



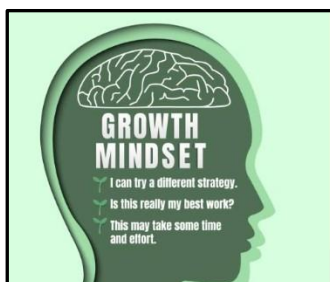
IS THERE A MORE CONVIVIAL WORD IN OUR LANGUAGE THAN "OPEN"? IT'S WELCOMING AS IN "OPEN HOUSE" OR "OPEN INVITATION". IT'S FLEXIBLE AS IN "OPEN MIND" OR IN ATTITUDE AS IN "I'M OPEN TO SUGGESTIONS." IT'S RESPECTFUL AS IN AN "OPEN FORUM" AND LEAVES NO OPTIONS UNCONSIDERED. ITS OPPOSITE IS "CLOSED." "CLOSED FOR BUSINESS" OR "CLOSED-MINDED" BESPEAKS A FINALITY THAT IS SELDOM POSITIVE. SO, IS IT POSSIBLE TO BE TOO OPEN OR TOO CLOSED? ABSOLUTELY. TOO CLOSED LIMITS POTENTIAL – ESPECIALLY IF IT REFERS TO BEING CLOSED-MINDED. THE COLLATERAL HARM CAN BE INNOVATION OR THE CHANCE TO GROW. BEING TOO OPEN-MINDED CAN LEAD TO GULLIBILITY OR NAIVETE. THE COLLATERAL HARM HERE CAN RESULT IN PROCRASTINATION AND THE LOSS OF POTENTIAL OR REPUTATION. LET'S EXAMINE THE PROS AND CONS OF THIS!

ATTITUDE OR APTITUDE

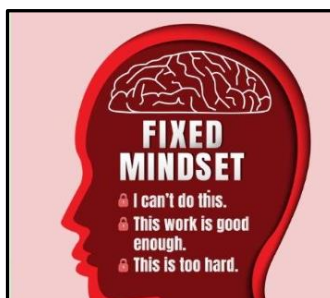
No one is born with an attitude. Attitudes are forged over long periods based on daily decisions. The daily dose you give yourself results in a mood. They can fluctuate depending on circumstances that are either extrinsic or intrinsic; that is, either in or out of your control. It's when the mood repeats that causes the problem if it's bad. It becomes habitual. The more habitual it becomes, the more difficult it is to alter. If it's positive, we call it discipline and we need to perpetuate it by celebrating our victories, being grateful and knowing why. If it's negative, we call it stubbornness. We now need an intervention.

BEHAVIOURS TO BE AWARE OF

Be wary (not cynical) about people who suggest that you should 'be realistic'. This usually happens when you table an idea or a plan. What this can mean is that they haven't got the courage themselves and simply want to deter your effort lest they be left behind. Misery likes company and they are raining on your parade maybe because they don't have a parade of their own. Be careful of your own thoughts. If they're laced with doubt, you'll subconsciously lessen your effort to materialise them into things you want. We are cyborgs and you'll only get output from your brain relative to what you program into it. If we are what we eat, then it's true that we achieve what we think.



ATTITUDE IS EVERYTHING



**SKEPTICISM CAN
PREVENT GULLIBILITY
AND IS THEREFORE
HELPFUL. CYNICISM IS
INFLEXIBLE AND WILL
PREVENT CONSENSUS**

THE ROAD TO HELL

They say that the road to hell is paved with good intentions. So, which one tends to be the more well intentioned – the closed-minded cynic or the open-minded naïve? 'Do-gooders' as some call them are certainly well intended but the means to the end are often more fraught with danger or repercussions than the problems they think they can solve. Open minded people are more likely to achieve consensus with rivals than closed-minded people. When agreements are reached between closed-minded people, they rely on compromise. Compromise is sacrifice and there's always resentment from both.

WHY IS ALL THIS IMPORTANT TO YOU?

Most people never create change. At best they embrace it and at worst they ignore it. The reason is simple; they don't know where to start. Often, this ignorance comes from being in denial. It's not an inability to understand but rather an unwillingness to admit. It becomes easier to be a victim or to claim circumstances beyond your control is the reason. Suddenly, it's someone else's responsibility to help you just as it was their fault that you need it. A vicious cycle if ever there was one. Take ownership and demand more of yourself. You do only live once but once is enough is you do it right. You'll need an open mind!

MY ANZAC DAY WISH

Humanity is a history of emigration, immigration, conquest, colonisation and happily for the most part, progress. We've had our Dark Ages but there've been more Renaissances and Reformations. If you think that this country is any good, know that it didn't happen by accident. There were birth pangs for sure but there wouldn't be a more merciful place on earth. We have our moments but largely we've been spared the horrors of volcanoes and earthquakes, tornadoes and plague and are poised to be competitive in the merciless business, political and military environments within which we compete. If we're to compete and prevail as we once did, it's essential our society is cohesive. Any group, divided against itself cannot stand. My Australia Day wish is for the nation to move forward with a unified vision of the future. It then boils down to what the individual is willing to contribute. If your choice is to perpetuate shame or animosity, division or violence, you hurt us all.