

How normal people have acquired great results in life

How To Get



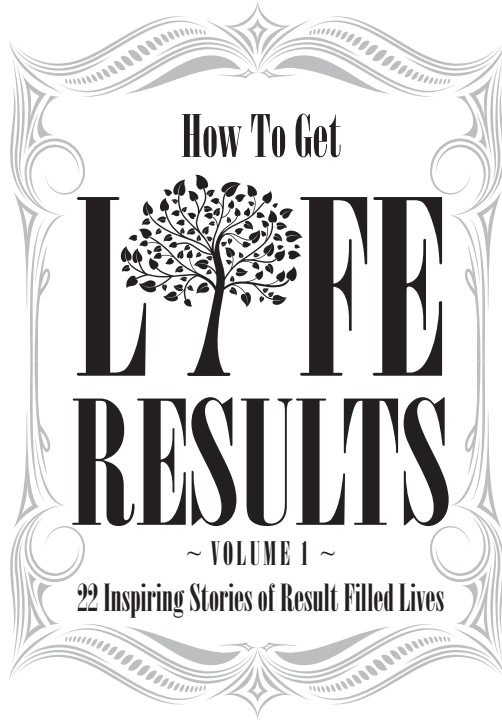
LIFE
RESULTS

~ VOLUME 1 ~

22 Inspiring Stories of Result Filled Lives

By Anton Guinea

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By Anton Guinea

How to get Life Results - 22 Inspiring stories of result filled lives

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The moral rights of the author have been asserted. The stories presented are only brief outlines of the lives of those documented, and are only a brief outline of what is possible. The success of these people may not be replicable, though application of the strategies documented will improve lives.

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Anton Guinea 2009

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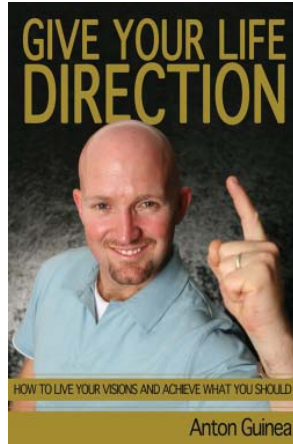
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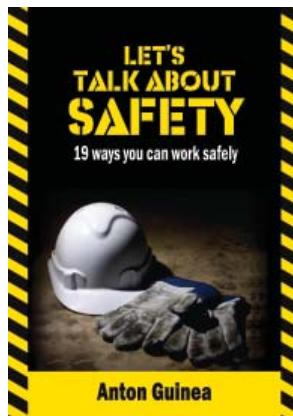
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DEDICATIONS

As always, to my dear wife, Julie, who remains a willing participant in all of the crazy stuff that we (mostly I) get up to. Toby and Zac, as always, are the apple of Dad's eye, and they continue to provide a source of both joy and love for their parents. You three are my reason for living.

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How to get Life Results

FOREWORD

By Mark Graham

In my time, I have seen many people give their best and succeed in all areas of life. As a career rugby league player, and since then as a coach, I have had the pleasure of watching both junior and senior footballers reach the pinnacle of their sport and their life. I am constantly amazed at the capacity of the human spirit when it comes to digging deep both for one's self and for one's team.

It is with that in mind that I was happy to write the foreword to this book.

Life is not only about the sporting field, though, and it is not only about being your best for 80 minutes. Life is a journey that involves ups and downs, twists and turns, tragedies and triumphs. This book is a great example of what people, and what you, can achieve.

Those people that you will read about in the coming pages have managed to succeed in life by committing to their goals and objectives and staying the course through the tough times. You will read about a burns victim, you will read about a cancer sufferer, you will read about a reformed drug addict and you will read about a motivational speaker, amongst many others. The list of achievements is endless, right through to the students who are excelling at their studies. These are the same students who were enlightened enough to commit to their studies during

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their school years, and who set themselves up for post school success (one of the people in this book has a goal to work for NASA).

Reading through the pages of this book, and having previously read Anton's articles in the local newspaper, has been inspirational. I have been impressed and inspired by the quality of stories documented here, including the depth and breadth of the messages and lessons that could apply to anyone who has the commitment to follow through and to change their lives.

Life can be a challenge, though it is not the challenge that determines the person, it is the response to the challenge that defines a personality. With that in mind, look for the power and the wisdom in the following pages and consider what value these messages may have to your own life.

I believe that things happen for a reason, and I believe that we are all here to make a difference. With that in mind, read on and see how the people mentioned herein have changed the world.

Mark Graham

Named in the New Zealand Rugby League Team of the Century

Named the New Zealand Rugby League Player of the Century

INTRODUCTION

The year was ending and New Years Eve was the next major event on the calendar. It was December 31 when I received a call from Mat Ovenden, Editor of the Gladstone Observer (the local rag), asking for my advice on a topical issue. With January 1 fast approaching, he explained, everyone would be creating their New Year's resolutions. It is that time of the year when people start an exercise program, give up smoking, again, start saving for a new holiday, pay off the debts from Christmas or just commit to working no more than 8 hours per day in the next year. You know how it goes, the gyms pack out for the first two weeks in January until the sore muscles make it too hard to push through, and then even the most passionately embraced New Year's resolutions become a list of what you were going to do.

So, when Mat called, he was quite specific when he asked "is it possible for New Year's resolutions to be effective, and why don't we always achieve them?" It is a great question and Mat also asked if I would be prepared to contribute to an article which would be printed in The Gladstone Observer on New Year's Day that discussed the whole issue of New Year's resolutions. Mat was chasing my opinion, as a Motivational Speaker, and I sensed it was an opinion that he was just as interested in personally, as well as to provide some information for the local readership.

Having agreed to contribute to the article, I made a mad dash down to Mat's office for the obligatory photo shoot and interview with Patricia, the Journalist, who was as interested as Mat in the science behind making resolutions both achievable and exciting enough for you to follow through on and actually complete. At the end of the discussion, during which I had provided my thoughts on what was important for the

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article, Patricia used her copious notes to produce the article ‘Set a goal, not a New Year resolution’. You can see from this title of the article what my feelings are about New Year’s resolution.

Some key thoughts in the article included:

‘New Year’s resolutions have gained a reputation as easy to throw away. But with a little planning and some clear direction, motivational speaker Anton Guinea believes anyone can use the New Year to change their life.’

‘To start with, call your resolutions goals. “I encourage people to put timelines and sub-goals against them,” Mr Guinea said. “People keep setting the same resolutions every year and they keep missing them”’.

‘The definition of insanity is doing the same thing and expecting a different result’. If you are new to goal setting he recommends choosing one thing to focus on. Try to make sure it is a goal that gets you excited, and track your progress with timelines and events.’

‘Include your loved ones and tell the world.’ They’ll come back to you and ask “how’s that going?”

‘Create timelines for when you are going to have things achieved by. You’ve gotta be specific and make sure you review your goals.’

‘Anton Guinea believes it is possible to achieve your New Year’s resolutions by planning and tracking your progress.’

That was the key message I wanted to give with readers: resolutions will work if they are treated like goals, and if they are made exciting and specific, as well as being measurable, realistic and time-based.

During the interview, Patricia asked me what my goals for the year were. Although I did not expect the question, I was well aware of what I wanted to achieve, and was able to articulate them clearly. My top goals (personal, fitness and professional) were:

1. To enter a body building competition on October 4 at 2 per cent body fat,
2. To develop skills in share trading,
3. To work at home for at least one day per week,
4. To buy 2 investment properties, and
5. To write another book.

There was more detail behind each of these goals, but by including them in the article, I had put them out there for all to see, and for readers to hold me accountable.

About a week later Mat called again, he had read the article published on New Year's Day and wanted to discuss some of my comments. As well as asking more about the goal setting process, Mat was interested in my own personal goals and how I was going to achieve them during the year, especially the writing of another book.

He told me that he wanted to help me achieve the goal of writing another book, by 'letting' me write an article on a motivational topic of my choice for The Gladstone Observer to be published each Friday. He also asked if I would include stories of people who had achieved outstanding results in their own lives. I would then be able to publish the articles in a book, and presto, one goal completed.

It sounded like a great idea, so with excitement and enthusiasm, I commenced the process of writing weekly articles. Each article was

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written in two parts (over two weeks): the first part related to a topic of life improvement (or general motivation); the second part told the story of someone who had achieved outstanding success (in relation to the life improvement topic), and how they had taken on their life improvement journey.

By far the most fun part of writing this series of articles was my interaction with so many amazing people. Some of the people were friends or acquaintances, and others were recommended to me during the course of the year. I relied on my brother Joe, who was always ‘throwing names at me’; he never let me down, and I am grateful to him.

This book is a compilation of both the life improvement articles, and the stories of normal people, who live life to the full, and who have achieved remarkable results in life and continue to be an inspiration to us all. It was a great experience to be able to share the stories of every person that I wrote about, and I thank them warmly for their contribution to the success of the article series (although not everyone wanted their photo or surname printed).

As you read through this book, try to apply their examples to your own life and try to achieve the same results. Of course, please contact me at anton@theguineagroup.com.au with any comments or suggestions that you might have for future volumes of this book series.

Since our first discussions, Mat has also become an author – of a cook book aimed at the Aussie male. It is called *Gourmet’1* (Gourmet for males). It was published and distributed in time for Father’s Day. Of course I purchased a copy, though even the simplicity of the recipes did not appear to help my cooking ...

CHAPTER 1

Learning | Beliefs

*Whether you believe you can, or you believe you can't,
you are correct – Henry Ford*

Although there are many important aspects of your life, and your behaviour, to consider when it comes to improving your results, the one area that we cannot overlook from a motivational context is your BS (this is not what you might think, it is your belief system). If your belief system is faulty, you may be telling yourself that you are not able to achieve all that is possible in your life. In fact, you are capable of achieving anything that you want to– that is what your BS should be telling you and what I will repeat numerous times in this book.

What are your beliefs and why are they so important? Your belief system has been developing since your earliest memory, but contrary to popular opinion, your life events did not shape your BS – rather it is the meaning that you attached to each event that shaped your belief system. When you tried something, and didn't succeed, you formed the belief that you could never achieve it, without ever trying a different approach in an attempt to obtain a different result.

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According to Tony Robbins, there are actually three types of beliefs: opinions, beliefs and convictions. Opinions are not strongly held and are generally based on very thin or vague information or evidence. Beliefs, though, are formed after we experience several re-enforcing events. Convictions are beliefs that are just so strongly held in our mind that it would take a significant effort to change them.

Your beliefs shape every aspect of every decision, every action and every outcome in every area of your life, because you act in a way that is both supportive of and in alignment with your belief system. When you believe something is too hard or unachievable, like losing weight, quitting smoking or being self employed, for example, you will either not attempt to do it, or any attempts will be very short lived. If as a female, you believe that all men are untrustworthy, you will never be able to commit to a mutually supportive relationship. But if, on the other hand, you believe that the sky is the limit, you will climb the mountains and try to touch the clouds.

This is a very easy concept to understand, as all you have to do is look at those times and areas in your life that you have been notably successful. Then examine the belief system that supported it. Alternatively, look at the times when you weren't as successful (remember, you didn't fail if you learnt something from each event or effort) and the belief system that blocked your success.

The good news is that, as with every other area of your life, you have the ability to analyse your belief system and the power to change it to a more supportive and energizing system. As with your habits, this involves a process of looking deeply and determining which beliefs are holding you back. When you know what these are, you can go through a process of overwriting them. You can do this yourself, if you are passionate and determined.

To give you some examples of a poor BS; “I am too fat,” “I am not smart enough” and “I am not good at that” all come to mind. By contrast; “if they can, I can,” “all I need is within me now” and “if it is to be, it is up to me,” are all empowering beliefs which will allow you to achieve more than you ever thought possible.

As an aside point, the best tip that I can give you is, when you are going to change anything, or improve something, do it with passion, do it with energy. The best way to imprint a new belief into your subconscious is by repeating incantations.

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Chapter 1

Real Results | Paul



Name: Paul

I first met Paul in 1994, when we were both tradesmen in our early Twenties working in Pannawonica, a small mining town in Western Australia. Paul was a Diesel Fitter and I was an Electrician. We were both from Queensland; Paul is of Aboriginal decent from Burketown and was married with a young son, Jake.

For my first four months in Pannawonica I was living as a bachelor, as Julie did not relocate to the west until after our marriage. In that four months, Paul and I spent much quality time together; life was grand for us both.

Tragically, in 1996 Paul separated from his wife, suddenly finding himself a single father with a 3 year old son. After an unsettled 12

months, he travelled back to Queensland with Jake to be closer to his family and found work on a mine site near Charters Towers.

On Christmas Day, 1997, Paul was called into work to repair a faulty steam pipe. When he was about 3 metres from the pipe, and was approaching it for the initial inspection, it burst. The pipe sprayed him with intensely hot (superheated) steam, causing second and third degree burns to 70% of his torso, legs, arms, neck and face. Because of his remote location, one hours drive from the nearest town, it took the emergency services quite a while to reach him. The pain of serious widespread burns is horrific (an understatement) and Paul spent the next four months in burns units and hospitals recovering. He was supported by his family and friends, who also took care of Jake.

During the more than 11 years since the accident, Paul has struggled physically, mentally and financially. Although Paul loved his trade, he has been unable to return to work as a Diesel Fitter because his skin is still tight, and he cannot spend long periods outdoors due to the adverse effects of direct sunlight. He has tried many different things, including studying to be an Accountant. He found that making a career change was difficult, though, as all he had ever known was diesel fitting. Six years ago, Paul moved to Victoria for the cooler climate, and it is only since the move that Paul has started to find his niche in life.

When the weather permits, Paul now spends his early mornings fishing, and his evenings trading the US stock market. Paul is financially comfortable (some might say wealthy), and his bank account is growing. Jake is succeeding at school and excelling at sport, and Paul is constantly involved with both of these endeavours.

So, how do beliefs and belief systems relate to Paul's story?

Paul and I have remained in contact throughout the past 11 years, and I have been able to observe the results that he has achieved in

life. Recently, I asked Paul if any good has come about because of the accident, which has ‘forced’ him to create the life that he now lives. His answer was a solid ‘no’, because he always knew that he would be comfortable, regardless of the circumstances. “Anton, I had started investing in property while we were in Pannawonica, and I might now be a successful property investor, if not for the accident.” What a great belief system! He knew he was destined to succeed.

Another of Paul’s beliefs is that there is always a way to get there. He always breaks things down, and never overcomplicates things. He likes to say, “If you can’t get over it, then you’ll just have to go under it.”

Another example of Paul’s belief system surfaced during a recent game of golf, where he commented, “Mate, it’s only a matter of hitting a little white ball and putting it in the hole.” Even though he had not played golf since before his accident, he proceeded to drive the ball several hundred metres up the middle of the fairway. His unwavering belief is that anything can be achieved if you simplify it, and break it down. On the rugby league field, Paul was one of the smallest players on the team, however his achievements were unbelievable. “It is all about your mindset,” he says, “if you believe you can, you will. Just go hard and keep going at it”. He has a “never give up” attitude.

We recently got onto the topic of goal setting, and after I spent too long rattling off all my goals, Paul simply commented that he was looking forward to making a million dollars from the stock market. “Crikey Anton, if I can’t do that in the next few years, I’m not trying hard enough. It’s hard work and complicated; but if it was easy, everybody would be doing it.”

Good on ya, Paul! Love your work.

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CHAPTER 2

Learning | Decisions

*Know that it's your decisions, and not your conditions,
that determine your destiny – Tony Robbins.*

It is vital to understand that every outcome, every event, every situation that you have experienced in your life is a direct result of the decisions that you have made. Your decisions are your power to make things happen (or not to – through procrastination – more on that soon) and your ability to create and set in motion a course of action.

The first step in achieving any result is a decision. That is not all there is to it obviously, as when you decide to do or to achieve something (especially if it is a challenging activity), your chances of success are about 50%. Why so low? Well, not all decisions are followed by actions, at least not straight away. You may decide to get a new job, but you don't update your resume, scan job adverts, or ring prospective employers. Decisions that are not followed by action are called passive decisions. They have the potential to change your life, but only when you act on them. My advice here is to 'never leave the site of a decision without taking some action'. That might be to write it down, to tell someone, or to move straight into the planning stage.

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The planning stage is the stage immediately following the decision making. When you plan to follow through, or to complete something, you boost your chance of success to 75%. The planning is the ‘how’ you will achieve your result. If your decision is to obtain your driver’s license, for example, the ‘hows’ will include driver training, a theory examination and practical experience. The planning stage converts your decision from being passive to being active.

Next, to ensure that you are able to follow through on the decision, and on the plan that you have made, your action plan must be scheduled. The scheduling stage is the ‘when’ you will carry out your action plan. If your decision is to build a new home (or renovate, as my wife and I are currently planning), your house will not materialise until you have a start and a finish date. By creating the ‘whens’ of your decision, you have raised your chance of fulfilling your goal or getting the result to nearly 100%. Obviously, circumstances can conspire against you, but generally, once you have made a decision, and taken action to achieve it, the universe will conspire (and find ways) to assist you. You will suddenly notice opportunities that you may never have noticed if not for the decision that you made and the results you are pursuing.

So, the first step is the decision, and then comes the plan and the schedule, followed by the desired result. The message is to ‘just get started’. Take action. Do something towards what you want to achieve. The biggest hurdle people face is taking the first step. When you take the first step, you set in motion a course of action and you immediately change your future and you change your life. By not taking the action that you know you should, you are procrastinating, which is just another name for making a decision not to do something, either now, or ever.

But if you have started, you have taken some action. If you are not getting the desired results, the decision to commence must have been a bad one, right? Wrong! There are no bad, or wrong, decisions. If you try something, and you are not completely successful, you will at the very

least, have learnt something. Any effort that you use to learn something is not wasted effort. Remember that it is not how many times you get knocked down that counts, it is how many times you get back up.

If you are not getting the desired results, you simply need to change something, and try again. Make the decision to try again and then make the decision not to give up until you have been successful. When people tell me that they have tried everything, and have not succeeded my response is that there is no way they could have tried everything. If they had, they would have achieved the desired results.

In summary, decide what you are going to achieve and go after it. Take some advice from Nike and 'Just Do It'!!

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CHAPTER 2

Real Results | Stephen Davidson



Name: Stephen John Davidson

Age: 42

Occupation: Volunteer worker with the aged, facilitator for ‘Smart Recovery’ (an addictions programme) and Goalkeeper trainer for local Soccer club.

Favourite Quote: After taking so much for such a long time, it feels kind of nice giving back!

In my line of work, I meet some truly inspirational people, and I hear motivational and uplifting stories. I hear stories about people that have overcome adversity, and changed their lives for the better. Every one of these people has been committed to improving themselves, and they have made quality decisions to do just that. Steven Davidson is one of those people. His life reads like a novel or movie script and it has been one of self-inflicted hardship, addiction and depression. He has since risen above these challenges; his decisions, both good and bad, have led him to where he is now.

Steven was only a young boy when he started down the track of a drug-addicted life. “I started drugs at 11, sniffing glue, there were only

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a few of us doing it and everyone else seemed a bit square” he told me during our discussion.

Steven shared his story with me while we were sweating it out on the treadmill at our local gym. As drug abuse was quite foreign to me, I was amazed at just how open Steven was with me about the life of a drug addict – he was even willing to show me the “20-year needle point” on his right arm and share the suffering and the emotional roller coaster that drug addiction causes.

At only 12 Steve had already tried marijuana, and at the age of 16 he was regularly injecting speed before going out partying. “It was just a social thing to keep you up all night, horny, partying and chasing girls,” he said. Even at that stage, quite subconsciously, Steven was deciding to make drug-taking his way of life; this must be every parent’s nightmare.

Ten years later, at age 26, Steven was still injecting, and his daily intake of drugs now also included heroin and ecstasy. Up until then, he had managed to maintain some sort of ‘life’, although he was selling drugs for money (as a middle man at times), and enjoying a comfortable lifestyle from the proceeds.

The next ten years, between the ages of 26 and 36, were tragic for Steve as the drug-taking started to rule his life. “I had a several hundred dollar a day drug habit, and everything that I had ever owned was sold to second-hand shops to support my drug taking,” he told me casually during a chat over coffee as if this was a normal way to live. The decisions of his youth and his young adult life had brought Steven to clinical depression, and he had contemplated suicide. Not only had he never worked a full time job, but at the age of 36, all his worldly possessions could fit into a red, white and blue plastic carry bag. Steven describes himself as a ‘junkie’ during that period of his life. But he noted with pride, “Although I was a junkie, I was moral, and never

resorted to crime to support my habit.” He had tried unsuccessfully to stop taking drugs and he was terrified at the thought of being a drug addict for life. After many years on the disability pension (due to his addiction and methadone treatment) he decided to move to Gladstone.

That is where the Steven Davidson story changes for the better, and changes so dramatically that it should be an inspiration to anyone that has experienced difficult times, but especially people that have been affected by drug abuse.

At age 36, Steven made the decision to clean up his life. He is now 40 and has been ‘clean’ for 4 years. He recently commenced his first full time job. Steven is now employed as a Youth Development Officer at the local Community Services centre, where his role is to support the troubled and challenged youth of our community. Steven also runs a Smart Recovery Program, which is designed to help people caught in the addiction cycle to get clean and change their lives.

Needless to say, the decisions that Steve, is making at this stage of his life are more productive, inspirational and responsible than those that he took in his younger years. “Even if I can help one person to get off and stay off drugs, it has all been worth it. You can do it, it just takes effort and support, like the support that I had from Mental Health Services and my friends and family.” Steve also credits regular gym visits with helping him to stay clean.

In summary, Steve decided early in life to take drugs, which led him into a 25-year addiction. He has now decided to help people to change their lives.

As a foot note to this story, I asked Steve how to help my children avoid the pitfalls he encountered. “Good parenting, and good peer groups are the best weapons,” was his very short and direct answer.

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CHAPTER 3

Learning | Challenges

Challenge yourself and change your life – Anton Guinea

There are many times in life when you feel challenged; you feel threatened and unsure how you will get through the situation, the day, or even the week. The old saying that ‘life was never meant to be easy’ comes into play, and in your own way, you work out how to overcome the challenge and move on, generally having learnt something and better off for the experience.

Whether at work, in your relationships, your finances, or other aspects of your life, situations arise which require you to dig deep into your resources. You have to work hard, and you may have to enlist the help of a mentor or a coach, to make decisions that seem far too difficult at the time. You may have to present to senior managers, you may have to end someone’s employment or you may decide to start investing. These times can become defining moments of your life, providing what is termed as ‘experience’, and fostering the growth and the development of both your skills and your emotional endurance.

These times are sometimes called what Tony Robbins terms SEEs or significant emotional events. Beside death and taxes, there are two other

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certainties in life: everything changes over time; and life will challenge you and ask more of you than you will generally ask of yourself. I believe that you can also be certain that following every SEE, you will be a changed and better person for the experience (more on SEEs in a later chapter).

So, if every challenge will allow you to grow, why don't you challenge yourself more often? Why don't you embrace situations that allow you to develop your skills, your abilities or your bodily fitness level? Many people do look for challenges in life, but many others prefer to stay within their comfort zone for long periods, and avoid mental or emotional opportunities to become a bigger and better person.

The two main reasons that people do not challenge themselves are fear and belief (or the lack of it). People fear that they will fail, so they never try. People also believe that it will be too hard, and again, never try to climb the mountain, lift the weight, present the story or purchase the investment. Sometimes, underlying the fear, they just don't have enough information to get started. That may be the first challenge, to do the research.

The good news is that there is nothing that you cannot achieve, regardless of how hard it appears at the time. And yes, you know exactly which things you currently think are outside your ability although you would love to try them, and achieve them somehow. When you 'take up the challenge', one of two things will happen: you may not complete your challenge (so what, you have learnt something, and having grown, you can change your approach and try again); secondly, you may complete it (you will be unbelievably proud of your achievement, your confidence will grow, and you will decide that you are capable, courageous and do have an ability of which you weren't previously aware).

If you have unexpectedly achieved a result, you may again lift yourself, and challenge yourself ever further. Eventually, this will become common practice for you (a lifestyle change), and you will be growing and developing skills and abilities that are surprising even to you. Furthermore, you may even inspire someone else to follow in your footsteps. Others will be motivated by your achievements, and will start to challenge themselves and in turn improve their own abilities and emotional strength. You may even become a mentor for them. You will have added value to your own life and to someone else's. What an outcome! All from taking on something that at one time seemed an impossible mountain to climb. Some people decide to run a marathon, others decide to become self-employed and for some it is getting a full time job or giving up drugs (as with Steve's story from the last chapter).

What is it that will change your life, and inspire others?

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CHAPTER 3

Real Results | Don McIntosh



Name: Don McIntosh

Age: 35

Occupation: Network Operator with Country Energy

Favourite Quote: Remember the past; think of the future, but live in the now!

In part 1 of this chapter, I wrote about how challenging yourself to achieve what you think is unachievable will help you to change your life, improve your confidence and even inspire others. Well, in September of 2007, I met someone who had done all of the above, and much, much more. I had travelled to the Snowy Mountains to speak to workers at a company called Snowy Hydro and I was invited by Don and Bronwen McIntosh for dinner in their home in the small town of Khancoban. Don and Bronwen are outstanding people. Bronwen had cooked a beautiful roast for me to share with them but unfortunately, I was on a strict white meat and green vegetable eating plan, in the lead-up to a body building competition. When I mentioned that to Don, he told me that he also had a major event coming up.

“Anton, I am going to compete in the 2007 ‘Snowy Hydro Upper Murray Challenge’, he said.” “This challenge is an annual race consisting of 3 high-endurance events (mountain biking, paddling and running). The undulating 38-kilometre mountain bike ride starts in the New South Wales town of Khancoban, at 338 metres above sea level. The transition is on the Swampy Plains River where you swap from the bike into kayaks for a 26-kilometre paddle in fast moving water. Then it is time to strap on the joggers for a 25 kilometre run on a mountainous dirt road that includes a gruelling steep climb to the top of Mount Elliot, 939 metres above sea level. The last 6 kilometres follows the tar road back into Corryong at only 239 metres above sea level.”

“I have never done this before. I mean, push myself to the absolute limits. Yes, it helps that I have always been active and enjoyed riding my mountain bike, but never have I done the distances that are part of this race. The closest I came to these distances was riding my mountain bike for about 30km. Normally, I would just ride with friends, and when we got too puffed we would stop, have a chat and talk each other up” Don went on to tell me.

“I completed the challenge last year (in 2006), and I swore that I would never do it again. The challenge for me was not to win or even get top ten, the thing I really wanted to do was to complete the event.” Don said that the turning point was the afternoon that he lodged my entry form via email. “Once I hit the send button, I thought, gee, I have got some work to do now!” That afternoon Don started training, though with only 3 months to go, there was not much time for him to prepare his body for the event. He alternated between the bike and running, about 5 nights a week for about 2 hours in each session. For someone who had not done any long distance running, this was tough; the challenge was to try and stay motivated and focussed. “However, when you have an end goal like a major race, it is not that difficult. I just kept thinking about crossing the finish line” he said.

“On Race day 2006 I felt that I had done just enough training to get to that line. I cannot remember a lot about that day; just that it was tough. It was never going to be easy. It was hot, something I was not prepared for, but I kept going. People passed me but I had to let them go, as for me it was about survival. And I did survive; 9 hours and 11 minutes after starting the race, I crossed the finish line. What a feeling! I had completed the challenge.”

Don and I have been in contact since the 2007 challenge, when he again competed. He told me that the challenge was no easier the second time round. When he started into the last section of the challenge (running), he stopped to assist someone who looked like he was struggling. “He really was doing it tough, so I thought I would offer some advice and help him through what I had been through the year before. We ended up sticking together for the rest of the run and motivated each other to finish. It was strange that we did not really talk about helping each other, it just happened. With about 150m to go, we shook hands and thanked each other for the help. Then it was all over for another year, 9 hours and 30 minutes after I started.”

“I said again then that I was never going to compete again, but now I am thinking I might have another crack at it. I might set myself another challenge to not come last!”

So, what drives Don to keep challenging himself and to push himself to the extreme limits of exhaustion? Don believed it was achievable (although I guess that he did doubt that at times). He also got sick of people who had never entered the race telling him that it would be easy and that they could do it.

I found Don’s story truly inspiring, and have since entered an endurance event which will challenge the extent of my fitness and stamina (a half iron man triathlon).

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What is it for you that will change your life, and inspire others? Will it be it in business, relationships or another area of your life?

As a footnote to this chapter, Don moved from Snowy Hydro to Country Energy, when he was offered an excellent opportunity to work as a Network Operator. In true Don style, he was took up the challenge of the new role, and from all reports, is both loving it and faring very well.

As another footnote to this chapter, Don emailed me recently:

“Anton, I have entered a 100km mountain bike race with some mates on the South Coast in September and we are planning to enter a 6hr Mountain bike race in July for a training ride for the big one. So it is back to training for me.”

CHAPTER 4

Learning | Backward Planning

Backward Planning will get you there faster
– Anton Guinea

To those who have not heard the term ‘backward planning’, it may seem like a contradiction in terms. Well, regardless of how it sounds, backward planning is, and will continue to be, an essential element of achievement in life.

It can be defined as ‘starting with the end in mind’. This means that prior to commencing any major activity, especially activities that seem daunting at the outset; you must understand the purpose of the activity and what you will have achieved when you have completed it. You need to ask yourself where you will be when you reach the finish line.

The reason that you start with the end (the destination) in mind is to ensure that along the way (the journey), you can not only plan and track your progress, but you can also change anything that may be diverting you from your planned outcome. You deliberately position yourself to manage the process of achieving your outcomes, from start to finish. Furthermore, by starting with the end in mind, you will at least take the first steps. I have mentioned in previous chapters that at times, the

biggest challenge for people is to make a start, to strike a blow (so to speak). By understanding the destination, the steps and the progression between the now and the then can become significantly clearer and the starting line will be much easier to step up to.

Some readers may now be thinking; ‘But Anton, it is not about the destination, it is about the journey!’ That is absolutely true and although the journey is where you do all of the learning, growing and developing (through all of the experience that you gain along the way), it is still the destination that you are heading towards. There still must be a purpose, or a guide for your actions and your efforts, to ensure that they are driven towards a result. Without the destination clearly in mind, the risk is that that you will spend time and effort on activities that do not push you in the right direction.

Along the course of the journey, there are sure to be trials and tribulations. These are called challenges. The response to challenge is to change something, and as you act to meet challenges, you will change, and change significantly. This change will be in the form of learning and growth.

Starting with the end in mind may even become a metaphor for your life, as it will not only get you started, but it will allow you to give purpose to everything you do and achieve. Living with purpose is crucial if you are to be successful at achieving goals. There should be nothing that you undertake in life that is not driven by purpose. So, what is a purpose? Your purpose is the ‘why’ of your actions. Why are you going to become self-employed, lose weight, go on holidays or quit smoking (these are the end goals), for example. The purpose of going on holidays is to relax, to enjoy different scenery and to spend quality time with your family and friends. Although this is a simple example, it is nevertheless a significant point.

Talking about holidays, it is common knowledge that people can spend more time planning their annual holiday than they do planning their life, their goals, and their outcomes in general. Now that is food for thought!

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CHAPTER 4

Real Results | Andrew Miller



Name: Andrew Neville Miller

Age: 20

Occupation: Mechanical Engineering Student.

Favourite Quote: Two mottos that I have whilst studying are (aimed at combating procrastination):

1. The sooner you start, the slower you can work to get it done by the same deadline!
2. Don't wait until you feel like doing it, because you probably never will!

In part 2 of this chapter, I am going to share the story of someone who has practised backward planning and achieved more than he set out to achieve.

Andrew Miller was a student of Tannum Sands State High School (near Gladstone in Central Queensland). At the end of gear 10, he was one of the high achievers in his year. Even at that young age, Andrew had already established his objectives; to continue his strong academic performance for the remaining two years of high school, to finish Year 12 with an OP 1 result (highest possible tertiary entrance score), and go

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on to University to study Mechanical Engineering. Talk about starting with the end in mind!

During Year 11, Andrew continued to progress well, though he knew that the effort that he was committing to his study notwithstanding, he had to lift his grades if he was going to achieve his an OP 1 result and enter university. He was never afraid of hard work, and was willing to do what it took to get where he wanted to go. He started to find that he was doing most of his work outside of school hours, and he was struggling during school hours to stay focused and directed.

During the Christmas holidays at the end of Year 11 Andrew overheard his little sister Lauren discussing the option of home schooling. This option is similar to distance education, and requires the student to self-manage their study regime. Andrew quickly decided that he was going to complete his Year 12 by home schooling in order to achieve an OP 1 score.

The challenges for Andrew then started. He was advised not to take the home schooling option, as it is too difficult to make the transition from traditional schooling, especially with only one year left of high school. He was also late to enrol, so it was four weeks into the school year before he received his text books and study materials. He had a lot of work do to just to catch up, let alone to achieve exceptional grades. Andrew had to rely on his ability to plan, schedule and manage not only his work load, but all of his time.

Fortunately, Andrew quickly found his rhythm and soon made up the four weeks that he had lost. Because he was taking 5 subjects, he planned to focus on each subject for one whole day per week. He studied during the hours that would have usually been at school and continued into the evening with any work that he did not complete during the day. Andrew's study schedule set out exactly what he had to achieve for every subject for at least two weeks in advance. "I would not go to bed

at night without completing the work that I had to finish” he told me, as it would have been too hard to make up more time during the year.

So, did Andrew achieve his objective of an OP 1 score? He certainly did, and was accepted into Central Queensland University to study Mechanical Engineering. He is now applying the same commitment to his university study that he did to his final year at school. His future is bright, not because he is ‘intelligent’, or because he has managed to get into University. Andrew Miller has a bright future because he is willing to commit to his goals in life, and he is willing to do what it takes to get there. He is a striking example of what is possible, even at his young age, if you are able to plan backwards and start with the end in mind.

Following on from the message of backward planning, it is with interest that I listen to successful businessmen, such as Lindsay Fox, talk about how ‘lucky’ they have been. One of Lindsay’s comments was, “it is funny that the harder I work, the luckier I seem to get ...” Obviously, results do not come from luck, but from heading toward a goal, and working hard to get there.

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CHAPTER 5

Learning | Life Experiences

I think everyone should experience defeat at least once during their career. You learn a lot from it – Lou Holtz

In this chapter, I am going to discuss the events in your life that are just plain tough to get through. These will be the times when your character is built, your emotional stability is created and your endurance and resilience is tested. These times are called SEEs, significant emotional events, (see Chapter 3) or BWMs, brick wall moments (from my book titled ‘Give Your Life Direction’).

When you encounter BWMs, which can take any form, from a marriage break-up to the loss of a job, a car accident, or some other tragedy, you are faced with only two choices: to react positively to the experience; or to allow the experience to drive you into negative thought patterns and negative emotions. In summary, do you see the BWM as a learning experience, which will make you a better and stronger person, or do you let the experience cause resentment, negativity and/or depression?

If you are able to react positively to the experience, you will gain a fresh outlook on life, you will be more able to deal with similar

situations in the future, and you may even inspire others to do the same. If you are not able to take this approach, and focus instead on all of the terrible things that have happened to you, your life is destined to be much less than it is capable of being.

You see, it not what happens to you in life that counts, but what you do with the experience. Take wheelchair Olympians as just one example. This is the prime example of extracting something positive from a tragedy. If they can do it, you certainly can too.

Furthermore, the way you respond to a BWM will not only determine how you live the rest of your life, even more importantly, it will determine the object of your focus. You may have heard the saying, 'what you focus on, is what you get', which means that whatever you think about regularly, you will attract into your life. So, if you are able to maintain a positive focus, you will generate positive energy. You will surround yourself with people of a similar mindset, and you will look for and find all of the opportunities that the universe provides to help you stay positive and energetic. Unfortunately, the reverse is also true. If you have a negative focus, you will bring more woe, negative people and negative circumstances into your life, and you will begin to think that you must have walked under a ladder or broken a mirror some time in your horrible past.

To explain this further, there is a section of your brain (termed the Reticular Activating System) that ensures that your brain notices things that are in alignment with your thoughts, feelings and focus. For example, my wife Julie and I recently purchased a distinctively green coloured Toyota Camry Sportivo. Until that time, I had never seen a car of that particular colour in Gladstone. Now that I am focused on cars of that type and colour, I have noticed many of them (my RAS went to work).

So, your response to a BWM is your choice. Choose to respond positively; focus on positive people and positive experiences and you will attract more of both into your life. It is the simple law of attraction, as portrayed in the movie ‘The Secret’.

To help you to respond positively to even the most demanding BWMs, here are two tips. Firstly, no matter what the situation, there will always be something positive that you can take away from it. This is without exception, although it may be hard to see the positives at the moment. Secondly, remember that no matter how bad your day, your week or your month is, there is someone in the world who would love to be able to live your life, to walk in your shoes. It is a sobering thought to remember that there is always someone, indeed, many people, who are worse off than you.

Let me finish by reminding you that many people, and I meet them in my work as a motivational speaker, have been ‘to hell and back’. These people, including the disabled and the grieving, are some of the most positive people I have ever met. It is not what happens to you, but what you do with it, that counts.

Let me sum up with a story that I heard at a conference about a set of twin boys. Their father was serving time in prison for armed robbery, theft and assault, and they were raised together in the same family, the same way. Eventually one of them wound up in the next cell to their father, whereas the other became a very successful businessman. When asked, ‘Why did you end up the way you did?’ their responses were identical; ‘With an upbringing like mine, how could I have ended up any other way?’ It is easy to see which one had the right focus, isn’t it.

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CHAPTER 5

Real Results | Steve Pandelus



Name: Steve Pandelus

Age: 60

Occupation: Limousine Driver and Skydiver

Favourite Quote: This too, will pass!

Unfortunately, there are too many people that take every opportunity to get down on the world, and down on life in general. Their problem is that they are not living, they are not looking life in the eye, and they are certainly not grabbing life and running with it.

Well, on a recent trip to Wollongong, New South Wales, I met Steve Pandelus (who was my limousine driver from Sydney Airport). We connected immediately. Steve was far from being down on life; in fact he was one of the most positive people that I have ever met and I felt compelled to tell you his story. He has every reason to be negative, but he won't let life beat him. "Life is too short. Don't waste it; grab it by the throat," he told me. What great words of advice!

During the two hour drive, Steve told me about his life, which started

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with a physically abusive childhood. Steve's dad was a war veteran, who struggled to come to grips with his experiences in battle. He took refuge in alcohol but also turned on his family. Steve's childhood had been extremely difficult, and he had suffered immensely.

Steve started work and qualified as an Electrician. He worked in his trade as an employee into his thirties, when he decided to go into business for himself. He then bought a pet shop, which he ran for the next 20 years.

Steve, who is now 60 years old and a member of the SOS (Skydivers over Sixty) Club, took up sky-diving as a recreation with his brother some years ago. He has done many jumps, but on March 6, 1994, the plane carrying him, his brother and four friends, crashed. Due to the pilot's skill and experience, no-one lost their lives. Steve tells of rolling around in the plane not knowing if he was going to live or die, then dragging himself clear of the plane. Each skydiver handled the situation differently; all had to get out of the plane quickly, as fuel was leaking into the cabin. Steve suffered spinal injuries that caused him pain and suffering and that eventually required surgery.

Six years later, in 2000, Steve started having heart problems. He had a stent installed to correct some of the problems, but less than 12 months later he required a triple heart bypass operation. The surgery was successful, though during his time in hospital, he watched the hospital staff trying to revive the patient in the next bed as they died after the same surgery. "They pronounced him dead at 11:35am, and then started talking about the cricket. How quickly it can all end," he said, amazed by the experience.

By 2004, the combined stresses of an abusive childhood, a plane crash, a heart bypass and an extremely stressful business life, had driven Steve to a nervous breakdown. In his words, he was just not able to function; his mind had stopped working and he knew he was in

trouble. It took him years of professional help and the love of his family and friends, to regain control of his life. He never again set foot inside his business premises and eventually sold the business.

Now, this is a life story that many people would use as an excuse for the attitude that the world is out to get them. Not Steve. Amazingly, he is passionate about life. Remember that it is not about what life deals up to you, but how you manage (and use) the experiences that counts.

Eventually, we discussed why Steve now drives limousines for a living. He pointed out that he has many employment options, from tradesman to businessman, there are many things that he could be doing. “I just love driving limousines. I meet great people, and you know that I cannot remember a single day that I have not been happy walking out the door to begin work, or a day when I have been grumpy returning at the end of the day. I just love it.” “It is by far the best job I have ever had” he said.

As someone who has dealt with trials and tribulations and even cheated death, Steve is a role model for us all; he is living his passion. On April 1 2008, he and seven others broke the Australian record for the largest number of SOS skydivers in formation (the previous record was 6). Steve has now been skydiving for 29 years.

I am thankful that I met Steve, and I hope you get as much out of his story as I did. Let me finish by giving you one of the ways that Steve stays positive. He says to think of how many more years you are expecting to live, multiply that number by 365 and add the word breakfast to the number. That is how many breakfasts (or days) you have left to live.

Don't let even one of them slip by, by being down because you have had a bad day. Make the most of it, and move on. Life is grand!

What a metaphor for life!

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CHAPTER 6

Learning | Commitment

*With commitment comes results; Commit, and make it
happen – Anton Guinea*

There is so much that you want to do in life. You have goals that you want to achieve, places that you want to visit, people you want to meet (or be like); some people even have the top 100 things to do in their life. But, are you willing to ‘do what it takes’ to make all of that happen? Are you willing to ‘just do it’ and reach the level that you want to in your life time? Are you willing to put whatever you need to on the line, to get the results that you want? So many people are simply not willing to commit to their dreams and ambitions.

You see, the problem with achieving anything is that you may have to dedicate significant effort, make regular sacrifice and commit to big decisions in order to realise the achievement. It is one thing to understand clearly what you want out of life, but following through is another thing entirely. Remember, though, it is crucial that you know your destination and how to chart your journey.

To further explain the concept of committing, this is about pointing all of your effort in the right direction. For example, if it is your

dream to become self-employed, you will have to leave the security of your current employment and the comfort of regular wages for the uncertainty of the future and irregular income. That is a big step, but it is a commitment towards your result.

One of the main reasons that people don't commit is that they collect all the reasons why they can't or why they shouldn't. This non-commitment process starts by asking all of the wrong questions, such as 'what if I fail', 'what if no-one supports me', or 'what if I am not smart enough'. These questions can only elicit the wrong answers such as, 'because I have never achieved anything good in my life'. That will not support your commitment. Try instead to ask yourself 'how' questions such as, 'how will I succeed', 'how will I transition from employee to business owner', or 'how will I create the lifestyle of my dreams'. Wow, what a way to approach a situation! Ask 'how' questions, and get the right answers, then act on them, and make the "impossible" attainable.

To act on the answers to your 'how' questions, you must be willing to make the tough calls. Nothing was ever achieved by anyone that was afraid to take risks. That's right, the journey may appear to be risky when you embark, but there are ways to manage risks, and devise adequate exit strategies to limit the negatives (if they even occur). Remember that FEAR (False Expectations Appearing Real) will make you anxious about all of the possible negative outcomes. Overcome your fears and make the tough decisions. Then you can become determined.

Determination is your unwavering commitment to 'make it happen'. Being determined means getting over obstacles, asking for help along the way and never allowing anything to turn you away from the path to your destiny. You may require a mentor, you may require financial support, and you will definitely require an additional level of energy, drive and passion. Find in yourself the ability and the momentum to keep moving forward, and in the direction of your ambition.

As you gain momentum, you will need to understand what is working and what is not. Never be afraid to change your approach, and try something different. What you can measure, you can monitor, and what you can monitor you can manage. Therefore, commit, make the big decisions, be determined to see them through, and change what needs to change in order to continue your forward progress. There is always a way – because what your mind can conceive, it can achieve. So if nothing else, find someone who has achieved what you want to achieve, and imitate them. Emulate others, and use their experience.

By managing your own progress, you will know when you are getting close to your goal, and are ready to aim for the next achievement.

Be careful not to become a victim of self-sabotage, which is getting extremely close to your outcomes, then giving up - losing your commitment, when you are within arms reach of your destination. Too many people self-sabotage in the final stages of their journey, without ever knowing how close they were to finishing successfully. Commit to finishing the journey, and know exactly where you are every step of the way.

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CHAPTER 6

Real Results | Daryl Wake



Name: Daryl John Wake

Age: 38

Occupation: Health, Safety and Environment Superintendent (BHP Billiton)

Favourite Quote: Get busy living or get busy dying – Stephen King

Some time around the middle of 2007, I was lucky enough to meet Daryl Wake, an amazing individual and a shining example of making commitment to improve his life and achieving his objectives. Let me tell you about him.

Daryl was employed on one of the many industrial sites around the world that I visit with my motivational speaking work. When we met we immediately connected, as we are both energetic and driven individuals. Daryl, though, had gotten to a point in life where his big four (his relationships, finances, fitness and career) all needed at the very least a tweak, and at best a major overhaul.

Daryl is in his late thirties; he had been through a marriage break up and had been living in the mining town of Roxby Downs as a single

man for about seven years. He was seeking a relationship, but the lack of single women in town made that difficult. He was rebuilding his financial position after the divorce and still a long way from being financially secure and comfortable. Daryl was a naturally fit person, and although he was still in what most people would consider very good condition, he was spasmodic with his training, and was not making any improvements towards competing in events such as a major triathlon, which was one of his goals when I met him. Finally, although he had successfully reached the level of Superintendent, Daryl knew that he could not stay at Roxby Downs for ever, so he was thinking how he would spend the next few years. In summary, he needed direction.

Because he was unsure where to start, Daryl decided to travel to Africa for a holiday to clear his head and take time out to consider his future. He was committed to doing what it took to answer the questions he was asking himself.

With hindsight, the trip to Africa was the turning point of Daryl's life. Isn't it interesting that when we go looking for something, we end up getting something completely different? I spoke to Daryl after his trip, and he had a new appreciation for life. He told me that he had witnessed the terrible living conditions of some Africans; in his words "be thankful for what you have got, as there are many people living without the luxuries that we enjoy." I totally agree. Not only did he come back feeling grateful for his own life, but Daryl had also met a lovely young English lady, Elaine, and was hopeful of establishing a meaningful relationship. That she lived in London and he in outback South Australia was potentially a problem.

When I spoke to Daryl around Christmas in 2007, Elaine had committed herself to making a trip to Australia to visit him. At the end of January 2008, Daryl contacted me to tell me that he was moving to London at the end of February. Essentially, what Daryl had done was committed to a major change in his life. He was willing to take the

action that was required to develop the relationship – he told me that he has never felt more in love – and he was also going to use the move away from family and friends in South Australia to improve the other areas of his life.

So, how did it all work out for Daryl? Well, I received an email from him, less than two months after he had moved to London. His email was concise and straight to the point: he explained that he could not be happier with the relationship; he had secured employment at a more senior level than he has previously worked, on a significantly better income; and he was training intensively for a triathlon later in the year, running 10 kilometres in less than 45 minutes and continually improving.

On reflection, Daryl committed to travel to Africa to gain some perspective on his life, and he found direction. He then committed himself to a move from outback South Australia to London and is now benefiting greatly from the decisions that he has made – his life has improved dramatically.

In summary, Daryl's story should be an example to all of us. You can find your direction, you can find your true love, and you can find your dream job, if you only commit to what you want out of life.

As a footnote to this chapter, Daryl let me know recently that “we were married on the 6th February (2009). There must be some connection with Africa here in this story as I've been given the nod for the HSEC's coordinator's role in Zambia (with BHP Billiton).”

How to get Life Results

CHAPTER 7

Learning | Vision

Your visions are your portals to the future
– Anton Guinea

The topic of this chapter is the importance of creating a vision for your life. Visions are the imaging of some future point in time; they allow you to picture how you will fulfil your direction in life, and how your life will look like as you continue your journey of life improvement.

Visions change both the whole world and individual lives. They are the reason that all tangible things and entities were transformed from the imagination of the visionary, into what you see around us; the discovery of the country you were born in, the building of the house you live in, the creation of the company that you work for, all started as a vision in someone's mind - maybe even your own.

The reason that your country, or your organisation, is now successful is that the visionary could clearly picture the outcome, and took extreme action to turn that vision into reality.

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A vision can be best defined as ‘that which will come into being’. Notice that in this definition, it is a given that the vision will be transformed into reality. There is no maybe, might be, could be or should be – it will happen. To further define vision, consider that tomorrow you will not be as you are today. It is how you imagine yourself living in the tomorrow (days, weeks or years into the future) that will make your future life possible to achieve. Everything changes over time, and the amount of change and potential growth is dependent on the type, size, clarity and strength of the vision that is driving the growth. Your visions are your portals to the future: a near perfect indication of what the future will look like. You may have one vision, or you may have many, it is up to you.

When you are daydreaming during the day, what are you thinking about? When you are laying in bed at night thinking about what is possible ... what do you see yourself doing? When you look to the future and wish for something different and something positive to change in your life, what are you wishing for?

It is at these times that you are creating your visions. It is at these times that you are formulating the change and growth that you desire, and seek. You may not even know it at the conscious level yet.

I have, in the past, had people tell me that they do not know what their dream life would entail. It is of course possible to stimulate these people by asking them about what would create the ultimate joy in their life, as well as asking several other focused questions. There is one thing that I know for certain – without a vision (or a direction) you can never reach a chosen destination. Those that don’t know where they are going can follow any road, as any road will do.

So, if a vision is your portal to the future, it is important to clean the portal to have a clear view through it, so that what lies beyond is

not only visible, but doesn't seem too far away, or too hard to reach. A vision is like a concept, or a draft plan, in your creative mind.

So, how do you create your visions? The easiest way to do this is to imagine that you are speaking to an artist, and you are explaining to them what it is you will be doing, or where you will be living, what you will be experiencing, and with whom, when you have achieved your vision. You must be able to clearly articulate what it is that you are imagining, and you must be able to see it so clearly in your creative mind that it feels like you are there already. When you do this, you don't only paint a vivid picture in your imagination but you ingrain it into your subconscious, and your mind will then look for opportunities to make it real.

Remember, when you have the right focus and direction, the universe provides.

As you are explaining your vision to the artist, start to imagine what it would feel like to be living in your vision. Imagine that you are there, and that you are experiencing the emotions that your new life is producing. Hold onto these emotions, and enjoy being in that place, if only for the time that you put aside for it while you are reading this article.

This is an important process, because when you visualize your future you start with the end in mind. As you feel the emotion of being in your vision, and experience the immense pleasure that it brings into your life, start moving backwards along the journey, so that you can work out what you must have done to get there. Imagine different stages of the journey. Feel the growth inside you, and feel how much you are developing as a person. Then imagine having completed the journey, and imagine what your life will be like when you are living that vision. You can start to create that lifestyle for yourself right now. What are you waiting for?

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CHAPTER 7

Real Results | Julie Guinea



Name: Julie Ann Guinea

Age: 38

Occupation: Teacher - St John the Baptist School

Favourite Quote: Work like you don't need the money, love like your heart has never been broken, and dance like no one is watching – Aurora Greenway

Seeing and feeling that vision is crucial to your success and your living the life that you dream of and deserve. I have a great story about someone who has done just that. Her name is Julie. I have known her for a long time and I just love what she has achieved with her life, just by having strong visions and commitment to living those visions.

Julie was born in Mackay in 1970, the daughter of a police officer. During her early years she relocated with her family to many places around Queensland, including Mount Isa, Thursday Island, Brisbane and Gladstone. In doing so, she attended five primary schools, and to say that her education was disjointed or interrupted is a gross understatement.

The pattern continued when Julie reached secondary schooling, and she attended three high schools. Needless to say, the large number of

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relocations and school changes affected her education as she lacked the focus to study. She completed Year 12 with results well below average and therefore had few opportunities as she entered the workforce.

Because her dad had risen through the ranks of the Queensland Police Service, Julie was offered a clerical role with the Police Service, where she worked for the next seven years until she relocated with her husband to a mining town in outback Western Australia. Julie worked in another clerical position (in the maintenance planning department), on the mine site for nearly four years before taking maternity leave to start a family. This is where the story gets interesting.

When she finished on the mine site, Julie told her husband “When the kids go to school, I will return to the work force, but never again will I work in a clerical role, as I have got more to do, more value to add ... I am capable of more.” What a positive attitude!

As her husband’s career progressed, the family, which now included two boys, continued to move from town to town around Australia. When they were living in Jabiru, near Darwin in the NT, Julie announced to her husband, “I have always wanted to be a school teacher; it has been my vision since I was a child, but I have never followed it. I know I can do it, and a university in Darwin in the only university in Australia (at the time) to offer a Teaching Degree by Distance Education.”

At the commencement of her degree course in 2001, Julie had three goals: to complete the degree in five years (only one year longer than it would take a full time student), to complete the degree with an average grade of Distinction for every one of the 32 subjects, and to obtain a teaching job at whatever school her two boys would be attending.

So, how did Julie progress, and is she living her vision and goals?

Well, in relation to completing the degree in five years; yes, Julie was able to achieve that. But, what makes it more impressive is that her

children were 2 and 3 years old at the time that she started studying. She was a full-time mum and a full-time student. Needless to say, Julie is not very tolerant of full-time students who complain about how much work they have to do, or about how little time they have at their disposal.

In relation to teaching at the same school as her two boys - yes, she and the boys travel together to and from the same primary school every day.

In relation to finishing her degree with a Distinction average, Julie did not quite achieve this goal. She finished with a Credit average, nonetheless a remarkable achievement. Just think what might have happened if she had only aimed for a pass; she would very likely have failed. Never be afraid to aim high.

Julie's surname is Guinea and she has been my wife for the last 14 years. We met in 1990 and married four years later. Our boys (Toby and Zac) attend a local Catholic Primary School where Julie happily teaches. We are all very proud of her and proud that she is living her vision. Love you, Babe!

As a footnote to this chapter, in 2009 Julie commenced teaching Grade 7. This was a big jump, from Prep class (where she taught for three years) to Grade 7, though she is rising to the challenge and is enjoying life teaching older children. They love having her as a teacher and following a recent absence on sick leave, one of her students was heard to say 'isn't it great that Mrs Guinea is back – we will take a sick Mrs Guinea over a relief teacher any day'.

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CHAPTER 8

Learning | Excel

*On the ladder of life, get to the top rung in
everything you do – Anton Guinea*

This chapter will discuss the topic of ‘being at the top of your game’. Being your best is about applying yourself fully and totally to all areas and all aspects of your life, to ensure that you get the most out of life’s experiences.

As you know, being your best, and ultimately, giving your best, is easier said than done. It is easy to get distracted and take your eye off the ball. It is easy to say that you will get to that next week, or you will settle for an incomplete job, or a substandard report, or project, for example. But it is at the very moment that you decide to settle for second best that you need to challenge yourself, and ask if you really are willing to perform at a level less than you are capable of. Are you willing to give a lesser account of yourself than you are really worth? I know the answer to that question is no. So, what are some of the key steps to performing, and staying, at the top of the ladder of life?

Perhaps the most important thing is to set your standards high. Determine what it will take to be the best you can at work, at sport, as

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a parent, or in any other role, and refuse to deviate from that. Also, do not allow your standards to be compromised by the lower standards of your peer group or your inner circle of family and friends. It is well understood that your standards, no matter how high you try to keep them, are influenced by the standards of your peer group. This is called the ‘expectational determinant’, which means that what others expect of you will determine how well you perform, or how much you achieve. You may put in fewer hours than are required at work if your workmates prefer to socialise, or you might not get to the gym if your training partner is slack. You may take the cigarette that someone offers you, even though they know you don’t smoke anymore. Nevertheless, don’t deviate from what you know you should, and can, achieve.

If you want outstanding results out of life, you need to invest an outstanding effort, to try outstandingly hard. This may require you to change your approach at times, and to raise the bar. Changing your approach is about understanding what is currently working well for you, and continuing to do those things. It is also about identifying those things that are not working, and changing them, to ensure that you are moving forward.

Raising the bar is self-explanatory. It is about continuing to raise your standards for outcomes and therefore continuing to improve your effort levels and your performance. When you are aware of what you are capable of, keep challenging yourself, and keep expecting more of yourself. Never be afraid to aim high, and aim for results that at the moment seem difficult to achieve. ‘Aim for the moon, because even if you miss, you will hit the stars’.

The quality of your results is generally determined by the quality of your efforts. And that effort depends on your enthusiasm, and your energy levels. To maintain high standards, you need to be able to maintain your energy levels, and consistently drive for outstanding results. Again, this is not as easy as it sounds, as life and other challenges get in the way at

times. Remain focused on your outcomes, and never let anything sway you from performing at your best. It may take late nights, it may take travel, it may take training, or it may take coaching or mentoring.

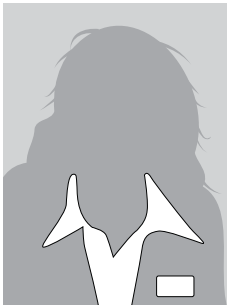
And then of course, you may be wondering ‘how do I know what standard I should be aiming for’. Well, imagine that your outcomes were going to be ranked on a scale of 1 to 100. Imagine that the toughest critic was going to be marking you, and you needed to get a score of 95 (to pick a high number) or more to be able to claim that you had been totally successful in your report writing, or your attempts to quit smoking, for example. Then ask yourself if you are really comfortable with a score of 75, or 60, or 80. Ask yourself if you are doing yourself justice, if you are fulfilling your potential, or if you are giving a good account of yourself with scores at these levels. If they are in the 90’s, great work, and if you are able to score yourself at 100 on a consistent basis, congratulations, you are climbing to the top rung on the ladder of life.

In summary, continue to stay at the top of your game in all areas of your life. Don’t let your standards drop. Then, keep raising the bar, and keep lifting your performance. What you will find is that others will be inspired by your example, and instead of dropping your standards to meet those of your peers, guess what, you may even get your peer group to raise their standards. They might even benefit from your commitment to outstanding results.

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CHAPTER 8

Real Results | Kate Brodie



Name: Kate Brodie

Age: 30ish

Occupation: Youth Worker

Favourite Quote: Give everything a go!

In part 2 of this chapter, I want to tell you about someone who got to the top, with considerable effort, of a field in which she had previously struggled. This chapter is about maintaining high standards, and about overcoming your fears as you climb higher up the ladder of life (literally).

Kate Brodie is an exceptional lady, who is not frightened of many things. She was however, afraid of heights. Let me tell you the story about the time that Kate overcame her fear of heights.

We met during a recent team-building session that I ran with Kate's work team from Branchout (disadvantaged youth care). I did not tell the team that the exercise that was planned for them involved rock climbing at a local Indoor Sports Centre. The team did not find this out until after they had been briefed on what makes a team function well, things like

communication, understanding, respect for and support of each other. Following the briefing, we travelled together to the Sports Centre.

Now, during the briefing, I learned that Kate and one other member of the team happened to be afraid of heights. It was going to be an interesting day. Part of the briefing session had been to set the scene, including setting the key objective for the day, which was ‘to get everyone to the top’, and which would take a concerted effort.

The first sign of just how scared of heights Kate was appeared when we went inside the centre. On seeing the height of the wall, Kate immediately broke down and she had tears flowing from her eyes. Now, although the goal of the day was to get everyone to the top of the wall, there was no pressure on anyone to climb, it was a personal choice, and whoever chose to climb, would be supported by all of the other members of the team.

At first, Kate decided that she would not climb, although it was a great opportunity for her to overcome her fears. However, after about half an hour, when most of the team had reached the top of the wall, Kate changed her mind and decided to climb. What a brave step! I offered my congratulations to her for taking on a challenge that genuinely frightened her. Kate anxiously placed her foot on the first rock of the wall. She then placed her hand into a hand hold, and then her second foot went onto a rock. Before she knew it, Kate was about a meter off the ground, and going well. But when she realised where she was, she started crying again, and instead of continuing to climb, she made her way down to the ground.

Kate had tried; she had climbed a small way up the wall. Maybe that effort was enough, and she should be happy with it. But I could see in her eyes that she knew she was capable of more, that she could climb higher. Nevertheless, it didn't seem likely that she would try again as we had already started to pack up and preparing for heading home.

Just as we were ready to leave, Kate decided that she would have one more try at climbing the wall. What a great spirit! We were all there for her. She slowly ascended the first few rocks, and suddenly she was half way up the wall. Go Kate, you can do it! Kate ascended nearly three quarters of the way up the wall, before she realised how far off the ground she was. Again, she froze, and after what seemed like an eternity, descended to the bottom.

This time though, she was elated and crying tears of joy. No, Kate had not made it to the top, but she had done something that she never thought she was capable of. She had ascended a wall, she had been off the ground, and she had climbed higher up the ladder of life than she had ever thought possible. She had raised her standards, and she had raised her expectations of herself. Well done Kate. It was just amazing to witness.

There are some lessons for everyone in this story. Firstly, you will never know what you are capable of until you try. Secondly, you can talk yourself out of trying to achieve any of the things you desire. Thirdly, the converse of the second point, you are able to achieve anything you want to, but you must keep trying. You must never give up. Fourthly, there is no wall too high for you to climb, if you only place one foot after the other. Make it happen. Get to the top of the ladder of life as Kate did! Finally, you won't get to the top of any wall if you don't surround yourself with uplifting people. Climb high.

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CHAPTER 9

Learning | Fulfilment

Get the most from your existence, live a fulfilled life
– Anton Guinea

In the last chapter, I discussed getting to the top of the ladder of life by setting high standards and achieving them. Well, there is one further element to living a life that is totally ‘juiced’ and exciting. That element is fulfilment.

Fulfilment can be described as ‘a feeling of satisfaction at having achieved your desires.’ Yes, fulfilment is about achieving your goals and ambitions, but it is more than that, it is about feeling contented with your lot in life. It is about being comfortable that your life is producing the results, and, therefore, the emotions, that cause you to be satisfied with your efforts and outcomes. Now, I must temper this statement, as I am totally against spending all of your life in your comfort zone – never pushing yourself – though in saying that, you need an element of fulfilment in your life, where you are able to sit back and appreciate all that you have achieved and added to the universe.

Always remember that your performance in life is a direct result of the emotions that you are experiencing. Your emotions determine not

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only your energy levels, but your commitment levels, and ultimately your results. Being fulfilled, which includes having an ‘attitude of gratitude’, will allow you to feel good about yourself, and will allow you to achieve all that you desire. So, your question must be, ‘Well, how do I get a fulfilled life?’

There are several keys to achieving fulfilment and they include taking a holistic look at your life. I use the street light metaphor when I explain fulfilment, and ask people to imagine that there are four street lights along the path of their life. Each street light shines on one aspect of their life, career, spirituality, relationships and physical fitness, and the brightness of each light is determined by how much fulfilment they are currently experiencing in that area of their life. Now, this is not an opportunity for people to say that their life is terrible, or that all of their street lights have blown globes. Some people mistakenly think that, because one of their lights is a little dim at the moment that their life has been a failure and will never be fulfilling. Always remember that there is someone in the world that would love your life. The street light exercise allows you to identify determine which light is dimmer than the others and thus which area of your life you should focus on to create more fulfilment. Let me tell you some very easy ways to increase the amount of light along your street of life.

The first is to live with an ‘attitude of gratitude’. If you are unfamiliar with this phrase, it means to live life being thankful for what you have and for what you have achieved. There is so much that you have in life that you should be thankful for: breathing, walking and your family, amongst many others. When you are thankful for what you have now, everything additional that you ever create or manifest will be a bonus and even more fulfilling. You can start to feel fulfilled in every area of your life when you start to say thank you.

The next is to ‘find happiness in the normal’, which is to experience magic moments in life. Not only experience them, but look for them.

The relationship area of your life is the area in which you can experience the most overwhelming magic moments and the most rewarding experiences. Watching your children grow is an amazing and beautiful experience, or finding true love with a soul mate creates not only magic moments, but fulfilling relationships.

To complete what you have started is yet another way to live in a state of fulfilment. Too many people give up just before they reach the finish line. Fulfilment is about feeling comfortable that you have achieved what you set out to do, and this can only happen after you have identified the dimmest street lights and worked out what it will take to increase the brightness of the light. If it is your finances or your career that are not providing you total fulfilment currently, all you need to do is work out how to create the fulfilment that you desire and set about creating that in your life. While this can be challenging, the results are very much worth the effort.

Fulfilment contains power. When you are fulfilled you are content, when you are content, you are capable, and when you are capable you are empowered to make a difference to your own life, and the lives of those around you.

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CHAPTER 9

Real Results | Marc McLaren



Name: Marc McLaren

Age: 48

Occupation: Executive Manager

Favourite Quote: The best is yet to come!

There is one person that I have met in my life that I think has come the closest to living a fulfilled life in the areas of his career, relationships, spirituality and physical fitness. His name is Marc McLaren, and this is his story.

Marc was born in Tasmania but has spent over half his life on the coast of New South Wales. On completing secondary school, he attended university where he completed a degree in social work and commenced work in a variety of roles, with the focus of his work being counselling and organizational wellbeing. At the age of 35, Marc decided to become self-employed, and he has been working in his own businesses until recently.

In relation to his career and finances, Marc and his business partner developed an employee counselling, safety and leadership development

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business that grew in size, and turned over millions of dollars each year. The business was recently acquired by Drake International, a global recruitment and international human resources organisation. Marc still works in the business, as an Executive Manager for Drake Workwise. Marc is passionate about his work and fulfilled by it, although it does require a significant amount of travel, which can put a strain on his personal relationships.

In Marc's case, though, he has now been married for more than 21 years to Jessica, with whom he has two children, Josh and Arielle. I have witnessed Jessica's support for Marc and their loving family life, having spent time on a social basis with Marc. Both Josh and Arielle have their parents' passion for life and both have big plans for the future: Josh is studying Environmental Engineering and Arielle is studying medical science at university, having already done missionary work overseas. Marc is blessed with a fulfilling family life.

In relation to his spirituality, Marc is an active member of his local church in Jamberoo and has a life-changing relationship with his Creator. He also spends time with his local Minister, Glenn, who sometimes attends the gym with him.

Marc co-leads a community initiative called the JROO Forum, which lobbied government to prevent the development of a large residential area in a picturesque part of Jamberoo.

I am always surprised at how fit Marc is, having had the pleasure, or rather, challenge of, sharing many runs with him, particularly up Heartbreak Hill in Jamberoo. At 48, Marc runs for up to 25 kilometres per day, regardless of where he is, or what he is doing. It is his 'thinking time'. When we ran up Heartbreak Hill, his focus was on taking in the lovely view of the rolling hills whereas mine was on getting enough oxygen to fill my lungs. As well as running, Marc has now added gym trips to his exercise regime.

Now, many people reading this will say, ‘Yes, I have got a great job, I am financially free, I have a great family, and I am at one with our Creator.’ And that is excellent – congratulations. In my experience to be totally fulfilled in all areas of life is a rarity, and something that Marc has achieved.

When I asked Marc how he manages to lead such a complete life, he made it sound easy, he said that it is not just about fulfilment for him, but it is about experiencing all that he can while he is alive. He is a truly focused individual.

I read recently a comment by Michael Rennie (Rhodes Scholar and Cancer Survivor) who spoke of the fulfilled life. He said that some people “have chosen not to be the best at one thing, but to be the best at living a full life, to know themselves well enough to know how much time and mind space to commit to each area of their life.” I think that is the thing that Marc has mastered, and there is a message in that for all of us.

As a footnote to this chapter, in May 2009, Marc competed in The North Face 100 event. This event is a 100 kilometre run through the New South Wales Blue Mountains. It is a strenuous effort, and if you complete the run in less than 20 hours, the prize is a bronze belt buckle. Marc completed the run in 19 hours and 13 minutes. I was standing at the finish line when he crossed. It was an amazing effort which was extremely inspirational.

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CHAPTER 10

Learning | Passion

Passion and Energy are the drivers of life
– Anton Guinea

I want you to take a moment to determine if you are passionate about your daily work. But, how do you know if you are passionate about your work life? That is easy. Do you jump out of bed in the morning, do you get excited about your day's activities, do you consider your work fun, or is it more of a chore, and just something that you have to do to earn money to live from week to week. If your work does 'juice' you, congratulations, you may just be living your passion.

So much of what you are able to achieve in life is determined by how passionate you are about not only your work life, but your life in general. This is because passion drives performance, passion creates passion and passion channels effort. Let me explain each of these.

Passion drives performance, as when you are passionate about something, you will attack it with a level of enthusiasm that allows you to achieve more than you ever thought possible. Passion keeps you up late at night; it gets you over all the hurdles that you encounter along the way, and it opens up your creative mind to find the answers to the

important questions of ‘how’ will I achieve what I need to do during this day, this week, this month or this year. When you start asking, and finding answers to the how questions, you will develop a passion so intense for what you are doing that you will be consumed by the moment, you will want to engage everyone in your pursuits, and your dedication and commitment to the task and the outcome will not be deterred or diverted. You will know that you are not passionate when you start asking the ‘why’ questions, such as ‘why me?’ or ‘why now?’

When you are passionate, you will generate more passion amongst those around you. Note that your passion can also be described as your energy. Never forget how contagious your enthusiasm, or your energy, is. When you are energetic about an outcome, your ability to motivate others, and your ability to engage people to move as a unit towards the outcome is significantly increased. Others sense your passion and feed off it, to motivate themselves. This is called inspiration.

Another interesting point about energy, linked to the Law of Attraction, is described in the movie ‘The Secret.’ Positive energy can attract to you what you want out of life; the law of attraction states that we transmit positive and negative energy constantly. Positive people pick on up positive energy and gravitate towards us or pick up on negative energy and are repelled by us. So, if you want to attract more positive energy, or more passionate people, into your life, you need to ensure that your energy levels are high and your passion for life is constant. The opposite is also true, as misery loves company. It is easy to find negative energy, and get affected by it.

Finally, passion channels effort. Without passion, it is very difficult to achieve anything worthwhile in life. You are just not driven to do better, to raise your standards or your expectations of yourself and you are not able to see the end result and work unwaveringly towards it.

So, how do you live with passion, and positive energy? One way to do that is to celebrate the success of others. Another way is to keep your body in motion – so move quickly, and stay active at all times. Your motion drives your emotion, so staying active keeps you thinking and stimulates your creativity. Staying active and alert at work and at home will ensure that your emotions and in turn, your energy, are always elevated. Follow your dreams and desires; tell others about them, and enlist their assistance. Finally, always feel compassion towards yourself and the world; remember that you are doing your best, and others, their best.

How to get Life Results

CHAPTER 10

Real Results | Lindsay Adams



Name: Lindsay Adams

Age: 50

Occupation: Professional Conference Speaker

Favourite Quote: The path of no risk is the biggest risk of all – Author Unknown

I want to tell you the story of Lindsay Adams; a man who is living his passion, and loving life.

Lindsay is highly motivated, a driven person, and when I first started down the road of self-employment as a motivational speaker, Lindsay, who is an accomplished speaker and trainer, was there to assist me, in the role of coach and mentor. Lindsay shared many secrets about the speaking business that I still rely on, his drive and enthusiasm are contagious, and he is someone that we can all look to as a source of inspiration, an example of living a passionate life.

Lindsay started work in the Australian Taxation Office on February 28, 1977 as a fresh faced 19 year old, sorting and filing tax returns. Following some study, Lindsay became an auditor, but always knew

that he was capable of more. Half-way through his 18 year career at the ATO, he moved into a training role, and spent the next 12 months training graduates to be auditors. This role allowed him to develop his presentation skills, and he notes that he started to develop a passion for ‘being in front of people’.

Following some trying times at the ATO, Lindsay joined Queensland Health, where his stay was brief. He then moved to the Brisbane City Council where he rediscovered his passion for training and presenting. While facilitating a training session, he experienced a ‘life changing’ moment when he finally came to the realisation that his best work was at the front of a room and working with an audience. He discovered that he was a capable speaker who could hold the attention of an audience and deliver a powerful message. He had found his passion, and he committed, in that moment, to live his passion and stop floating from job to job. Lindsay spent the next twelve months or so figuring out how he could start to completely live his passion, to develop a career in the speaking business.

His first step was to join the National Speakers Association of Australia (NSAA), where he volunteered for everything, including becoming part of the Leadership Team. In 2000, Lindsay resigned from full time-employment and became a full-time professional speaker. He attended a Speakers’ Conference in New Zealand where a past National President of the Association told Lindsay that he could be a National President one day, possibly even an International President. Although at the time this seemed unachievable, Lindsay did become the President of the Queensland chapter of the NSAA and later, National President. He was recently elected President of the International Federation for Professional Speakers and will take up that role in August 2009 at the Annual Convention for the NSA USA in Atlanta.

Lindsay credits his success to being passionate about his speaking work and the NSAA. Along the way, he has also served as President of

his local Rotary Club and as President of a food and wine club. He is happily married with a 22 year old daughter and a 20 year old son. His wife is involved in his speaking business and his two children work as volunteers at the NSAA Youth Convention each year; they all share his passion for service, and believe like him that in order to receive, you first have to give. “I receive in bundles, and I love what I do. I live, breathe and eat my family, my business and National Speakers ... in that order,” Lindsay told me recently.

Lindsay is focused on living a passionate life, and he is proof that when you are able to live your passion, work becomes fun, life becomes enthralling and achievement becomes constant.

Lindsay can be contacted at: Lindsay@teamocracy.com

As a footnote to this chapter, and in true Lindsay Adams form, he has commenced another venture, which is “The Referral Institute”. The Referral Institute teaches business professionals throughout the world how to harness the power of word-of-mouth marketing to drive sales for fast, sustainable business growth. At present, the organization has over 100 certified trainers operating in nine countries, and the numbers are rapidly growing. Find out more at: www.referralinstitute.com.au

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CHAPTER 11

Learning | Mentoring

Mentoring – the fastest path to success
– Anton Guinea

In this chapter, I am going to share with you one of the most underutilised and sometimes undervalued, processes that you can follow if you wish to be successful and the best that you can be. The process is that of finding a mentor and being mentored.

What is a mentor, and how do you find one? A mentor is simply someone who has achieved what you want to achieve, someone who has travelled the journey that you wish to travel, someone who has been there and done that, and who will share that experience with you as you follow the same path. Some people confuse a mentor with a coach but the difference is that a mentor has the career experience whereas a coach has the skills and knowledge to explain and demonstrate how to perform a task, or acquire a skill. At different times, you may require both a coach and a mentor, but if you do nothing else, find a mentor!

The main reason to acquire a mentor is to shortcut many years of trials and tribulations (commonly referred to as “blood, sweat and tears”) by utilising their experience. Your mentor has already learnt the

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hard lessons, and can therefore steer you in the right direction and save you the pain of learning the same lessons.

More than that, a mentor will also show you opportunities that you would never have noticed without their suggestion. Because your mentor is connected to people and places that are currently out of your reach, they will put you in touch with other successful people and help you extend your networks. Your mentor may even go on to become a close friend, and a trustworthy sounding board for your ideas.

Your mentor will become intimately involved in your success, and in some ways, hold you accountable to follow through on what you say you are going to do. You may even reach a point where you take action because you do not want to let your mentor down.

So, now that you are convinced that you need a mentor, how do you find one? First, you must decide who you want to have as your mentor. This may either be a very easy, or a very difficult decision. It will be determined simply by who has achieved what you want to achieve: if you want to be a property investor, find a successful property investor; if you want to be a great accountant, find a great accountant. For the initial contact, you may invite your future mentor for a coffee, for which you should pay. You may also have to pay for the services of your mentor, which you should not be afraid to do, as the value that you get will far outweigh the money that you outlay. And, when the relationship is established, you should ask many questions of your mentor about the journey you are undertaking.

In summary, find someone that has achieved what you want to achieve, make contact and either pay for their time, or find some way to spend regular meaningful time with them. You will find that most successful people currently have or previously have had a mentor. It is no coincidence that most people who are not achieving what they know they should have not ever been mentored.

Finally, it is important that you respect both the time and the advice, of your mentor, thank them for the advice you have received and keep them informed of your progress. By the way, Lindsay Adams (from Chapter 10) was my very first mentor when I started public speaking. Lindsay walked with me through my early stages in the speaking business, and his advice was invaluable.

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CHAPTER 11

Real Results | Will Guinea & Scott Thornton



Name: William John Guinea

Age: 26

Occupation: Physiotherapist

Favourite Quote: Stay the course!



Name: Scott A Thornton

Age: 35

Occupation: Physiotherapist

Favourite Quote: No Matter what!

The importance of finding a mentor cannot be understated. Your mentor can guide you on the journey of achievement and develop you, based on their wealth of experience, and more importantly, their successes. Here is the story of someone who has done just that and

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someone who has had to make a special effort to find his mentor. His name is Will Guinea, my little brother, 25 years old, and the third of four boys in our family.

After completing school and much success in the swimming pool during his teenage years, Will attended university to study Human Movements. He graduated with great results and went on to study Physiotherapy and is now in the final year of his degree, eager to join the work-force and apply all that he has learnt.

For the last year or two, Will has been looking for a mentor. He understood early on how important it is to have someone to provide guidance and advice but he did not find anyone to play this role in his life until very recently.

As part of his studies, Will was required to undertake periods of practical experience (time spent working beside Physiotherapists in private or public practice). He located a very experienced and successful physiotherapist whom he knew would be an exceptional role model and someone from whom he could learn a great deal. Will advised the university that he would like to do his practical placement with Scott Thornton, owner of Results Physio. However, due to timetable issues, the university was unable to accede to will's request.

Undeterred, Will took it upon himself to establish the mentoring relationship that he wanted and offered to spend his two week holiday in Scott's practice observing and assisting where possible. Scott accepted the offer and Will was able to spend quality time listening and learning.

The key points to this story so far are firstly that Will was able to locate someone successful in his chosen field. Secondly, he was not willing to take no for an answer from the university, and thirdly, he was willing to use his holidays to work beside his mentor.

Coincidentally, Will was very lucky to be offered the opportunity to work with Scott, who is not only a very successful Physiotherapist, but he is also the Physiotherapist for the Queensland State of Origin team. He is only the third Physiotherapist in the history of the Queensland team, and he is widely regarded as being exceptional at getting footballers ‘back on the field.’

As with all students, not only university students, but students of life, which we all should be, Will was most grateful to be given the opportunity to be mentored. It proved to be an invaluable experience for him, and in those two weeks he was able to learn more about his profession than he could have hoped to in most other practices. Will has taken full advantage of a mentoring relationship that was provided by a very successful practitioner and he will continue to be mentored by Scott and will continue to travel the journey towards becoming a successful physiotherapist. In Will’s words, the experience was ‘just outstanding’.

Take Will’s lead and get a mentor. Build the relationship and learn all that you can.

As a footnote to this chapter, Will has since taken up a role as Physiotherapist with Scott’s practice, and continues to be mentored by Scott.

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CHAPTER 12

Learning | Contribute

To be successful, your contribution must be high
– Anton Guinea

In this chapter I am going to introduce the concept of the two acronyms of AVF and AEV; ‘add value first’ and ‘add extra value’. Let’s look at what they represent.

Adding value first (AVF) is simply about making a difference. It is about using all your skills and abilities to improve something or someone’s life. It is about focusing on what people or organisations require and ensuring that their priorities become your priorities. It is about ensuring that the purpose of your relationship is achieved with the result that those with whom you deal are able to feel better for the experience. They will become more by simply being with you and they will achieve more of their goals. Everyone and everything has needs that require fulfilment.

It is difficult though, to understand how to add value, and how to fulfil those needs unless you ask the right questions. Always be on the lookout for how you can add value.

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Only when you are aware of others' needs will you be able to work towards fulfilling them. I have heard and read 1000 stories of successful business people explaining that the way they build successful businesses is to find a need and fix it; their premise is that you need to 'cure the frustrations of others.' This will ensure that not only do others benefit from your effort, but if you are in business, you will be well financially rewarded for your contribution.

Finally on the concept of AVF, it is important to try not to think about your own wants and needs as you are trying to add value for others. When you can stay focused on curing frustrations, you will be better able to understand what you are willing to put into the relationship to make your effort count.

Adding extra value (AEF) is about not only fulfilling needs, but it is about doing more than is required. More importantly, it is about doing more than is expected. When you understand what people or organisations require, you are able not only to meet their needs, but you are also able to take that to the next stage, and look to what more they could require from the relationship.

If you are to add extra value, you must be willing to commit to making a difference. You must be willing to do what it takes, to challenge yourself and take yourself out of your comfort zone in order to give more of your energy to the pursuit of exceeding expectations. Never be willing to settle for an average outcome, or even what you think is required, but strive to improve the position of all of those that you work with or for, or those that you deal with in all areas of your life.

However, don't think that it will all be one way, though. Don't imagine that you will be doing all of the giving, without also doing some of the receiving. Understand that by adding extra value, you will be growing in many ways; your skills and experience will be improving; you will place yourself to meet possible mentors; you will grow personally as

you will develop greater intuition for recognising the needs of others.

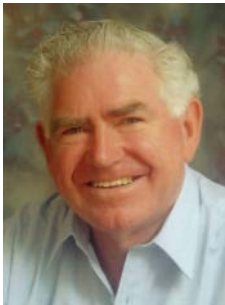
Finally, you will be rewarded financially; if you don't add value, you will never be remunerated at the level that you are worth and at the level that you deserve.

Just think of what you could achieve in life, and in your quest for financial freedom if you make it your focus to add extra value to the lives and businesses of those people that you come into contact with throughout your life.

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CHAPTER 12

Real Results | Brian Bourke



Name: Brian Bourke

Age: 59

Occupation: Teacher

Favourite Quote: You get out of life what you put into it – Mike Ditka

The two acronyms, AVF and AEV should be acronyms that we all live by; adding value should be the main thing focus in our personal and professional relationships. If you make this a habit you will be very successful, as has Brian Bourke, who has spent many years adding value for others. Let me tell you how he has done that.

Brian is a former teacher, now a self-employed after-school tutor who lives in Bendigo, Victoria. He focuses on working with children who require additional assistance or who have specific educational needs and has thus added significant value to the lives of those children and their parents.

In 1996 he decided to do more for his local community and decided to rescue a local community newspaper (free monthly issue), which was in danger of folding. At the time of the purchase, the readership totalled

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approximately 2,000, and the paper had one employee, the lady from whom Brian purchased the newspaper (who filled the roles of editor, journalist and distributor). Brian decided to keep the previous owner on as the editor thereby easing her workload, and leaving him free to add value and increase the readership.

Brian also changed the focus of the newspaper to ‘Good News Only’, and to ensure that people of the community were given the opportunity to shine, he added one article to every edition of the paper detailing the achievements of a community member and another to recognise the achievements of the youth of his community.

In 2003, after seven years, the readership of his newspaper had reached 7,000 and Brian decided to sell the newspaper business to allow him to concentrate on another project.

The other project involved working with long-term unemployed and people with literacy difficulties. When he asked the members of the group to write something about themselves and their lives they, struggled to do it. They were, nevertheless, very keen to try and they were keen to discuss their past history with Brian.

Brian responded to the need that became apparent by starting a one-hour weekly session, open to everyone in the community, to come along and write his or her life story. Brian tutored the group and assisted them in any way he could; Brian donated his time, but group members did have to pay for typing and any printing costs that might be incurred when the life stories, and entire books, were complete. In Brian’s words, he didn’t make any money from his efforts, but he “did add extra value to his community and he made heaps of friends.” The program is in now in its tenth year and has gone from one to two hours per week and is still open to anyone in the community. It is something that Brian should be very proud of. Imagine having a few more Brian Bourke’s in every community.

Talk about adding value first, and adding extra value. Well done Brian! Congratulations on your unselfish and thoughtful contributions to other peoples' lives. Let's all take a leaf out of Brian's book, so to speak.

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CHAPTER 13

Learning | Time

Make time your most valuable resource
– Anton Guinea

This is one of my favourite topics, the effective management of time. Actually, this article will not be so much about ‘time management’, as it will be about being consistently active and being engaged in activity that adds value.

If you consider all the resources at your disposal to add value to your life and to the lives of others, time is the only resource of which we all have exactly the same amount. Whether you are Donald Trump, or the average person, everyone has at their disposal precisely 24 hours per day. Therefore, it is how well you utilise this time that will determine whether or not you are able to reach your goals and dreams.

One thing that I want to make clear is that I understand people who say, ‘But Anton, I have no time left in my day. Between ferrying the kids around, working and sleeping, there is no time left for me.’ I fully understand that it is a challenge of our modern society that we are all so busy, not necessarily productive, that it is sometimes hard to find the time to ‘work’ on ourselves and our dreams. There are, though, some

simple things that you can do to give yourself every opportunity to add value to the world, even with all of your daily chores. Some of these are based on the NET (no extra time) philosophy, which constantly questions how much you are achieving and if you are reducing the time-stealing activities. Let me explain.

Tony Robbins is the expert of the NET principle. His philosophy is that we should be able to include value-adding activities in our lives by ‘doubling up’ and thus using no extra time. For example, while you are driving, you could be listening to uplifting and motivational stories or self-development programs. Make your car a university on the lessons of life. I read great books whilst using the treadmill. The books are either work related, or they are stories of people who have achieved great things in life, such as John Coutis (no legs) or Janine Shepherd (spinal injury survivor), to name just two. What a great way to double up, and a great way to start the day! It may even be possible to double up while you are asleep, because some current thinking is that if you go to bed asking yourself the right questions, you will wake up with the right answers.

The next thing you can do to stay engaged is to constantly question the way you are spending your time. Get used to asking yourself ‘is this a value-adding activity?’ You will soon start to understand whether or not your time is being spent on tasks that are pushing you in the right direction (see *Give Your Life Direction*, 2007, by Anton Guinea). By asking that question of yourself, you will also give yourself the opportunity to refocus, and to redirect your energy if the answer is that your energy is not being spent on the right tasks. The topic of energy is something that we have discussed in previous chapters, and without a high level of energy, it is difficult to make the most of your time.

The other thing that could be of benefit is to take a critical look at your daily activities and identify ‘time stealers’. Television and internet surfing are two prime examples of time stealers and it is not surprising

to find that successful people do not watch much television. Again, I understand that we live in an age of Austar and Fox Sports, but if you are committed to ensuring that your time is spent in a meaningful way, these are some of the activities that you might like to consider reducing – not eliminating – to ensure that you are not wasting too many of your precious 24 hours.

Life is too short to miss out on living as much as possible, and experiencing all that you can in life. Some people advocate sleeping less, to find more time each day. This is one option, and getting up a little earlier or going to bed a little later gives you the opportunity to spend more time working on yourself or your goals. Finding just one hour a day gives you the equivalent of 9 additional working weeks per year with which to make a difference. There's a thought!

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CHAPTER 13

Real Results | Brett



Name: Brett

Age: 27

Occupation: Share Trader

Favourite Quote: Our only limitations are those we set up in our own mind – Napoleon Hill

Remember that time is a resource and, regardless of who you are, time is the one resource that every single person is allotted equally. Those people who have achieved great things in life have all developed the ability to more effectively utilise their waking hours. I have a good friend, Brett, who has an ability to focus his attention and to use his time to achieve his goals that is quite amazing. Let me tell you about Brett's productivity, and also about his goals and direction in life.

Brett made contact with me after he read the article that I had written on Paul (Chapter 1) and Paul's share trading. We have got on famously since. Brett was inspired by the story, because share trading is also his passion and we now have very inspiring conversations about goal setting, life improvement and getting more out of life. With two other great guys we have formed a 'goal setting team' that meets once

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a month to set goals and review our progress since our last meeting. It is a great opportunity to focus, a source of inspiration, and something I recommend that you implement in your own life.

In his early years, Brett worked in the family business and saved enough money to travel to Europe and North America. He returned home to work as a rigger on construction sites. He was not working when I met him, as he was in between rigging jobs.

Brett mentioned at the time that he was totally focussed on building a career in share trading. In his words “I just love it, I am passionate about it and I know I can trade shares for a living.” He went on to tell me that in no more than two years time, he would not have to be employed again, as he would be trading the stock market as his primary source of income. Talk about daring to dream, and dreaming big! It is a very inspiring attitude.

Now, Brett knew that he would have to educate himself about the stock market if he was to make his change in his life real. He also knew that it would not be easy because he was employed full-time.

After finding a suitable share trading course, and completing it, Brett started immersing himself in book after book and article after article, to learn all that he could about trading shares. This is where his time utilisation skills came to the fore. He arrives at his Rigging job early and spends at least half an hour before work reading books on share trading. He uses any breaks during the day to read and after getting home between five and six o'clock in the evenings, he studies share charts, he watches share trading DVDs and does anything else that will increase his skills and knowledge.

Just to give you an idea of how much time and effort Brett commits to his study, one of his goals for the month of June was to spend 150 hours studying share trading. Of course he achieved that goal (as his weekends

are also dedicated to the pursuit of information) and in June he spent more time than he planned on his education. To put it in perspective, Brett spends the equivalent of an additional working week, every week, learning about his new career. This is a commendable effort; Brett's commitment to achieving all that he wants to in life is astonishing.

Although I have concentrated on Brett's time utilisation in this Chapter, there are several other key messages to be learnt from his story. He is totally committed to achieving his goals. He will do what it takes to change his life. He sets goals and works towards results. I have no doubt that he will become a very successful share trader because anyone with that amount of drive and focus is destined to succeed. By the way, he has also accumulated three investment properties, and is only in his late twenties. Good luck mate, I look forward to our next goal setting workshop.

As a footnote to this chapter, it was only at the last minute that Brett decided to let us use his information in the book. Brett asked if I could wait until the next book, when he has achieved more than he currently has, and is a 'real' role model. I think he is a role model already, though we will give you an update in the next book of how far Brett has progressed.

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CHAPTER 14

Learning | Aim High

Aim for the moon. If you miss, you may hit a star
– W Clement Stone

This chapter is inspired by the conversations that I have with people (on a regular basis) who are very quick to tell me about what they ‘just can’t do.’ It upsets me greatly to hear people being so confident about what they cannot achieve, instead of what they want to go out and make happen. In previous chapters, I have discussed topics like creating empowering habits and challenging yourself to achieve all that you can, but this Chapter will take a slightly different slant and focus on the simple, but somewhat profound, concept of ‘aiming high’. It is time to look again at what you are capable of and your potential to surprise yourself by achieving what you never thought was possible.

There are five basic steps to aiming high: blocking out the negative voices, assessing what you have achieved previously and aiming for more, dreaming constantly, aiming to fail, and planning your approach. Let me explain.

Blocking out the negative voices that tell you that you will not or cannot achieve your goals is easier said than done because negative

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energy can emanate from a range of sources. One is your peer group. In Australia, the ‘Tall Poppy’ syndrome is alive and well, and anyone that dares to be different can be ostracised for their efforts. When you surpass your previous standards, you can make others feel uncomfortable and possibly even inadequate. This, of course, is not your intention, but you need to understand that your peers may struggle with your ability, and your will, to keep growing and to keep achieving. You need to hold fast to the knowledge that you can stay the course and keep making things happen. Eventually, your peer group will want to know how you achieve so much and they might even start to push themselves in the same direction.

A second source of negative voices is unfortunately your own mind; your inability to believe in your own capacity to achieve. You must understand just what great potential you have and how much value you can add to the world. Instead of trying to find reasons why you can’t achieve something, try to find compelling answers to the question of how you will achieve it, and when. Talk yourself up both to yourself and to others, without being boastful, and you will be surprised at how good you feel, and what a difference it will make in your life.

Before you can aim high, you need to benchmark your previous performance levels. It is extremely important to know your starting point. Your established performance level is the springboard from which you will launch your next advance in your life achievements. If your last promotion was to be Team Leader, aim for Senior Team Leader or higher. If your last presentation was 10 minutes, make the next one 20, if you sold 100 widgets last month, aim for 150 this month. If you don’t understand where you stand, you cannot aim high enough.

Thirdly, dream big and dream constantly. Each time you dream, ‘Gee, it would be nice to be able to do that, or achieve that,’ continue the mental process and look at how you can get there. There is a way. If someone else has done it, you can too. Life is too short to let everyone

else do all the achieving. Plus, you have the abilities within your, so don't forget to use them. Victor E Frankl (Auschwitz Concentration Camp Survivor) said that "survivors have something great yet to achieve in life." Aim high to make your mark on the world. Even if you think something is out of your reach, work out how you can make it happen. What have you got left to achieve in your life.

Don't forget to plan to fail – now that sounds strange, doesn't it? Be adventurous at times, and set yourself what are called stretch targets. That is, aim for outcomes that will be nearly impossible to achieve, and then give yourself every opportunity, and get as close as possible to your stretch target. You might not achieve all that you set out to, but you will go a long way beyond your existing benchmark and you will learn something along the way. Take the lesson, make your new achievement your new benchmark and try again. Make it happen.

The summary message is to aim big, aim for the moon. Even if you miss, you will hit the stars.

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CHAPTER 14

Real Results | Alexander Bletchly



Name: Alexander L Bletchly

Age: 20

Occupation: Mechanical Engineering Student

Favourite Quote: Take every opportunity in life and run with it until you get tired ... then get up and keep running!

I first heard of Alexander Bletchly several years ago when he was a senior student at Toolooa High School and working for my brother, Joe Guinea, as a Tutor at Aldon Tutoring Centres. Joe described Alexander as knowing exactly what he wanted out of life and committed to achieving great things. Joe was right, as I found out during a discussion with Alex recently.

Alex is a 20 year old Mechanical Engineering student at Central Queensland University. He is of course an extremely high achiever, and to date has attained High Distinctions for nearly every subject. This is not new for Alex, who was a ‘straight A’ student (and Dux) at high school. When I asked Alex whether he was driven, or whether school came naturally to him, he told me that it was a case of both; he does find school work quite easy, but he also told me, “I have been setting goals

and achieving them since primary school.” Now, of all of the people that I have met through motivational work, Alex is the first to have claimed to have been setting goals as a 10 year old student. He has received scholarships from several organisations, which help considerably with the costs of his study.

Alex’s mother recalls him as a fifth-grader coming home from school and announcing that he wanted to become an Aeronautical Engineer (an engineer that works on anything that is airborne). When I asked Alex about his goals for the future, he was both confident and direct. “I want to work for NASA” was all that he said. Of course we then went on to discuss how he was going to achieve this. The clarity and the understanding with which Alex described his future in great detail were astonishing, and a lesson for every person reading this book.

Alex will graduate as a Mechanical Engineer. He has already completed a work placement, as part of his course at CS Energy in Mount Isa, a role which he loved and which has provided solid grounding in engineering as well as the opportunity to be mentored by some very experienced engineers.

After his graduation, Alex will enter a suitable graduate program that will lead to qualifications in Aeronautical Engineering. He will then find employment with an Australian company, such as Aerospace Australia, before moving overseas to attain his goal of working for NASA (or that is his plan at this stage).

Alex explained that working for NASA will not be straightforward for him as that organization generally only employs US Citizens. Of course, Alex has a solution for this problem; he will either work for a contractor that provides a service to NASA; or start his own company and contract to NASA (or have his company supply a service to one of the other NASA contractors). It appears that there is not much that is going to stop Alex achieving what he has set out to do, and he has been

working towards this goal for the last 10 years. Talk about aiming high! Needless to say, Alex has set his plan into a realistic timeframe.

During our discussion, Alex commented that life is all about “why you can do something,” as opposed to “why you can’t.” What a great attitude! Another comment was that “all you have to do is try.” You can never fall further than where you are standing, so what have you got to lose?” Alex also said that negative voices, which can pull you down or tell you what you can’t achieve, need to be ignored.

Alex is aiming high; he is quite literally aiming for the stars.

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CHAPTER 15

Learning | Start Small

To aim high, you might need to start at the bottom
– Anton Guinea

I would like you to examine your working life, and how to work towards a successful career in whatever field you have chosen. When it comes to your career, though, it is often daunting to aim high, as the place you want to be, may seem a very, very long way from where you are now. It is, or course, well worth the effort in developmental (personal and professional), and financial terms.

This Chapter will provide a general blueprint for you to follow, whether you are advancing through the ranks of your current organisation or joining a new company.

If your ambition is to rise within the organization in which you are already employed, you must start by identifying the position that you aspire to fill. Next, you need to clearly set out the skills and experience you will require, and set about acquiring them while continuing to perform well in your present position – ideally, you will always perform above expectations.

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Sometimes however, your ambitions may lead you to choose a new career in which you will have to start your climb to the top from the bottom.

Starting at the bottom may involve commencing an adult apprenticeship or traineeship, or going back to university. It may even involve taking a pay cut in the knowledge that in time, the additional earnings of your new career will far outweigh the wages that you sacrificed in the short term. Think of the pay cut as an investment in yourself. Understand that with change comes growth, and that there are no bad decisions in life, only learning opportunities. Even if you decide that the new career that you have chosen is not for you after all, you will have learnt some new skills, and be more employable for the experience.

When you know what you want to achieve in your working life and the type of career (maybe new career) that you wish to pursue (remember that you may change careers several times throughout your working life), you can assess what qualifications or experience you need to get there. If it is a teaching or an accounting degree that you require, it is time to enrol at university. If it is front line management training that you require, it is time to find a training provider and work through the course. Now, this is easier said than done, and many people, especially those trying to raise a family, find returning to study an extremely daunting prospect. It doesn't have to be – mature age university entry is becoming more and more accessible, as is studying externally. Remember that you may not need to get university qualified to change your career; there are many people with highly successful working careers who started at the bottom of their organisations and are not university qualified (you will read about one of them in Part 2 of this Chapter).

Armed with your relevant qualifications, experience or certificates, you next enter employment in your chosen field and plan your climb to

the top. Remember to make the most of every opportunity presented to you; this is extremely important, because too often we miss the chance to present our skills and demonstrate our capabilities. You must always be alert to see how and where you can add value and how you can do more and gain more experience. Never stop challenging yourself, and never miss an opportunity to contribute and demonstrate your competency.

Finally, regardless of how many qualifications you acquire, how many opportunities you take or how competent you become, never forget that your benefit to your employer or client will be determined by only one thing – that is, how well you do your job ‘right now’. What ever it is that you are currently working at, and regardless of where you want to be, it is the now that counts and that will define your career. Be focused on what you are doing at this moment (live in the present), and demonstrate that you are willing to do what it takes to get the job done.

Be your best, grow your career and grow your skills. What are you waiting for?

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CHAPTER 15

Real Results | Mark Warrener



Name: Mark Andrew Warrener

Age: 36

Occupation: Manager

Favourite Quote: My statement for career:
To get ahead deliver more than is expected
– Always

My statement for family which is my life: No empty seats (My wife and children know what it means)

I would like to tell you about someone who is living his dream in a career that he has developed over time, and is adding value to a major Australian employer.

I first met Mark Warrener in mid 1994, when Julie and I had moved from Gladstone to Pannawonica, a small mining town in Western Australia, to start my first job out of my apprenticeship. Mark and I are the same age; he had made a very similar move from Townsville. I was working as an electrician, and Mark was working as a haul truck driver.

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Mark is a qualified Fitter and Turner, and like me, learned quickly that finding work was a very difficult task in the early 1990s. In 1994, soon after completing his apprenticeship, Mark was ‘laid off’ when his employer was unable to source enough work to keep him employed. At that stage, Mark, at age 21, had already married his childhood sweetheart, Melissa, and the couple had a 2 year old child, Haylea.

With only limited employment prospects in his home town of Townsville, he ‘packed his tool box and his wife and child into the family car and drove over to Pannawonica’, where his uncle was then employed, in the hope of finding employment. Now, to highlight just how different the labour market was back then, Mark sent his resume to every employer in Pannawonica and the surrounding towns every week for 3 months before he was finally offered a position on the mine site. The position was not in his chosen field – he started work as a haul truck driver.

Mark recounts the difficulty that he faced in the role, especially as he was getting paid tradesman wages while his colleagues were earning operator’s wages. Mark knew that he had far more to offer the organisation than driving haul trucks. After two years, in 1996, Mark accepted the offer of a job as a Fitter and Turner on the same mine site, and threw himself wholeheartedly into his work. That mine site is now a Rio Tinto site, and he continues to work for Rio Tinto, though he certainly understands what it is like to work your way up.

Mark was presented with opportunities to improve his skills, training and experience, and was soon elevated to a leading hand tradesman role; not long after that first promotion he was offered a Supervisors role. He had started to develop his career, and to learn the importance of taking every training and developmental opportunity to improve his performance, and in turn, his career opportunities.

When I next worked with Mark, on another Rio Tinto mine site in Jabiru, Northern Territory in 2001, he had two more children and had moved into Maintenance Planning. He was working as a Senior Maintenance Planner and Business Systems Analyst. He was certainly demonstrating to the Rio Tinto organisation that he was capable of filling a variety of roles, and that he was constantly focused on doing an outstanding job and doing more than was expected. Mark will tell you that “you are only as good as your last job or your last project.”

Since leaving Jabiru, Mark’s resume includes Superintendent level roles and performing as Maintenance Manager on a large mine site in the USA. His current role is Team Leader in the Rio Tinto Technology and Innovation Group in Perth, where he is the Manager responsible for maintenance improvement projects on Rio Tinto sites in Australia and Africa. This is less than 14 years since he was laid off and struggled to obtain work in a little town in Western Australia. It is only 12 years since he was driving haul trucks around a remote iron ore mine site. Yet even with all of the focus on his work, Mark’s priorities remain “family, work, education – in that order!”

What makes Mark’s story even more impressive is the fact that he finished his schooling at Year 10 and has no tertiary education. He has achieved great success in his working career on the back of hard work and dedication. Yes, he has moved around the world to make the most of his opportunities, but he has committed himself to doing what it takes to make a difference. His story should inspire others, and demonstrate what is possible with hard work and dedication. Ironically enough, I am again working on a project with Mark, and we occasionally look back at those years when we thought football and beer were two of the most important things in life.

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CHAPTER 16

Learning | Change

Change is not merely necessary to life - it is life
– Alvin Toffler

This chapter is going to deal with change, the ramifications of change, and how it can affect your life. Change is an essential element of life; occurring all the time, all around us. There are only two states of life, living things are either growing or they are dead. Every living cell is constantly changing, if only to enlarge or replace itself. With every new learnt concept or new idea, your mind is changed, and there is an old saying, ‘a mind, once stretched with a new idea will never regain its original size.’

In life, though, some changes are out of our control. These are the times when we are hit hard by minor or major events. Minor changes at work could include new procedures, new roles, or new employees, for example. The change could involve having your car park allocated to someone else, or your work station relocated. Strangely enough, even minor changes can be too much for some people to cope with – their resilience can be low and the slightest change in their routine or their life resembles a major crisis.

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Major changes include the terrible things that may happen to you or your loved ones – accidents that cause irreversible and immeasurable damage to your body, heart or mind or those of your loved ones. A Vietnam veteran shared with me an account of how his life changed significantly following his second trip to the front line of the battlefields.

As the survivor of a major workplace accident, I am vividly aware of what it takes to change your attitude, take account of your situation, and rebuild your life, your expectations and your ability – to not only cope, but to contribute to the world following a major setback. However, at the extreme of the scale, is the death of a loved one, which can be our greatest trauma, cause us the deepest hurt, and force the greatest change in our lives. These are the big changes that we must cope with.

So, what are the coping mechanisms available to you when life deals you the most rotten of hands. Sometimes, words just aren't enough but there are some things that you can do to deal with change in your life, be the change minor or major. These include an acceptance that things happen for a reason (though this is often difficult, especially in the case of death), to understand that the change may be beneficial in some way, and to understand that regardless of your tragedy, life goes on and that there are positive things in your life, including people who love you dearly.

'Stuff' happens for a reason. I will not try to provide reasons; simply quote my friend, Wendy Hannan who suffered shocking injuries in a car accident, "even though I spent years in hospital, I was meant to have that accident. It was meant to happen to me." Whatever happens to you, there is a reason that you were chosen to accept that crisis. The reason is generally because you can handle it.

Even in the most tragic of circumstances, there is a message or a lesson to be extracted from the major events that change your life if you just look hard enough for it. The most minor of changes in your life can

cause you to develop a new outlook on life. When it comes to major life events, only the foolish do not look at these and in retrospect consider how they have grown from the experience, including how they have changed their own approach to life. Some people need to learn to walk again, talk again, work again, dance again or see or hear again, and they make commendable efforts. If you are looking to learn from some of these people, try books by Lance Armstrong or Dean Karnazes, just to name two.

Finally, life goes on. The sun will rise again tomorrow morning, and your loved ones will be there for you again, as they were today. If you feel that the change is overwhelming, remember the words to a former hit song 'Things Can Only Get Better.'

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CHAPTER 16

Real Results | Wendy Hannan



Name: Wendy Hannan

Age: 40

Occupation: Home based business in the Health and Wellness industry.

Favourite Quote: The way you think determines the way you feel and the way you feel influences the way you act – Saint Paul.

Wendy Hannan has overcome many hurdles in her life and changed her life for the better, although there were several occasions on which she could have thrown in the towel.

I first met Wendy several years ago through business networking. She is a passionate person and her energy is nothing short of contagious. For Wendy, the early 1990s were great years; she was living and working in Mount Isa, engaged to be married and loving life.

One Friday afternoon in 1994, she was involved in a car accident that shattered both her legs, inflicted third degree burns to her legs and caused massive internal bleeding. It was a devastating event but worse was to come.

Her fiancée found it all too hard, decided that Wendy was not the girl for him, and abandoned her in a hospital bed where she felt totally alone. To make matters worse, she was also told that she would never bear children, and she had to wait some weeks before she knew if her right leg would be amputated – her doctors were uncertain if the extensive surgery had been successful

Needless to say, Wendy has had to change many things in her life, foremost her attitude to enable her to cope with the regular hospitalization for skin grafts and major reconstruction from the waist down. After the many operations to restore her shattered legs, Wendy even needed to learn to walk again. One of the turning points for Wendy was being exposed to high quality supplements which dramatically accelerated her healing process. Wendy has not only learnt to walk again on her own legs but now moves as well as anyone; unless she shows you her scars, you would not know what she has been through.

She is now happily married to Glenn, whom she met during her initial stay in hospital. Glenn was a rock for Wendy, which she (as anyone would) needed during her challenging time and he has remained by her side since that time. Wendy will tell you that their relationship is stronger for that shared experience.

The final area of her life that Wendy had to change was to learn how to become a parent. Yes, Wendy defied the odds and was able to bear two beautiful children, who are now aged five and six. Not a day goes by that she does not give thanks for what she has in life. She is now committed to improving the lives of others through the promotion of the product range that changed her life.

A conversation with Wendy about her accident is an amazing experience. She speaks openly about many things, from the physiotherapist who told her she would never again walk properly, to her belief that the accident was one of the most important things that

has happened in her life, and to Janine Shepherd, author of 'Never Tell Me Never,' who suffered a similar accident. Janine is an inspiration for Wendy; she was lucky enough to meet Janine at the 2006 International Woman's Day Lunch held in Gladstone.

As a footnote to this chapter, keep an eye out over the coming year or so for Wendy's book, which she is publishing to help burns' patients overcome the challenges they face. Good luck Wendy I can't wait to read it.

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CHAPTER 17

Learning | Love

The love we give away is the only love we keep
– Elbert Hubert

I have covered many topics in this book, but not yet the topic of love and how sharing the gift of your love with the world will make it a better place for us all. Yes, love makes the world go round. But, it is not just any kind of love that changes lives, as that takes unconditional love; love that is given with no expectation of a return or love given with only the most sincere of intentions. Let me explain.

There are several levels of love that people share with others (remember that love can be shared in a multitude of ways, from simply smiling at a stranger, to caring for others, to donating to worthy causes). The three levels of love are demanding love, expectant love and unconditional love. The lowest level of love is ‘demanding love.’ Demanding love is the love that you give when, at the same time, you demand something in return. You are willing to perform a charitable or loving act for someone, provided that they return the favour. Intimacy is one form of demanding love (generally) where love is given and love is received in return.

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Expectant love is love that you give while secretly, inwardly, expecting something in return. You put no demands on your love, but do expect to be rewarded for the efforts of your giving. This love is generally only given (even subconsciously) to those that you think or know will be able to return your loving or charitable act. Sometimes, when the love is not returned in some way, you can even feel annoyed or betrayed.

Unconditional love, as the name suggests, is the highest and most noble form of love. This is the love that breaks down barriers, it unites races, it stimulates people to do more for others than they would ever do for themselves and it is given to those from whom you expect no return.

Unconditional love is the love that Mother Teresa had for the destitute people for whom she worked. It is the love that moved Bob Geldoff to rally the world to donate to honourable causes. It is also the love that you have to nurture and find within you for those who have wronged or hurt you in some way.

Love truly does make the world go around. Without love, we are nothing; without love a parent disowns their child; without love, babies fail to thrive; and without love, life is meaningless.

Giving unconditional love can be one of the easiest, most painless and hassle free things you will ever do. It is as easy as being there for someone, or connecting with them on a deeper, more emotional level that you would have otherwise. You can change someone's day, just by the way you look at them.

Giving unconditional love can be as easy as a quick thank you or praise for a job well done. It can also be spending time at an aged care home and just listening to the stories of an energetic child. It can be donating anonymously. It is the raising of your infant children when they cannot even return your smiles.

Remember, though, that you cannot give anything that you are not first able to receive. You must be willing to receive unconditional love from others and give yourself an unconditional love that lets your soul know that 'you rock.' Strangely enough, though, of the three levels of love, unconditional love is the only type of love that is returned in much greater quantities than you originally gave. As the saying goes, 'What you sow, you reap.' When you love unconditionally, you change not only the lives of others, but you change your own life, as you will be rewarded tenfold for your generosity even though you don't expect it.

When you love unconditionally, you will find that you become a person of giving and that you have found a higher purpose to live for. Share the love.

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CHAPTER 17

Real Results | Deborah Roots



Name: Deborah Lee Roots

Age: 50

Occupation: Domestic Engineer

Favourite Quote: People ask me why smile I so much;

I say “I’m high on life, can’t you tell?”

So, smile everyday, it makes everyone wonder what you’re up to!

Deborah Roots is an amazing person. She has raised six children, has been happily married to Errol for many years and, like him, has been a successful business person. She is now 50 years old and is enjoying life as much as ever but it once seemed likely that Deborah would not live to see her 33rd birthday.

At the age of 32, Deborah was diagnosed with breast cancer. At the time she was a mother of five young children, pregnant with her sixth, living on one income in a town that had absolutely no support services for cancer patients.

Soon after her diagnosis, Deborah underwent mastectomy to stop the cancer from spreading. To completely heal her body, Deborah needed

to commence a course of chemotherapy. However, she was pregnant and was faced with the decision of whether to terminate her pregnancy. Fortunately, she and Errol placed their love and faith in God and decided, against medical advice, not to terminate; their sixth child was born happy and healthy. The chemotherapy was followed by radiation treatment and then more chemotherapy. Seventeen years later Deborah is living a happy life, and having regular check ups to ensure that her body is still cancer free.

All six children, which she credits as her reason to live, are still happy and healthy; she has been successful in business and remains happily married to Errol, whom she praises as “always being strong” and “always being there for her and their family.” Furthermore, in order to assist others she successfully founded the Breast Cancer Support Group in Gladstone.

Obviously, the love that Deborah has for her children, her husband and her Creator all helped her overcome the demanding times that she has experienced in her life. It is uplifting to hear Deborah as she describes how much love her family members have for each other and how much they do for each other (and others around them, I am guessing). She also thanks the Gladstone and Calliope Catholic churches for their love during the tough times, when she really needed help.

Deborah is a clear example of someone who loves unconditionally; her reward has been both an extended life and seeing her children grow up. Even better, Deborah has recently become a grandmother, an event that at one stage she thought she might not live to. It was a cherished moment for her, which she explained by saying, “If you think you love your own children, just wait until you have grandchildren. I would have had them first, if I knew I was going to love them this much ...”

As a foot note to this chapter, I want to share with you how I found out about Deborah and her struggle. Her eldest daughter, Crystal contacted me with the story, and here is an excerpt from Crystal's letter:

“My mother is a wonderful woman. I am sure that she thinks that life is too short to miss a moment. Since the cancer, my father became a more loving and amorous person towards mum, us children and life in general. My mother turned the situation into a positive experience to be the person she is today. The good Lord works in mysterious ways and everything happens for a reason. We children had to grow up rather quickly and take on roles of parents before we were even teenagers. We would do it all again in a heartbeat. Thank you for always being there, Mum”.

Lots of love, from your daughter Crystal.

This letter is dedicated to my mother Deborah Roots.

Nothing more needs saying.

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CHAPTER 18

Learning | Why?

Find your 'Why's' and you will find your 'How's'
– Anton Guinea

In this chapter, I want to share with you the concept of 'finding your whys'. But, you may ask, what is meant by your whys? Your whys are the things that motivate you to take action, your whys are the driving forces of your life and your whys are the single biggest things that you should be aware of as you embark on any goal and indeed, when engaged in any project or enterprise. Put simply, there is nothing that you do in life that is not done for a reason, usually a very strong and motivating reason and to be aware of the reasons that you undertake things will make you both more self-aware and better able to understand yourself.

Your whys might include being able to say that you have done it (bragging rights), being an outstanding provider for your family, being the best in your field or changing the world by volunteering or donating to worthy causes? These are the reasons that you work, exercise, challenge yourself or do the extra hours. It is also important to remember that those people working for you, if you are a leader, also have a range of whys that are motivating their actions. By discovering

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their whys might change your life by changing your business or your department.

Think of your whys as your treasure chest. They are the reward at the end of a journey and the fulfilment that you experience when you have achieved a result in life. Find your treasure and change your life. You can do this by developing a high WhyQ (as opposed to IQ). Be willing to search for your whys and understand what is really driving your actions. Have an eye for your whys because then you will be clearer about your goals.

If it is a new venture that you are undertaking, asking why should be the first step of the process. When you know why you are making the effort, investing the time or committing the resources, the ‘hows’ of what you want to achieve will become clear. That is, you will struggle to understand the process of achieving your goals until you are clear as to why you want to achieve it. Know why, and the hows will take care of themselves.

You might start by considering your desired outcomes. When you know your outcomes, your reasons for wanting to achieve them, will become clear. You can then take massive action, measure your results and keep modifying your approach until you have achieved what you set out to. Take note that understanding your whys comes before you take any action.

Recently, I saw this neatly summarised in the blurb of a book, titled ‘What’s Your Why’, which read: ‘understanding your why will reveal the core factors that motivate you. Why will lead you on a path toward a more meaningful life ... So where is your treasure? If you have never been on a treasure hunt, perhaps now is your time.’

You may have more than one why driving your ambition or project. This is about understanding that you have a why, that your why is your

motivator and that when you can identify it you will be in a better position to ensure that you fulfil it by your actions.

But, how do you find your whys? You need to answer the ‘big three’ questions: what do you think about, how do you spend your time, and how do you spend your money? Write down your answers and using your answers as a starting point, you can delve deeper and look at what you are passionate about, what the most important relationships in your life are and what you would be doing if you could not fail. This last question is the most important, and can be re-phrased, ‘if money was not a problem, what would you be doing with your life?’ When you know what you would be doing if you had no road blocks, it should be easy to identify why you would be doing it.

Then you can ask the question of ‘why are you not doing that now?’

You are capable of anything that you set your mind to.

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CHAPTER 18

Real Results | Sean Elphinstone



Name: Sean Elphinstone

Age: 41

Occupation: Contract Specialist

Favourite Quote: People ask me why I train the way I do. My response is that:

“Some people collect stamps, some build model planes, I lift weights, that’s my hobby and interest.”

The person chosen for this chapter is an intensely and passionately committed individual, and that is probably a gross understatement. Sean Elphinstone is probably the most committed person to a cause outside his working life that I have ever met; I find particular motivation in his story. He is a body builder, so if body building is not your thing, try to understand the concepts and allow his story to show you how the whys of your life will keep you focused and on track.

To look at Sean now it is hard to believe that he was a scrawny child, who was bullied by a much older boy in his early primary school years. In his words “I felt completely and utterly helpless, a feeling that I never wanted to experience again. I decided I needed to toughen up and consequently started to play rugby league in an effort to improve

my physical ability.” The seed had been planted and even at an early age, Sean was developing a strong reason why he should commit to improving his size, strength and confidence.

Sean’s grandfather was a show axe-man in far North Queensland, and it was a photograph of his grandfather that inspired Sean, when he happened upon it, early in life. The photograph showed his grandfather sitting on a log sharpening his axe; the axe-man’s muscularity and upper body development were very significant to Sean who understood his own potential to improve his physique. The next day he went home after school and began a daily regimen of swinging his dad’s axe. To mix up his exercises he also began to lift Besser Blocks above his head; blisters started to develop on his hands and soon after, blisters developed on the blisters. His desire, though, to improve his physical ability was providing sufficient drive to keep him chopping and lifting despite the pain of the blisters. To save his hands some pain, Sean started hanging from the door frames in the family’s old Queenslander and doing as many chin-ups as he could.

Fast forward to his high school years, and the bullying was no longer an issue; in fact, Sean was a member of the First 15 Rugby Union Team at Rockhampton Grammar School.

Having completed his secondary schooling, he commenced an apprenticeship as a Fitter and Turner at QAL. It was during this apprenticeship, at age 18, that Sean started to take body building to a new level. The combination of work and then family commitments (and Rugby League injuries), shifted Sean’s focus from Rugby League to the gym. His internal need to continuously improve himself became another strong why for Sean.

Fast forward another 22 years, and Sean is now over 40 years old with a body that any male of any age would envy. But it has not come easy.

His whys of preventing bullying and improving his Rugby League game have well and truly been superseded. Sean's whys now include representing Queensland in the Masters category at the upcoming National Body Building Titles (for natural competitors only). This drive to compete is new but has its beginning when Sean was about 21 years old and his father noticed his changing physique and encouraged him to 'do something with it'. Sean resisted the urge to compete until 2006, not long after his father was diagnosed with a terminal illness. Sean was able to add another why to his life, and that was to make his father proud. By the time of the competition, the illness was too far advanced for his father to attend the event, although he viewed the video footage with great pride before he passed away. This was important for Sean; the drive to compete has stayed with him, partly to honour the memory of his late father, who would be even more proud to see Sean now.

Now, before you start thinking that it is easy to get up and go to the gym every day to become competitive on the national stage, let me tell you that Sean trains up to 3 times each weekday and on weekends. He is an outstanding example of true commitment, and an example of how strong whys can drive you to take action.

If body building is not for you, what are the whys that will spur you to commit yourself as Sean has?

As a finishing note, body building is as much about diet as it is about lifting weights. Sean 'has a biscuit occasionally', as a treat, again demonstrating his totally focussed attitude. When I first met Sean, I was sufficiently intrigued to ask, "Why is it that you are so committed to body building, and what is driving you?" Sean's response was simple; 'Some people collect stamps, some build model planes, I lift weights.'

Well said, Sean!

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CHAPTER 19

Learning | Personal Relationships

*Improve the quality of your life;
improve your personal relationships*

This chapter will discuss the important topic of your relationships. Because the quality of your relationships will determine the quality of your life, it is important that you are able to maintain quality personal, intimate and business relationships. This chapter will concentrate on your personal relationships and intimate relationship.

Your personal relationships are all those non-business relationships that are outside your intimate relationship. They include the relationships that you have with your family and friends. These are extremely important relationships to foster and maintain, as your friends and family are not only your support network, but the people with whom you spend most of your elective time. They are the people that challenge, inspire and frustrate you, they are the people that love you and would do anything for you.

Why are your personal relationships so important to the quality of your life? Firstly, always remember that it is not about the 'me', it is about the 'we'. You need people in your life who will allow you to be

yourself, who will support you through the tough times and who will allow you to help them when they are down and in need of support and love. Be giving of your time, your energy and your love; these people need to know that you love them.

Secondly, and on a more selfish note, the type of person that you spend time with is the type of person that you will become. I have heard it quoted many times that your net wealth at retirement will be the average of the net wealth of your five closest friends. Spend a minute to consider who you spend most of your time with, and consider if their potential net worth is what you would aspire to. If so, great, otherwise, remember that it is never too late to expand your network.

But putting aside financial considerations, the people you spend time with should stimulate and amaze you, they, should challenge you and should be at least your intellectual equal if not your intellectual superior. Don't be afraid to be the weakest link in your chain. Don't be afraid to associate with those from whom you can learn. Then, don't be afraid to share yourself with those people in your personal relationship sphere because they look to you for wisdom. Remember also, that you have friends for a reason or you have friends for a season ...

Then there is your intimate relationship. This relationship, when passionate and fulfilling, will allow you to realise all of the gifts of life, and to become part of something bigger than yourself. A passionate intimate relationship will make your life an experience of joy and love. Time will disappear, major issues will be manageable and your life experiences will be exhilarating. Passionate intimate relationships, where as a female you are able to share and express your emotions and your love, and as a male you are able to 'keep your woman happy' (the role of the feminine and the masculine energy in relationships) will be life changing. Recapture passion in your intimate relationship simply by going back to what worked during those early days when you were courting. Remember what you were doing then, and make the effort to

again make your partner a raving fan by exciting them with your energy and sensuality.

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CHAPTER 19

Real Results | Dianne Dray



Name: Dianne Dray

Age: 50

Occupation: Owner, Aldon Tutoring Centre

Favourite Quote: Always look on the bright side of life – there’s always someone doing it harder or tougher than you are – Keep smiling!

This is the story of Dianne Dray, a woman who has managed to maintain an extraordinary intimate marriage relationship for nearly 30 years.

Dianne met Bill at the 21st birthday party of a mutual friend in January 1977. In Dianne’s words “there was some chemistry there, and Bill was someone that I thought might be worth investigating.” Dianne was 18 at the time, and Bill was 20, and after several months, the two commenced a relationship that is still thriving today.

They faced two formidable challenges in the early days of their courting. They lived on opposite sides of Sydney and Bill was employed in the Air force. They got over these hurdles, though, and married in March 1979. They now have two children, Chloe, 24, and Liam, 21.

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So, what is it that keeps a marriage alive for nearly 30 years? In Dianne's words, the most important thing is to maintain your independence. Don't just become someone's husband or someone's wife, but remain true to your identity and maintain your individualism. Obviously, Dianne and Bill do spend a significant amount of time together, and they always have, but their own work, sport and study interests have been important to each of them.

Second on the list of things that are important to staying married, is to be yourself. Know yourself and be comfortable with who you are. Most certainly don't try to change yourself to conform to your spouse's ideal. Also, Dianne is confident that you will not succeed if you try to change your spouse; instead you must get to know your spouse, know what is important to them, what excites them, what annoys them and how they will react to different situations. "You need to understand the other person" she said, "you may not always agree, though you need to have an understanding of their position and their opinion."

Third on the most important list was to "know when to stand up and know when to shut up." Be willing to concede, when necessary, and be willing to challenge when required. Never be offensive, and don't be antagonistic. There are some battles that are worth fighting, and some that just aren't, especially if you want to maintain harmony in the relationship.

Finally, and most importantly, Dianne said you need to continually grow together as a couple. She explained that she and Bill lived in Innisfail when Cyclone Larry destroyed the town in March 2006. They lost everything in the cyclone. With builders at a premium in Innisfail, they decided to build their own house and aimed to move in before March 20th, 2009 – the 3rd anniversary of Cyclone Larry. Dianne explained that Bill can be "very pedantic to the point that it drives her nuts," but that the whole process of building the house has made her

more patient and tolerant, as well as making their marriage stronger and more solid.

Finally, on the question of love and passion in a marriage, Dianne was very certain in her response. Without love and passion, a marriage will not last, she said. Do what it takes to keep the passion alive. Thanks for the advice Dianne.

Live with passion, live with love and foster your personal and intimate relationships.

How to get Life Results

CHAPTER 20

Learning | Professional Relationships

Improve the quality of your life; improve your business relationships – Anton Guinea

There are two types of business relationships, internal and external to your organisation, and three main reasons that you should maintain high quality business relationships; to have access to information, to improve your business and to provide personal service. Let's look at each of these reasons in turn.

Whether it is within your organisation, or external to it, it is crucial that you have a professional relationship with 'key players', those who hold the information that you may require. Often times, when you are stuck for information or advice, there is a particular group of people that you turn to, the IT Department, or the Maintenance Team, for example. External to your organisation, you may meet key industry professionals at a conference or seminar, and these 'subject matter experts' might just be able to assist you or your organisation at a critical time. It is crucial that you maintain great relationships with these people as they can add so much value to your life. Notice that I am starting out with a focus on how these people can add value to your life. Later in this chapter we will examine ways you might add value to their businesses.

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The second reason to maintain outstanding professional relationships is that it is good for business. Regardless of whether you are self-employed, a Department Manager, a Sales Person or a Line Supervisor, the more industry experts that you know, the better you will be able to manage your 'patch'. As the amount of knowledge in the world is doubling every few years, it is essential that you are able to take advantage of the opportunity to grow your business or your department and to keep abreast of industry trends. Furthermore, the only constant in life is that things will change. If you are still doing business the same way that you were 5, 10 or 15 years ago, you will be struggling to compete. Without the assistance of industry experts and relevant service providers, you may not benefit as the business world changes.

Personal service is the third reason you should maintain great business relationships. You may tend to forget at times, that you are a wealth of knowledge, you are outstanding at your job, and you have the information that other people want and need, to be effective in their roles. When people see you as approachable, helpful and supportive, you will have the opportunity to add value to their lives. This point was highlighted in the movie "Peaceful Warrior," which focuses on the role of a wise old man who knew the power of 'service to others' and 'living in the now'. The story was based around the mental struggle of a gymnast to rebuild his life and his confidence after a motorbike accident.

One of the messages of that movie was that there is no higher purpose than 'service to others.' Never forget the ability that you have to change other people's lives, just by doing the little things, and doing them graciously. Too often we are too busy or 'too something' to help others.

Finally and in general terms, the best way to maintain great business relationships is to network well, and to keep in touch with people you meet, people that help you, and people that you can assist.

CHAPTER 20

Real Results | Robyn Henderson



Name: Robyn Henderson

Age: 56

Occupation: Author

Favourite Quote: Implement now, perfect later – Robert Davis

In relation to networking to your advantage, there is only one name in Australian business to consider; Robyn Henderson. Robyn is regarded as a Global Networking Specialist who has authored and contributed to 19 books. In short, Robyn is able to foster exceptional professional relationships by maintaining contact with her associates, colleagues and friends. In short, Robyn is a ‘networker’ and has helped many people over the years to build their businesses, and hence the quality of their lives, through effective networking.

Robyn has spoken in 11 countries, presents over 120 times each year and has never advertised. All her work comes from networking and referrals and her website. Her career spans more than 15 years as a professional speaker, 10 years in sales and telemarketing management and 13 years in hospitality. Robyn also successfully ran women’s

networks for 6 years and was listed in the Businesswomen's Hall of Fame (1997) and the Top 100 Spirited Women of Australia (New Woman Magazine).

Robyn was presented with the 1997 Speaker award from the NSAA in November 1997 for her contribution to the speaking industry and is a CSP–Certified Speaking Professional with the NSAA. This accreditation is shared by only 17 women in Australia and 110 women globally. In 2000, Robyn received the prestigious Nevin Award - given annually to a member of NSAA whose accomplishments reflect outstanding credit, respect, honour and admiration of the entire speaking profession.

Obviously very accomplished, Robyn has included on her web site the following list of tips for networking success. It should be noted that these tips are predominantly related to sourcing business opportunities, but some may be relevant to your internal business relationships.

1. Create and maintain your database (contact details, special interests, major achievements),
2. Make contact with current clients and prospects every 60-90 days,
3. Attend 1 or 2 networking functions regularly and become known as the key person in your industry,
4. When you receive a referral, acknowledge the referral in writing – fax, card, email, at the time of receipt. Then get back to the referee and let them know how it went,
5. Give away a referral a day to someone in your network with the ethic of reciprocity; (what you give is what you get back),
6. Send a thank you card every day,

7. Build a positive profile in your community; call people by name, wear a name badge, sponsor on a local basis, and as Anita Roddick says: THINK GLOBALLY, ACT LOCALLY,
8. Work your internal network more effectively,
9. Avoid keeping tabs on what you do for others; 'Give without Expectations,' and
10. Be open to opportunities; 'The window of opportunity is so clear, sometimes we miss it.'

You can find more information about Roby and networking at <http://www.networkingtowin.com.au>.

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CHAPTER 21

Learning | Legacy

Life is about the legacy that you leave behind and what is included in your eulogy – Anton Guinea

After focusing on relationships in the previous chapters, it is time to take a different track. This chapter is going to pose two questions, and they both relate to how much value you are going to add to the world before you leave it.

Question 1 is simply ‘how would you like to be remembered?’ This question is designed to get you to think about what you would like said at your eulogy. What aspects of your life or your personality would you most like people to remember?

In answering this question, consider what value you would like to add to the world. What burning desires do you have, and what do you believe life holds in store for you. It is about achievement? Is it about success in business or is it about volunteering your time and energy to worthwhile causes or is it about changing the lives of sick children? Also think about your value system. By that, I mean what are the things in life that you value above anything else. It might be adventure or it might be security. When you are clear on your values, you can live in harmony with them.

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What often happens is that we miss opportunities that present themselves to us and so fail to make the mark that we desire. The best way to ensure that this does not happen is to be clear on what you want to achieve. When you know what you want to achieve, you can be open to the opportunities that come your way. Always remember that ‘what you focus on is what you get.’ Be clear on your outcomes, and you will be in a position to take advantage of what opportunities the universe provides you for to change the world.

One way to obtain clarity on what you what to achieve in life is to create what is termed as your ‘bucket list.’ I call this your ‘101 things to do’ list, and it includes all the places you want to visit, the goals you want to achieve, the volunteering to be done and the things to acquire. By keeping this list up to date, you will stay focused on what you want to do. Make sure that the focus of your bucket list is how you want to be remembered.

Another way that you can focus on how you want to live your life is to consider how long you would like to live. For example, if you are 36, and you want to live until you are 94, that is 58 years of life still left. Multiply 50 by 365, you will know exactly ‘how many breakfasts’ you have left in which to create the legacy that you want to leave behind (a message from Steve Pandelus). In my case, I will wake up only 21,170 more times. What a sobering thought - I had better get busy.

The second question that I want to ask you as part of this Chapter is ‘will you be remembered how you want to be (and how you currently think you will be)?’ There is only one way to discover this, and that is to ask those close to you what they will remember about you. If they give you the ‘gift’ of feedback, you will be well placed to understand if there is anything about your approach to life that you would like to change.

As an action item, I do encourage you to think about, and even write down, what you would like said in your eulogy. Remember, if you don’t write it, you can’t have it. And don’t forget about your bucket list.

In closing this chapter, I want to share a personal story that will highlight the message of how do you want to be remembered. In 1979, my Grandfather, John Walters passed away. My Grandmother, who still lives in the house that they both shared at Tannum Sands, has had the neighbouring park named after her and Granddad (Walters Park), due to the time and effort they spent developing the area. Furthermore, and perhaps even more special for our family is that even almost 30 years after his death, people still tell us what a gentleman John Walters was. That is how he is remembered. What a great legacy.

How to get Life Results

CHAPTER 21

Real Results | Dave Whitefield



Name: Dave Whitefield

Age: 36

Occupation: Safety Leadership Trainer and Coach

Favourite Quote: To know, and not to do, is not yet to know – Zen Saying

Dave Whitefield is someone I know that is clear on his purpose in life, he is clear on what he wants to achieve and he is clear on how he wants to be remembered.

Firstly, Dave is an energy machine. He is a safety trainer who is passionate about what he does, and he loves making a difference. His main focus is the delivery of Safety Leadership programs, and other Workplace Health and Safety Courses. Dave is also a recognised speaker in the field of Occupational Health and Safety, but it was not until the last few years that Dave really found his passion. Several events during his life have moved him onto the path that he is now travelling.

Dave started university study in the area of Behavioural Science with his major study in psychology. “I have always been interested in what makes people take the action and make the choices that they do”

he explained to me during a recent conversation. At the end of his first year, Dave's grades were not what they should have been, and he could continue studying only if he changed his major. The only other available major that interested Dave was Workplace Health and Safety. This was where it all started for him.

On the way to following his dreams, Dave did some 'hard yards'. At the completion of his degree, he sent out 50 letters of application for safety roles but didn't receive a response to any of them. He took work as a motorcycle courier and subsequently had another experience that was to further mould his life and spirit. In 1994, aged 21, he ran into the back of a stationary vehicle while travelling at 60 kilometres per hour. Although he was released from hospital the same day, the motor cycle was written off and Dave was lucky to be alive.

From that point forward, Dave pursued a speaking and training career in the area of health and safety and he has since held both full-time positions with organisations like Duke Energy, and self-employed consultancy roles.

Although he is passionate about educating, sharing and communicating his message, one of his consultancy roles ended with Dave being 'moved on' for poor performance. He concedes the impact of that experience was profound, but it provided him with the drive that he needed to develop himself further and to develop his own business.

Fast forward to 2006 when Dave merged his two-person consulting business with a safety training organisation in a very successful business move that would allow him to leverage his own skills and have access to a larger and more captive client base. This also allowed him to focus on doing what he loved, leaving other tasks like sales and admin to the rest of the team. Since that time, Dave's organisation has both acquired and partnered with other safety trainers and professionals throughout Australia, and the business continues to go from strength to strength.

So, how would Dave like to be remembered? The name ‘Safety Dave’ would give it away somewhat, though it is more than a catchy name for him. To speak to Dave about workplace safety is to have a passionate discussion with someone that is totally excited by his work. He was clear that he wanted to be remembered as “the guy that prevented workplace accidents.” “Anton, I am just not going to stand for people getting hurt at work. I want to be known as the guy who persisted to make a difference to people’s lives by inspiring them to work safely. I want to save lives.” If Dave continues to live and work with the passion that he currently does, there is no doubt in my mind how he will be remembered. He has an admirable life’s mission, and one that will make a difference to the world.

As a footnote to this chapter, the above article was the one that was the most well received of all of the articles that I wrote during this article series. It was amazing to receive some of the responses, which were emailed through, almost immediately the article was published.

People do feel strongly about how they want to be remembered, and about the fact that their daily actions will contribute to their legacy.

How to get Life Results

CHAPTER 22

Learning | Purpose

*Purpose serves as a principle around which to organize
our lives – Anonymous*

Nearly as important as your legacy, which was covered in Chapter 21, is the purpose of your life, and whether or not you are being true to that purpose. The questions that I now have for you are; what is your purpose in life? Why are you here?

Now, before you try to answer these questions, I want you to consider that it might even be possible that you have two purposes in life, one purpose in your professional life and one purpose in your personal life. There's a thought! Granted, some people may have one purpose in life (take Mother Teresa for example), though for those of us that are mortal and trying to make our mark on the world, we can tend to lead 'two lives'. Most of you will spend a significant amount of energy focusing on your work during the day, and then spend your 'out of work hours' trying to grow a loving, respectful, caring and sharing family.

In relation to your professional purpose, it may be easier for some to define this purpose than it is to define your personal purpose. For example, you may be a Sales Person and your professional purpose

might be to sell products that will change people's lives. It might be to improve the performance of your factory, or to mentor people into more senior roles. Remember that your professional purpose might change, depending on your position. Some would argue that your purpose should never change throughout your life, and if your life is a 'mission, not an intermission' you will be focused on your purpose regardless of what your work or job is. I concur with this to a degree, but I think it is your personal purpose that is more likely to be constant than your professional purpose.

Your personal purpose will not only be more constant, but most people will tell you that regardless of what their work is, their family, and their children in particular, are the most important thing in their life (and rightly so). That statement will resonate with most people, though the challenge for us all, as you know, will be to find enough time to focus on both areas in sufficient amounts to be as good as you want to be both at work and at home.

If you are reading this Chapter and thinking that you are not sure what your purpose is, just think about what is most important to you in life. Also, as with the topic of the previous Chapter, think of how you want to be remembered when you leave this life. Think about the legacy that you want to leave behind, and think about the way you want to touch the world. I recommend that you try to document your purposes in the form of a mission statement. Your mission is a phrase that encompasses both of your life purposes, and encapsulates the essence of your eulogy, and what you want people to remember about you. It should be something that resonates with you and it should be a phrase that you can remember easily. I encourage you to write your mission statement, to commit it to memory and to live by it. The length of your mission statement is up to you, though you do need to be able to recite it at will.

My challenge for you is to work out what it is that you are surviving (or thriving) for.

What does your life mean, or what is your purpose? When you are able to answer this question, you will be on your way to leaving a legacy and leaving a lasting reminder of your contribution to the universe.

How to get Life Results

CHAPTER 22

Real Results | Bishop Michael Putney



Name: Bishop Michael E Putney

Age: 62

Occupation: Bishop of Townsville

Favourite Quote: In life, you've just gotta have a go!

In part 2 of this chapter, I will tell you about the distinguished career of Michael Putney, Bishop of the Diocese of Townsville, Queensland, and look at the purpose of his life.

The Bishop, who is my mother's cousin, began his journey at the tender age of 16, when he entered the Banyo Seminary in 1962 to train for the priesthood. It was 7 years before he was ordained as a priest and joined his first parish in Burleigh Heads. He has dedicated his life to his ministry, though it has been during the last seven years that he has made his biggest mark in life.

In 2001, Michael was appointed the Bishop of Townsville, having studied a Licentiate (Masters Degree) of Theology in Rome and having commenced a Doctorate of Theology in Belgium, which was unfortunately cut short due to illness. In 1985, he completed the

How to get Life Results

Doctorate, with much of his research having been carried out at the World Council of Churches in Switzerland. The subject of his Doctorate study was Inter-Christian Dialogue (communication between different religions of the Christian faith). For the next 10 years Michael taught at the Banyo Seminary.

Since being consecrated as Bishop, Michael has been required to work both domestically and internationally. He is the chair of the Bishops' Commission for Ecumenical and Inter-Religious relations in Australia, while globally he sits on the Pontifical (Papal) Council for Christian Unity. This requires the Bishop to work with the staff of the Pope in the area of Christian unification worldwide. He is also the co-chairman of a team that facilitates dialogue between Methodists and Catholics globally.

Bishop Michael has been fortunate to have met the Pope on two occasions, in 2008. On a third occasion, when the Pope noticed Michael he said only "from Australia" – and while this points to the Pope's great memory, it also reflects the fact that Michael is a memorable individual.

When I asked Bishop Michael about the purpose of his life, he was very clear that "My purpose is simply to do all that I can – not for myself but for God." The Bishop is an example of someone who lives for a higher purpose.

The Bishop went on to use a quote from Mother Teresa, which was that "God doesn't ask success, only faithfulness." The message is that, even more important than achieving great things in life is to be faithful, both to God and to your own values and purpose. Be faithful to your calling, or your vocation whatever that might be. In what I thought was a very down to earth way to explain an important message, the Bishop told me, "in life, you've just gotta have a go".

He explained that he is expected to remain in the same diocese until he reaches 75, retirement age, but he told me that he hopes that following his time in Townsville, that the parish will have “more energy, more hope, more resilience and more strength. I hope they are still growing and still developing when I leave. Things that don’t grow only recede.”

Those words relate to the concept of continually improving and growing stronger, which he said is important in all areas of life, including your faith.

For me, it was a very special experience spending time with Bishop Michael.

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CHAPTER 23

Learning | Goals

Goals are Dreams with Deadlines
– Diana Scharf Hunt

Why is goal setting so important? Without goals, any achievements occur by chance, not by design. Without goals, direction cannot be maintained and it is extremely difficult to focus on desired outcomes for long enough to see them come to fruition. Yes, goal setting provides outcomes, direction and focus, and they provide a measure against which you can constantly monitor progress. Remember that anything that can be measured can be monitored and anything that can be monitored can be managed or improved upon. It is the same with goal setting; with well written goals, you can track progress and make any changes that are required to ensure that you achieve them.

Notice that I mentioned the word ‘written’ when I was describing your goals? Put simply, ensure that anything that you want, or anything that you want to achieve in life, is written down. The best example of the importance of this philosophy was the study done on the class of 1953 at Yale University. The results of the study showed that, 20 years after graduation, the 3% of the graduating class that had written goals had not only achieved them (and much more), but that their success in

all areas easily surpassed the combined success of the remaining 97% of the class. If you don't write it, you can't have it.

If writing down your goals is so important, how do you do it? Here is a simple process that you could use to write down your goals, especially if you have not had written goals before. It is the TBA process, which means 'to be achieved'. The TBA (from Give Your Life Direction by Anton Guinea) also stands for 'to', 'by' and 'actions'. That is, any goal should start with to (what are you going to achieve). It should finish with by (the date on which you will have achieved the goal) and the actions (that you need to take to achieve the goal). Remember that with any goal, it pays to be very specific. For example; to stop smoking by January 01, 2010. Actions required are to purchase patches, use them every day and find a positive habit (such as exercise) that can be used to replace the habit of smoking. You may set fitness, financial or family goals, but the process is identical, regardless of what it is you are trying to achieve.

The next most important thing, after writing your goals, is to review them regularly. Some motivational speakers will comment that the difference between millionaires and billionaires is that millionaires review their goals on a daily basis and billionaires review their goals on an hourly basis. There may be some merit in this, and the level of focus that regular goal reviewing can create can never be understated.

If you have never set goals before, don't despair, it is never too late to start. And it is an easy process to go through. Never forget all of the potential that lies within you, and how much you are going to achieve in life. You know how much you are capable of, it is just a matter of harnessing that inner drive and determination and following through to achieve your goals and dreams (which is what some goals are). Never be afraid to dream, as you are capable of anything.

CHAPTER 23

Real Results | Anton Guinea



Name: Anthony Gary Guinea

Age: 36

Occupation: Author, Motivational Speaker
and Results Coach

Favourite Quote: It can't be that hard!

As this book draws to a close, I thought it would be worthwhile providing some information on how I went with the goals that I set for myself during last year. If you remember from the Introduction, my 5 top goals for the year were:

1. To enter a body building competition on October 4 at 2 per cent body fat,
2. To develop skills in share trading,
3. To work at home for at least one day per week,
4. To buy 2 investment properties, and
5. To write another book.

I will give each goal a score out of 20%, which will mean that total completion of each goal will give me a 100% completion rate for the year.

1. Instead of competing in October, I competed on May 17. I competed in the INBA (International Natural Body Building Association) titles at Chandler in Brisbane. I got a fifth (out of five) in my category. My body fat percentage at the time was 7.7%, which was obviously higher than I wanted it, and that was very noticeable on stage. I would rate myself as 17.5 out of 20% on that goal because I did not reach the desired body fat percentage.
2. This goal was slower and more time consuming than I estimated. I spent time with Brett (from Chapter 13), who is now trading very successfully and I set up an E-Trade account, deposited some money and bought some Rio Tinto, Macquarie Trust and Bluescope Steel shares. I recently (2009) purchased a program (the Bourse) to track and monitor share prices. I would be happier if I had gained more knowledge, rather than just gone through the process. Because I didn't reach the goal in 2008, I rate myself as 15 out of 20%.
3. This was perhaps the hardest goal that I set because I am a consultant and speaker and most of my work is out of Gladstone (home). Looking at my calendar from last year, I was able to work from home one day per week for most of the first half of the year. But this was not the case from July to December, when I was involved in some large contact works for Rio Tinto and Drake Workwise. I would rate myself at 9 out of 20% complete for this goal.

Note that this goal is perhaps the most important to me of all

the goals that I set last year. My amazing wife and children cope for so much of the time without me at home, and I miss them just as much as they do me, when I am on the road. We keep telling ourselves that it will all be worth it in the long run, which we hope it will.

4. My goal of buying 2 investment properties proved the most difficult. Last year saw the global financial crisis affect the property market and finance became harder to obtain. However, I did not give up and was focussed on getting lending approval. That involved submitting our tax return as early as possible, approaching many lenders and asking Andrew Hetherington, our Mortgage Broker, for assistance. But these efforts were to no avail, as our current commitments were too great to meet the lender guidelines. As this book goes to print, Julie and I are purchasing a foreclosure property in Detroit, USA. That is an exciting prospect, and the price of the house is minimal compared to what we pay here in Australia. I would rate that goal as 7.5 out of 20% complete.
5. In relation to writing another book, you are now reading the results of that goal. It is amazing how an idea can become something real and tangible over time. Completing this goal has been perhaps the most fun and rewarding of all of the goals that I set for last year, and it is rewarding to be able to provide this work to you, and to present to you the achievements of others for you to gain inspiration from. I would rate that goal as 20 out of 20% complete (and this finished product is evidence of the effort exerted to make it happen).

In summary, at the end of last year (and into this year), the goals that I set for myself were 69% complete. Although this could have been

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higher, I am happy with the result, and every goal not only brings an end result, but it creates a list of learnings and growing that is called experience. Remember that you may not always achieve 100% of what you sent out to do, though it is the fact that you completed at least some of the goal that is important.

If goal setting is something new to you, here are some tips for their completion (and these tips were also listed in Patricia's article on New Year's Day:

- When you decide what you are going to do you have a more chance of achieving it. Be specific,
- Plan how you will achieve your goal. Set timelines and mini goals,
- Schedule it. Plan gym time, or family time or what ever you goal needs. Planning give you a good chance of achieving you goals, scheduling gives you an excellent chance,
- Act. You won't get anywhere if you don't start doing something, and
- Reward yourself as you achieve things in your plan.

CHAPTER 24

Conclusion

One journey's end is another's beginning
– Dorinda Joy Carter

In closing, I hope you got as much enjoyment from reading these pages as I did from writing them.

Please email anton@theguineagroup.com.au with any ideas or feedback on the stories provided.

This year has brought new challenges and new goals, as well as new adventures.

This year is providing to be one of both physical training and business growth. In future volumes of this book, I will be sharing the stories of more amazing individuals who I find inspiring and great fun to speak with.

Until next time, be your best and live with passion.

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THANKS AND ACKNOWLEDGEMENTS

Without you all, this would not be possible

There are always many people to thank for their contribution to this book, with the first being Mat Ovenden and The Gladstone Observer, who published my articles under the column heading of 'The Motivator' every Friday for a year.

Many thanks of course go to the people that were interviewed, and allowed me to use their stories for this book. They are the real achievers in life and I learnt so much from each one of them. Even those of you that did not want to include a photo or a surname, thank you for allowing me to at least print the article.

Thank you to Joe and Narelle Guinea (brother and mother) for both providing names and for editing these articles as they were going to print. My mother spent many hours over the course of the year proof reading and correcting my poor grammar. Joe and I are just good buddies, and we are like minded and passionate about life.

Thanks to Helen and Joe Oram, Andrew Barnfield and Daryl Wake, who were also very positive and very encouraging with their feedback in relation to the articles as they went to print. It is always great receiving emails from these guys, as I know they will be positive and uplifting.

Thank you to Ann Skelhorn, the Administration Manager here at the Guinea Group of Companies. Ann not only pulled the articles together, but created the format of this book, which left only a small amount of work for me to do to tidy up the draft.

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Finally, and most of all, thanks to my wonderful family, Julie, Toby and Zac. Without you, life would not be worth living, goals would not be worth pursuing and breath would not be worth drawing. Thank you as always for your constant support, love and companionship.



Name: Tobias (Toby) Linden Guinea

Age: 11

Occupation: Grade 6 Student

Name: Zachary (Zac) Ruben Guinea

Age: 10

Occupation: Grade 5 Student

Favourite Quote: We rock!

If I have missed someone, I apologize sincerely.

ABOUT THE AUTHOR

Anton Guinea is energetic and inspirational. He builds rapport instantly, and motivates all who have had the pleasure of hearing him speak publicly. He has spoken both in Australia, and overseas, and he is internationally recognised as an outstanding motivational speaker.

Anton was born and bred in Gladstone, Queensland, Australia. The son of a school teacher and a safety officer, Anton completed his schooling, and then completed an apprenticeship as an electrician. He worked as a tradesman for only three years, before he began a swift climb through the organisational structures of several of Australia's major employers. He is achieving his career goals, and more, and is able to assist others to generate similar drive and ambition to do the same.

Anton has overcome significant adversity in his life, such as a near death electrical accident that results in severe burns. His schooling days were what he describes as miserable failures and in his early thirties his weight was 20 kilograms higher than it should have been. His achievements are testimonial to his courage, spirit and never failing determination to reach his greatest potential in life. You will be inspired by his approach to life, his ability to motivate and his willingness to share all that he has learnt and experienced with those who are equally driven to succeed.

Success in his personal life has also been important for Anton, and he shares his success with his wife of 14 years, Julie, and their two boys, Tobias and Zachary.

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Anton's first book was titled "Give Your Life Direction," which is previewed below:

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More information on Anton, his family and his motivational products can be found at:

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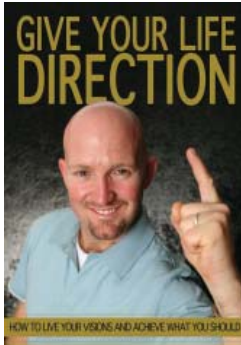
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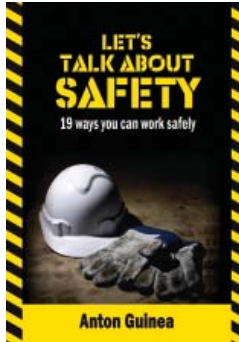
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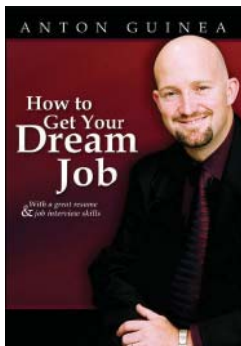
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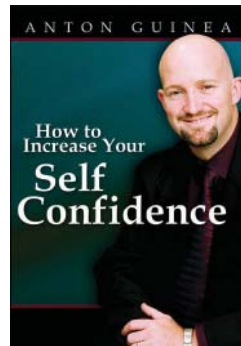
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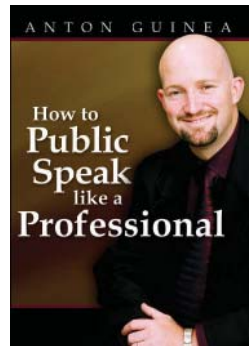
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