

LifeFOCUS

Discover the Power of Perspective

By Dr. David H. McKinley

ENERGIZING YOUR RELATIONSHIPS

Walt Disney said there are three kinds of people in the world:

- 1) **Well Poisoners**—those who discourage; pollute; *you can't* mentality.
- 2) **Lawn Mowers**—good intentions; self absorbed; mow own lawns, but never help others.
- 3) **Life Enhancers**—people who enrich the lives of others.

Is this true of you? "To dwell up above with those that we love, O that will be glory. But to live here below with those that we know, that's a different story."

"Whether it is a matter of closing a deal or asking for a raise, or motivating a sales force of 5,000 or negotiating one to one, or buying a new company or turning around an old one, business situations almost always come down to people situations."
—What They Don't Teach You in Harvard Business School, Mark McCormack

"The kiss of death on anyone's personnel file is they don't know how to get along with people."
—Lee Iacocca

How Can You Energize Rather Than Deplete the Relationships of Life?

► **Develop an understanding of the needs of those around you.**

"A man's wisdom gives him patience." Prov. 19:11

We all need four things:

- 1) Recognition
- 2) Encouragement
- 3) Security
"You cannot antagonize and influence at the same time." —John Knox
- 4) Hope

Golden Rule: "Do for others what you would like for them to do for you. This is a summary of all that is taught in the law and the prophets." Matthew 7:12 (NLT)

► **Diffuse the hostilities that rise within you.**

"As the beating of cream yields butter, and a blow to the nose causes bleeding, anger causes quarrels." Proverbs 30:33 (NLT)

"Those who are short tempered do foolish things."
Proverbs 14:17 (NLT)

Damage Control

Be aggressive with your attitude

Be constructive with your words

"There is one who speaks like the piercings of a sword, but the tongue of the wise promotes health." Proverbs 12:18 (NKJV)

"A gentle answer turns away wrath, but harsh words stir up anger." Proverbs 15:2 (NLT)

Be protective of your friends

"Overlook an offense and bond a friendship; fasten on to a slight and—good-bye friend!"
Proverbs 17:9 (The Message)

► **Depend on the God who is above you.**

"If you're going to play together as a team, you've got to care for one another. You've got to love each other. Each player has to be thinking about the next guy." —Vince Lombardi