

# SuccessBites®

WINTER 1999



A NEWSLETTER BY SPEAKER, CONSULTANT & AUTHOR

541-504-1885

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SuccessBites in this Month's issue:

1. Call 1998 a SUCCESS!
2. FREE Interactive TeleClass Offerings!



SuccessBite:

**There is no failure, only results!** —Pat Riley

***If you don't like the results you are getting,  
change what you are doing!***

I recently received a phone call from a client distraught with what she referred to as her "failures of 1998." She began the conversation by saying, "I hate my body, I'm exhausted and I haven't accomplished one thing I set out to do in 1998...and here it is, 1999!" My response was quick. I said, "Stop beating yourself up and *get a plan!* Call 1998 a Success, and you will begin pre-paving 1999 for Victory."

As I visit with people all over the United States, I find that the majority feel the rules to setting goals are set in stone. You either accomplish everything, or your have in some mysterious way totally failed. So, let's get something straight:

***Your goals are your gyroscope—that's all.***

In every creative endeavor, the end result you are seeking takes on a life of it's own. Your job is to pay attention to the involvement and not make anything right or wrong, good or bad along the way.

Think back to the professional endeavor (or personal relationship) you got involved in...about halfway in, did you hear yourself saying, "If I would have known it was going to take all of this, I would have never started it in the first place!" So, now wouldn't you say it was a good thing you didn't know exactly what was going to be required of you to complete it or make it work!

Whenever NASA sends a space shuttle out on a mission, the shuttle has a calculated target and destination. Once the shuttle leaves the earth's atmosphere, its actual course fluctuates considerably. It could spin out of control if it weren't for the gyroscope, which keeps it in its original plane of rotation. Goal setting is about

keeping you from spinning out of control. It creates within you a gyroscope so that no matter the adversity, you will keep going in the "direction" you intend to go, toward the results you want as your experience.

***"For every Action there is an equal and opposing Reaction...and the greater the desire, the greater will be the adversity that will try to keep you from achieving your desires..."***

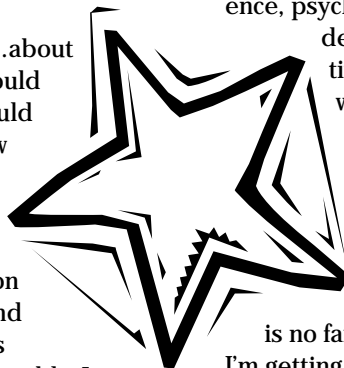
As you look back over 1998, the idea is not to beat yourself up for what you "think" you didn't get accomplished but to take stock in what you have accomplished. Many a success has been built upon what appeared to be "missing the mark" or failure. You've beaten yourself up, made yourself wrong for the very goals you set, that simply have a different timeline than what you originally thought, that's all.

***As you define your goals for 1999, understand that nothing is anything until you "call" it.***

If you call your attempts in 1998 a failure, then your experience, psychologically and physiologically will be that of defeat. If you call it a success, then you are definitively and deliberately charting a new course that will ultimately yield huge successful results.

It's all in what you decide to call it. So go ahead, rename whatever you did or didn't make happen in 1998 a Success by saying: "Here is an experience that I have not understood, so I have labeled this experience incorrectly. I have falsely interpreted it by labeling it a 'failure,' but there is no failure, only results...and since I don't like the results I'm getting, I will take stock in my accomplishments thus far, and chart a new course to what I have chosen!"

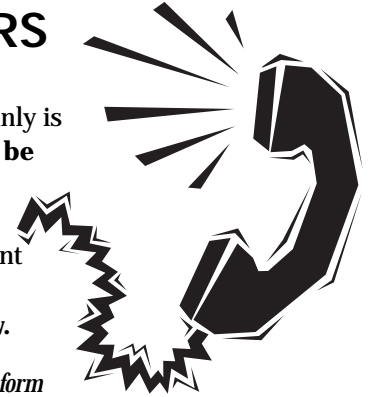
***And Please Know—YOU ARE A SUCCESS!***



SuccessBites is published by Mary Robinson Reynolds  
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## Free INTERACTIVE TELEPHONE SEMINARS

Now you can participate in virtually all our programs simply by **picking up your phone and following a few easy steps**. Of all the vehicles available for information sharing, this one certainly is the most cost-effective and efficient. During the course of this winter, **a full-range of titles will be offered**. Mary will address the gamut of professional and business-related topics. These business-focused topics are **designed for women and men who are looking for something else**. Like **challenges and options**. New ideas to run with, and opportunities to gain that all-important competitive edge. To help you make the most of what Mary has to offer, we've scheduled this winter with rich **FREE TeleSeminars**. **Get your calendars out and mark your favorite ones now.**



**Note:** *If you haven't yet experienced a telephone "teleclass" seminar, you're in for a special treat. It's the easiest form of distance learning you'll ever participate in. Each class is conducted exclusively by telephone. No internet. No computers. You talk with others just as you would if were you in the same room. When you register for a class, you receive a "bridge number" to call with all instructions. The whole thing is so easy you'll wonder why you haven't been doing it for years. The first step is finding a class that interests you.*

### CHOOSE FROM:



**February 3, 1999**  
11:00-Noon PST

#### MAINTAINING EMOTIONAL CONTROL

If tense situations anger and/or frustrate you at work—leaving you exhausted and concerned about your ability to produce effectively—know that you are not alone.

In this teleseminar, you'll learn how to make "**heightened emotional awareness**" your Power Tool to put new "oomph" into creating higher levels of productivity and communicating desired outcomes.

Cost: **FREE**



**February 4, 1999**  
11:00-Noon PST

#### MAPPING YOUR PASSION!

Do you feel like you're going nowhere fast? If so, this must-attend teleseminar will help you explore Masterminding and Mary's **10 Step Career Mapping Process**, a process that involves examining your present work/life situation and charting a career path the will fulfill your purpose both personally and professionally.

Instead of muddling through it all, you'll learn how to "deliberately" chart your path into a field that's right for you.

Cost: **FREE**



**February 17, 1999**  
11:00-Noon PST

#### INNOVATIVE THINKING

The key to making your career a success is your ability to tap into the creative mechanism of your mind: to think where you've never thought before and to believe where you've never believed before!

In this fun-filled teleseminar, Mary will show you the 3 Risks it will take to "**specifically**" **THINK outside the proverbial box**, and create new solutions to old and redundant issues.

Cost: **FREE**



**February 25, 1999**  
11:00-Noon PST

#### MASTERING CHANGE

Coping with change can be stressful. In this teleseminar, Mary will identify creative, healthy and positive responses to change in the workplace so that you can survive the transitions in your professional life with as little stress as possible.

Learn 5 Steps for becoming a "**Turnaround Specialist!**" Find out how to "Call" it Success no matter the "appearance" of your present situation.

Cost: **FREE**



TO REGISTER FOR ANY OF THESE SEMINARS:  
[www.MaryRobinsonReynolds.com](http://www.MaryRobinsonReynolds.com) or please call/fax: 541-504-1885.  
When you register, you will be sent the phone number you will need to call to participate in the seminar.



#### FREE BOOK OFFER!

For anyone assisting me in expanding my *SuccessByte* Readership!

Send me 10 E-mail addresses (or Fax phone numbers) of your associates who "**want**" to receive **SuccessBytes** and my **Daily** (or they can select the weekly **Success Motivations**, and I will send you a copy of my book, "**YOU ARE A SUCCESS!**")

**WOMEN'S CONFERENCES**

## Mary's WINTER CALENDAR

January

- 1/26 - Red Lion, Sacramento, CA
- 1/27 - Centre Concord, Concord, CA
- 1/28 - Convention Center, Santa Clara, CA
- 1/30 - Hyatt Regency Waikiki, Honolulu, HI



February

- 2/9 - Marriott, Boise, ID
- 2/10 - Radisson Hotel, Reno, NV
- 2/11 - Show Boat Hotel, Las Vegas, NV
- 2/12 - Holiday Inn, Tuscon, AZ
- 2/13 - Sheraton, El Paso, TX