

# STUFF

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I've seldom used STUFF to plug what I do but I'm pleased to make an exception here. My book, "THE CHEMISTRY OF SELLING" is available now. The link is on the email. My mother Fay Wren was a gifted wordsmith. A published poet whose soul captured the beauty of nature, Australiana and the wonder of childhood. She never lived to see me published. I dedicate it to her. My best mate, a total lady and I trust that she would have been a bit proud of me.

## THE CHEMISTRY OF SELLING



STEPHEN WREN

ANOTHER YEAR. THE FUTURE BECKONS AS IT DOES DAILY. THE GREAT ZIG ZIGLAR ONCE SAID, "YOU CHOOSE TODAY WHAT YOU BECOME TOMORROW." AT A TIME OF YEAR RESERVED FOR INDULGENCE, RECREATION AND WITH THE NEW YEAR'S DEMANDS, RESOLUTIONS; PERHAPS REFLECTION MIGHT BE THE MOST APPROPRIATE AND PRODUCTIVE THING TO RESERVE TIME FOR. AS ZIG INDICATED, CHOICES DECIDE FUTURES AND THEY'RE ALSO THE REASON YOU'RE WHERE YOU ARE NOW. THE QUESTION IS, WHAT INSPIRES YOU TO MAKE THE CHOICES YOU DO? PEOPLE MAKE CHOICES EVERY DAY AND OFTEN FOR REASONS THEY EITHER DON'T THINK ABOUT CONSCIOUSLY OR, BASED ON CRITERIA LIKE DESPERATION. HINDSIGHT THEN KICKS IN AND THE RESULT? "WHAT THE HELL WAS I THINKING." SO, IF YOU'RE PLANNING THE FUTURE WHILST CELEBRATING OR LAMENTING THE PRESENT AND PARTICULARLY IF YOU'RE REGRETTING THE PAST, IT'S PROBABLY A GOOD IDEA TO EXERCISE INSIGHT NOW SO THE FORESIGHT YOU USE, FACTORS IN YOUR PRESENT STATE OF MIND. HINDSIGHT THEN MAY NOT BE SO PUNISHING. AUSTRALIANS ARE GUILTY OF CULTURAL APPROPRIATION IT SEEMS. FOR REASONS UNCLEAR TO ME, WE CELEBRATE HALLOWEEN. IF WE WERE GOING TO APPROPRIATE SOMEONE ELSE'S TRADITION, I BELIEVE IT SHOULD HAVE BEEN THANKSGIVING. MY CHRISTMAS/NEW YEAR'S MESSAGE TO YOU ALL FOR 2022/23 IS THEREFORE TO EXERCISE BEING GRATEFUL.

It's difficult to be angry with someone's who's thanking you. Consider that next time you feel the need to apologize. There is no solution in an apology. There is in gratitude because like judo, it gives the opponent nothing to oppose. Without opposition, there is no opponent. It's about total de-escalation. Gratitude makes you humble without being humiliated. There is courage in being humble. Consider the things that you may have to be grateful for. How about living and working in the most privileged time and place in the history of the human race. Teach your kids that.



Some people believe in karma and some don't. They tried it once and didn't get anything back so they quit trying. That's like going to the gym once and expecting biceps. Gotta go back my friend. For some, karma is like a clayton's religion. The religion you have when you're not religious. If you believe "that for every action there's an equal and opposite reaction", you'll discover that karma is positively Newtonian. So, for 2023, how about we all build our karma fitness. Literally everything in nature is cyclical and the strongest forces, like gravity, are invisible. Karma, like gravity has instructions for use and when you obey them it's quite exhilarating. Defy them and it can be catastrophic. Let's wrap this Christmas bulletin up with three things you can do every day to build up your karma fitness. The more habit forming they become, the more they become part of your character.



### DO SOMETHING FOR YOUR MIND

Even a homeless person knows something you don't which means that you're surrounded by teachers. Keep an open mind and do something for your mind each day. It ensures your relevance and keeps you green. Only green things grow. Ripe things tend to wither and decay.

### DO SOMETHING FOR YOUR BODY

You don't have to be a fanatic to be healthy. Every day do something for your body. It may be an action or even an omission. Your daily decisions become habitual and your improved wellbeing will improve your attitude, your resistance to bull and will ensure your ability to contribute.

### DO SOMETHING FOR SOMEONE ELSE

The subtlest of gestures, the smallest kindnesses or encouragements will ensure your reputation through your character. This is the essence of leadership. What goes around does indeed come around. People forget words but when you make them feel good, they never forget that.

WE LIVE IN PECULIAR TIMES. IF WE COMBINE THE TRADITIONS OF CHRISTMAS WITH THE HUMILITY OF GRATITUDE, WE MAY JUST SALVAGE SOME OF THOSE OLD-FASHIONED VALUES THAT WERE ONCE THE GLUE THAT BOUND FAMILIES, COMMUNITIES, TEAMS, CORPORATIONS AND NATIONS. I CAN'T THINK OF A BETTER NEW YEAR'S RESOLUTION THAN THAT. CAN YOU?

# MERRY Christmas

