

If you're going to be successful in business, you need to be the kind of person that draws other people who want to work with you. With few exceptions, most people want to work with people who have an upbeat and positive attitude.

Unfortunately, many people have sloppy habits of thinking and speaking that drain the energy of the people around them. With that in mind the first step is to realize that **YOU** are in Control. Attitude is not the result of what happens in the world, but how one decides to interpret what happens in the world.

For example: Many adults grumble when it snows, while most children are delighted. This illustrates that one's attitude to the weather is essentially arbitrary. It's not the weather that creates the attitude, but the interpretation of what the weather means.

Arguing that "children like snow because they don't have to go to school" is missing the point. A snowbound child could just as easily mope around inside and complain about not being able to play baseball because it's snowing.

In short, attitude is the "mental filter" through which one sees the world. Most of us have a variable filter that creates resourceful attitudes and non-resourceful ones, based upon arbitrary interpretations of events.

The challenge is to trade our variable filters for a consciously optimistic mental filter, in order to consistently create the attitude that results in top business performance.

With that in mind, here are five quick techniques that will quickly improve your attitude in ways that will increase your ability to influence others:

1. Stop using negative phrases such as "It's impossible," or "This won't work," which program you for negative results. Instead, substitute phrases like "That might be challenging" or "We'll need some alternatives" that leave the possibility of eventual success open and available.
2. Whenever somebody asks "How are you?", don't come out with the something depressing like "Hangin' in there" or "Same old, same old." Instead, respond enthusiastically with "Terrific!" or like Cal - "Fan-tastic!" Then make that your reality, too.
3. Stop complaining about things over which you have no control, such as the economy, your company, the customers, etc. Focus on what you can change, what you can accomplish, and what you can do for your business, your customers, and your customers' customers.
4. Stop griping about your personal problems. What good does it do other than to depress you and everyone else? Do what you can to deal with your problems and then use your energy to keep yourself on track and in high spirits.
5. Substitute neutral words for emotionally loaded ones. For example, rather than saying "I'm enraged!" say "I'm a bit annoyed..." or (better yet) "I've got a real challenge..." Neutral words keep your mind from getting into emotional feedback loops that keep you miserable and alienate others.

A positive attitude - optimism, expectancy and enthusiasm - is the key difference between a top business performer and an average one and it plays a key role when seeking contact and referrals from other members.