, because "it's impossible," so why try? This attitude leads to defeat. Those who let it take hold will soon find that if they can be defeated in one area, they will be defeated in another, and

another, and yet another. Impossible is the way of cowards, the excuse of the defeated. "It can't be done!"

Impossible is a vicious cycle. It breaks down noble aspirations, shoots down high goals, and shatters dreams. Impossible is a thief in the night, robbing us of courage. Impossible, in short, renders one powerless.

Wrapped up in this single word "impossible," such a seemingly innocent and natural conclusion, lies a deadly poison. Impossible is the scourge of mankind; it enslaves and traps and binds. There is no freedom for those who endorse the impossible. There is no power, no light, no life, and no liberty. Impossible is a downward spiral—once we are trapped in its grip we go down, down, down.

We must rise above the impossible. We must not waver, nor give way, nor fall into this trap. We need to steer clear of this hazardous device and not fall prey to the "it's impossible" mindset, for this frame of mind challenges the very might and power of God.

All things are possible if we believe. With God's power within us there are no impossibilities, nothing is too difficult, and nothing is inconceivable—if we will only believe. Let's not fall into the "impossible" trap. ■

## NEWS VIEWS

## Reaching the Top

By Zig Ziglar, Creators Syndicate, Inc., adapted

When I sent my manuscript for my book *Over The Top* to the publisher, he returned it and said, "You can't tell people how to go over the top until you identify 'the top.'"

My first book was *See You at the Top*;

consequently, I anticipated no difficulty in identifying "the top." However, for over two months I struggled to come up with the definition of "the top." Finally, I just threw up my hands and said, "It'll come to me."

My wife and I were visiting her sister

Eurie in a nursing home. Many of the people there are seriously ill, but Eurie, who has Multiple Sclerosis, only needs help with a few minor activities, such as getting in and out of her wheelchair. When we go to nursing homes, I always feel like a fish out of water. I am one of those solution-oriented people who doesn't know what to do when I'm faced with something that can't be fixed. My wife takes a different approach.

She talks to people, listens to them, and makes them feel every bit as special as they are.

On this day, I was having more than my usual degree of difficulty handling the visit, so I walked outside and started to pray. I asked God to give me the kind of heart for others my wife has. I was outside for about 15 minutes, and when I returned, these words came to me.

# The Top

You are at the top when...

...you clearly understand that failure is an event, not a person; that yesterday ended last night, and today is a brand-new day.

...you have made friends with your past, are focused on the present, and are optimistic about your future.

...you know that success (a win) doesn't make you, and failure (a loss) doesn't break you.

...you are filled with faith, hope, and love; and live without anger, greed, guilt, envy, or thoughts of revenge.

...you are mature enough to delay gratification and shift your focus from your rights to your responsibilities.

...you know that failure to stand for what is morally right is the prelude to being the victim of what is criminally wrong.

...you are secure in who you are, so you are at peace with God and in fellowship with man.



...you understand that others can give you pleasure, but genuine happiness comes when you do things for others.

...you are pleasant to the grouchy, courteous to the rude, and generous to the needy.

...you love the unlovable, and give hope to the helpless, friendship to the friendless, and encouragement to the discouraged.

...you can look back in forgiveness, forward in hope, down in compassion, and up with gratitude.

...you know that "he who would be the greatest among us must become the servant of all."

...you recognize, confess, develop, and use your God-given physical, mental, and spiritual abilities for the sake of God and for the benefit of mankind.

...you stand in front of the Creator of the universe, and you would hear, "Well done, good and faithful servant." ■



## Set Your Sights High!

It's exciting to look forward and up to heights you're soon to attain if you keep forging ahead, climbing, winning, and don't quit.

Many inventions have been produced by fairly average men. Maybe they didn't know it couldn't be done.

When you put a limitation on what you will do, you have put a limitation on what you can do.

Attack each challenge not with why you can't, but how you can.

No greater accomplishment ever came to pass unless some man dreamed that it should, some man believed that it could, and some man willed that it must.

Make no little plans; they have no magic to stir men's blood. Make big plans; aim high in hope and work.

Set your sights high and aim at a goal that you know would be good if you could ever attain it. There's no use bringing our goals down to the level of low resolve. We should try to raise our resolve to the level of higher goals.

Those who have faith in God always get to their destination.

We need faith to give life meaning, purpose, design, and a goal.

