

Believe in yourself - You are a Winner!

Don't be intimidated by others who have been successful. Just concentrate on your own achievements. Keep working toward your own success. Know that whatever you think of is in your power to achieve. It will take a plan and action, but you can achieve it.

You are a winner if you are motivated and creative. Motivated people are creative people and this winning combination produces productivity in business and in life. It builds a spirit of excellence into your being which allows your gifts and talents to flow without ceasing.

The following is a powerful story which illustrates the need to act:

During the sinking of the Titanic, two other ships played a significant role in the drama of the Titanic disaster: the Californian and the Carpathia. The captains of these two ships reflect some of the best and worst characteristics of the actions of a leader.

The Californian had a reserved and cautious captain. When he heard about the ice in his path he slowed down and then stopped and waited for daylight. The usually stormy North Atlantic was amazingly calm that night. The tranquillity of the sea must have also overcome the crew of the Californian. Her bridge-watch saw the Titanic approaching just a few miles away; then saw her stop dead in the water. At first they thought she was taking the same precautions for the ice which they had taken. The captain told the watch to wake him if there were any developments. Then the Titanic fired a rocket, which is always a distress signal at sea. When awakened the captain reasoned that she must be signalling another company ship which they could not see. The wireless operator was asleep and they did not even wake him to see if he could contact the Titanic. Then more rockets were fired and the Californian's crew continued to humour themselves with the same explanation. They actually watched the Titanic go down, telling each other as her lights dimmed and slipped beneath the sea that she was sailing away! Had they responded to the first distress signal the Californian may well have been able to save all of those who perished.

The other ship in the fateful drama of the Titanic was the Carpathia, captained by Arthur H. Rostron. He was known for his ability to make quick decisions and to energise those who served under him. At 12.35am the Carpathia's wireless operator burst into Captain Rostron's quarters to report that the Titanic had struck an iceberg. Rostron reacted in character – he immediately ordered the Carpathia to turn around and accelerate to full speed in the direction of the Titanic; then he asked the wireless operator if he were sure of the message; a remarkable contrast to the reaction of the California crew!

Captain Rostron then immediately organised every part of the crew and ship to be ready for survivors and wounded. He was heading at full speed into the same ice field that had stopped the Titanic. He did not reduce speed but took every measure to reduce the risk to his own ship and passengers by adding a man to the crow's nest, two more men on the bow, one on each wing of the bridge, and he stayed there himself to watch for icebergs.

At 2.45am they saw the first iceberg. They steered around it and kept going. During the next hour they dodged five more. At 4.00am they reached the Titanic's last called position and began

picking up lifeboats. The difficult rescue of the Titanic's survivors was carried out with such order that peace reigned over all.

The Californian's captain and crew, as close as they were to the Titanic, found reasons to procrastinate about the fate of the Titanic and in so doing, many lives were lost.

The immediate action of the Carpathia's captain and crew, however, even though they were so much further away from the disaster, saved many lives. They are a demonstration of "action without procrastination". They did not sleep as others did – they were prepared and took immediate action.

In Conclusion –

To reach your FULL POTENTIAL, accept the CHALLENGE with ENTHUSIASM.

COMMIT yourself to the task ahead and take ACTION and not to procrastinate.

INSPIRE yourself and those around you with your COURAGE and the way you handle the PRESSURES that inevitably appear.

Never forget you are ACCOUNTABLE for your actions and that you must take RESPONSIBILITY for your DECISIONS.

When you have successfully achieved all the above you will have SUCCESS UNLIMITED!