Habit #4: Think Win/Win
Think Win/Win

- What is it?
  - A frame of mind
  - An attitude towards life
  - “I can win and so can you”
Other Views: Win/Lose

- Pie of success is only so big – If you get a big piece there is less for me
Win/Lose

• What it looks like:
  – Trying to get ahead at the expense of another
  – Spreading rumors about someone else (as if putting someone else down builds you up)
  – Always insisting on getting your way without concerning yourself with the feelings of others
  – Becoming jealous and envious when something good happens to someone close to you

“The trouble with the rat race is that even if you win, you’re still a rat” – Lilly Tomlin
Lose/Win (The Doormat)

- You give in
- You are always the “nice guy”
- You are the peacemaker
- You set low expectations
- You compromise standards
Lose/Lose

- The Downward spiral
- If I’m going down you’re going down with me!
- Misery loves company
- Example: “If I can’t have Kyle, I’m sure as heck not going to let my friend Payton have him!”
Win/Win

• Believe that everyone can win
• You care about others and want them to succeed, but you also want to succeed yourself
• Believe there is plenty of success to go around
  – (Like an all-you-can-eat buffet!)
How to think Win/Win

• **Starts with YOU**
  – You must be secure and confident with yourself first

• **Avoid COMPETING and COMPARING**

**Healthy**
- Compete against self
- Challenge to do your best

**Unhealthy**
- Tie your self worth to winning
- Use it to place yourself above another

**WE ARE ALL DIFFERENT!**
Oh yeah, well at least I am better than him!

I’m better than you!

I’m a LOSER!

Dangers of comparing!
Quick Thinking

• Pinpoint the area of your life where you most struggle with comparisons. Perhaps it’s with clothes, physical features, friends, talents.
• Write it down
• Write why you struggle with this and what you think you can do about letting it go.
Win/Win

• Why do it?
  – Friend-magnet
  – You’ll feel good about YOU
Quick Activity

• Think of a person who you feel is a model of Win/Win
• What is it about this person you admire?
• Write down 3 ways that you can try to emulate this person.