

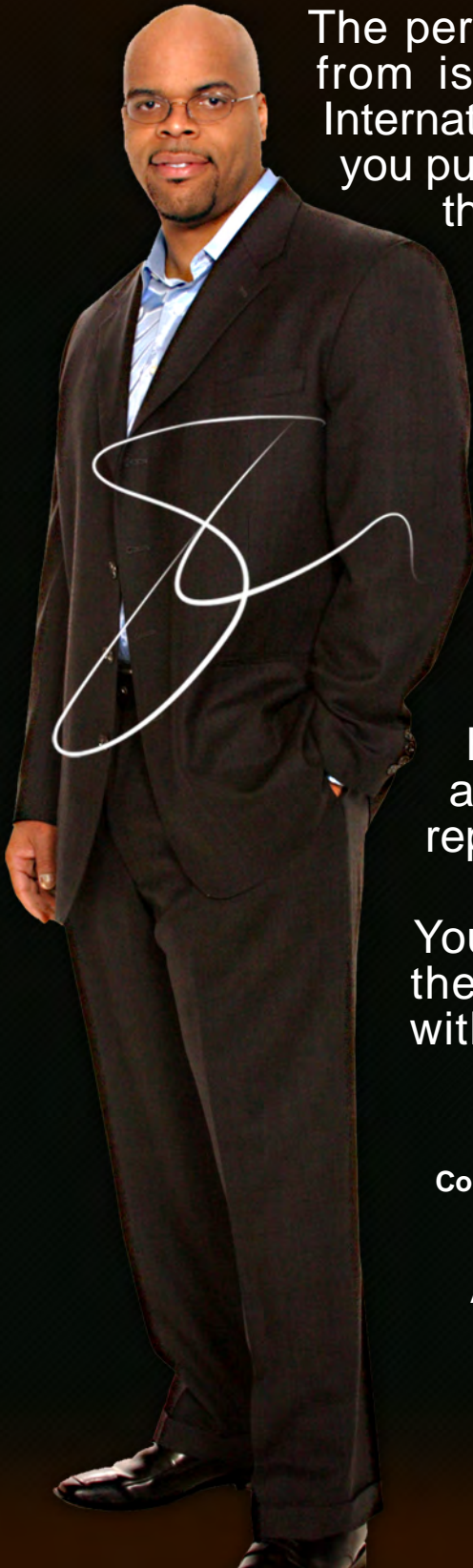
# PLAYING TO WIN IN BUSINESS

PART 2



*Stephen*  
**PIERCE**  
International, Inc.

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# Playing To Win In Business Part 2

If you want to learn how to play to win in business there are a number of questions that you'll need to ask yourself.

For the purpose of this, I want to share with you a scene from *Rocky Balboa* that's probably one of the most memorable scenes from that movie. If you've seen the movie, you will probably remember it. If not, I do recommend you get the movie just to see this part.



The last time I watched this film I was flying over to Australia. I was on the plane watching the movie *Rocky Balboa*. There's this scene where Rocky and his son are in the street arguing. And then, Rocky says something to him that had me hitting pause and rewind repeatedly. I listened to it at least five times.

Rocky looked at his son and he said, *"It's not how hard you can hit, it's how hard you can get hit and keep pressing forward."*

*If you think about this statement you'll be able to see that this actually sums up what success in anything and everything is really all about. It's not how hard you can hit, it's how hard you can get hit and keep pressing forward.*

## Life Is Full Of Punches

When it comes to the question of success you need to ask yourself: Can you take a punch?

In life we all have our punches. These are the ones that we're going to throw to succeed. When life however starts to hit back, can you take that hit?

This is what this report is all about. How you can take a punch and play to win. The first thing that you have to realize is that life is going to throw punches at you. Everyone knows this. These punches can often hurt. You can probably recall some of life's punches and how hard they hurt. You can probably recall a number of different times and maybe you're being punched right now and hurting.

What you need to realize is that life's punches will hurt and it's okay to fall down. There is no shame in it. Where shame arises is when you stay down. Staying down is a decision that you make, so what you need to do is get up because ultimately you're going to be okay.

Think about all the different things in life that you have gone through and in the moment those things were pretty horrible; you probably thought you would never get through them. But, you did get through them and in time things were okay.

## Preparing For The Hits

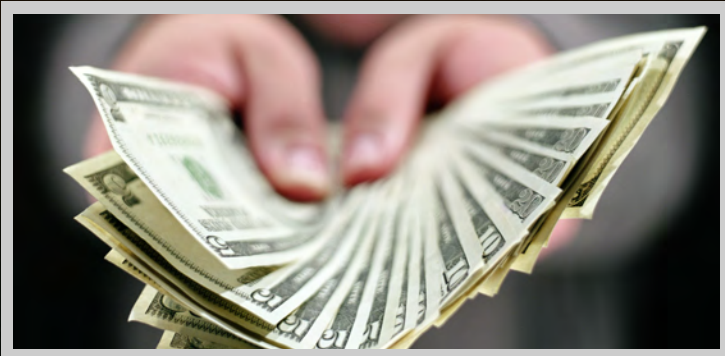
In business, things will happen and things will hit you and well, they may even hurt. You need to be prepared for them.

If you take the example of a boxer in the ring, they're getting hit and they're hurting but because they *know* they're getting hit and that it's going to hurt, they can move beyond it. They're not in fear of getting hit and this is the mindset that you need to develop for your business success too.

You might fall down but remember there is no shame in this. All you have to do is remember to get up. No matter how hard you get hit and no matter how many times you fall down, you just keep getting back up again. You will be okay.

When it comes to business, you want to play to win and one of the first things you have to do is be present and accounted for. What does this mean?

Most of the time, throughout our day, we spend our time either thinking about yesterday or the past, we even live in the future. When we do this, we can often miss the opportunities that are right in front of us every single day.



Here's something that I tell my students that might help:

*"Yesterday is a cancelled check, tomorrow is a promissory note and today is cash in hand."*

Today is all we've got and this is what we have to use. You need to be present and accounted for so that you can maximize the opportunities that are in front of you today. If you can do this, you really can have the life that you want today, tomorrow and in the future.

### **People Will Talk But Do You Have To Listen?**

Another hit you might face is caring about what other people think and say about you. What people say can have a significant impact and how people feel about can also impact on you, maybe more than you realize. We are all interconnected and there is a certain codependency.



There will always be people out there that will criticize you and people that seem to want to verbally pull you down. You need to develop the attitude of who cares.

The thing is, if you do nothing these people will talk about you, if you do something and it doesn't work they will talk about you and if you do something and it does work and you succeed they will talk about you.

You might as well have people talking about you and criticizing you while you're living the life that you decide to live. *Don't allow what people think about you and how people feel about you and what people say about you to influence what you're going to do and what you're not going to do.*

For the majority of you out there, you will always have



others talking about you in your own head more so than people talking about you in real life. Even if people really are talking about you, you need to develop the attitude of who cares. Don't give it your energy. If these people are fools they are going to be fools with or without you.

What you need to do is let them be fools all by themselves.

As you rise in success and you do all the different things that you're going to do, people are going to be shooting arrows of criticism at you. The higher you climb the more arrows they shoot. These people are not cupid; they're what I call stupid.

When you think about it, most of these arrow shooters are so lazy and such underachievers, they won't even practice how to shoot their arrows anyway. This means they won't ever get better, which means they won't be able to catch you when you fly higher and higher.

To summarize, what I am really saying is that you should adapt an attitude of who cares and avoid feeding these people your energy.

## Don't Just Let It Happen, Make It Happen

The second thing you need to play to win in business is a bias for action. You need to have a bias for action. Either you're going to make it happen or you're going to let it happen.

Making it happen is taking a deliberate proactive approach to doing what it is you know you are supposed to do to get what it is you want to get.



Letting it happen is just doing nothing. All kinds of things will happen and you're most likely to be in a place that you don't want to be in. Don't just let things happen and be in this reactive mode. Make things happen and be proactive.

## A Little Means A Lot

The next thing that I want to share with you is huge. This is one of the things that had a huge impact on my life. I'm sharing with you my personal perspectives and rules of engagement. You probably have your own rules and you can add to these. What I am sharing with you is how it is that I've been able to continue to go through life and take a punch and continue to play to win regardless of what the circumstances are.

It doesn't matter how much success you experience, you are going to always have to be able to take a punch. If you think about boxing, the better you get the better fighters you fight and the harder they hit. You really do have to be able to take a really good punch the bigger you get in life and the more you achieve in life.

For the most part, the punches get a little heavier

and they come a little faster. You need to realize that this doesn't change. You have to continue to be able to take that punch. You have to continue to know what your values are and stay in line with those values and love those values on a continuous basis regardless of where it is you are. There is no escaping this.

You will always be in that particular place where you're constantly challenged because it is through these challenges that you continue to build your character and you continue to become molded and shaped into the person that you need to be to make the contributions that you need to make.

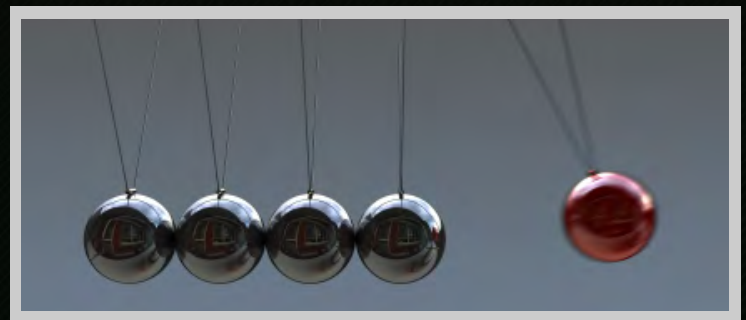
One of the things that has been huge for me and one of the things that you can do if you are just starting off or if you're getting up after you've been hit and fallen down is to remember that a little means a lot.

A little means a lot.

If you think about massive action, massive action is an accumulation of small actions. If you think about big achievements, big achievements are an accumulation of small achievements. A little means a lot.

## Do The Doable and Move The Moveable

There are two things that you can do to act on the principle and the idea that a little means a lot. The first thing is to do the doable. What can be done? What can you really do? This might not have the biggest impact. It's not what is going to have the biggest impact and give you the best results right



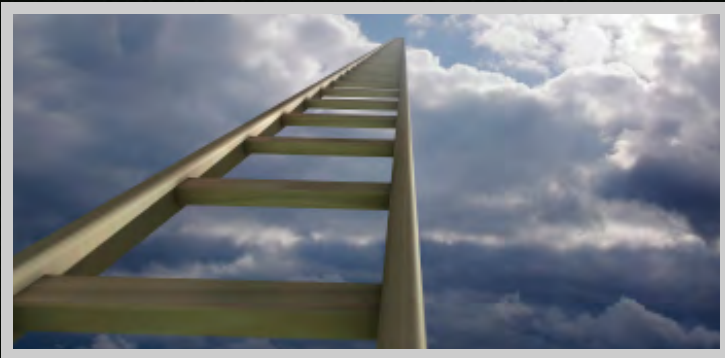
now but you need to ask yourself what you can do. By doing the doable you create momentum or you're able to regain momentum. You have to do the doable and to this you need to ask the question:

What can I do?

When you have the answer... do it.

The other part to this is to move the moveable. Who are the people that you can move the easiest? Those that support you the most, those that love you the most, these people are your cheerleaders. These are the people that are willing to get involved with your dreams. These are the people that are willing to get involved and to help you move the moveable.

If you can understand and operate within those two simple things, doing the doable and move the moveable, you'll be able to get momentum or regain momentum, and then be able to accelerate it. At the end of the day it's better to do the little things that build momentum and get you to where you want to go than to become so overwhelmed with the big things that you do nothing and you create no momentum and you don't go to where it is you want to go.



What you do is you make a list. We call it LOD, List Of Dos. You make a list of every single thing that you could do, should do, must do and will do. When you make your list you then organize it, putting the easiest things to do first.

This may be a little contrary to you and you probably think that you need to work on the things that give you the biggest impact. The thing is, sometimes you might find yourself in an emergency situation where you are completely immobilized. You have no momentum and you need to regain momentum. You need to get some momentum. You need to jump start and sometimes the way to do this is to do some of the easiest things first. These are the things that

you can actually do.

By doing these things first you start to develop habits. You start to shape up those flabby action muscles and they become stronger. In doing this, it will become easier to do some of the things that will give you the greatest impact.

In summary, do the doable and move the moveable. You need to have a bias for action and you need to know that you can do it. Don't let people talking influence what you're doing. You have to know that you can achieve and that you can succeed at what it is you're pursuing.

Let me tell you something, it's okay to fall. Don't find any shame in it. Don't be embarrassed by it. But what's not okay is to fall on your back and stay there. Get up. Find the people that will support you in getting up. Dust yourself off; get back in the game. Then you know you can take a punch and still play to win in business.

Stephen  
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## If You Are Sick And Tired Of Struggling To Make A Living, This Internet Millionaire Will Personaly Hand You Everthing You Need To Start Making Real Money On The Right Away

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### This Is The Best Time To Get Rich

This may be the toughest time in history to get a job. Homeowners are forced to walk away from their homes in the face of foreclosure. And the commercial real estate market is about to go down the toilet as well. Yet for many, life has never been better.

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Amazon.com was started in someone's garage. Today, it rakes in \$19,000,000,000 a year – that's

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### Live The Life Of Your Dreams!

**YES!** You come home to automated cash each day.

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**YES!** You can pay off any lingering debt that is eating away at your life.

**YES!** You can drive a new car every year for the rest of your life.

**YES!** Your Internet business can become your own personal ATM machine.

**YES!** You will be free of your J.O.B. and bosses that drive you crazy.

**YES!** You can do this in just 60 minutes a day.

**NO!** This is not a job.

**NO!** You don't have to have any experience at all.

**NO!** It won't take you months (or even weeks) to get started.

### Super Cash Success Stories

Stephen is a popular motivational speaker and knows what to say to get people to take action. That's why his system is getting great results like these:

"I made more money than I thought I would in 11 months simply selling a \$29.95 information product on the Internet working from home. By following Stephen's teachings, I have been able to retire my wife, travel with the family, and enjoy the good life." – **Greg Cesar**

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- 12 Ready-To-Earn Google Cash Creators. Just add traffic and Google will send you a check every month. Nothing could be easier.
- ...And much more!

Stephen believes in the power of the Make Real Money On The Internet In 7 Steps Super Cash System so much that's he's letting you claim his entire \$4,276 Internet Income System today for ONLY \$1.

**Click Here Now To Claim Your \$4,276 Internet Income System Today For...**

# ONLY \$1

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# Playing To Win Worksheet

In the context of playing to win please examine the questions below to see how they relate to you.

**1. Are you playing to win in business?**

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**2. Can you take a punch?**

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**3. Are you staying down when hit or getting back up?**

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# Playing To Win Worksheet

In the context of playing to win please examine the questions below to see how they relate to you.

**4. Are you living in the present?**

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**5. Do you have the attitude of who cares when it come to people talking negatively about you?**

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**6. Do you have a bias for action?**

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# Playing To Win Worksheet

In the context of playing to win please examine the questions below to see how they relate to you.

**7. Are you making it happen or letting it happen?**

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**8. Do you understand that a little means a lot?**

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**9. Are you asking yourself what can I do on a daily basis?**

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# Playing To Win Worksheet

In the context of playing to win please examine the questions below to see how they relate to you.

**10. Are you doing what you can do?**

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**11. Are you moving the moveable?**

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**12. Have you created your LOD?**

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**13. Looking through identity glasses, will you succeed or fail?**

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