

But think instead, *I am important. I do have what it takes. I am a first-class performer. My work is important.* Think this way, and you're headed straight to success.

The key to winning what you want lies in thinking positively toward yourself. The only real basis other people have for judging your abilities is your actions. And your actions are controlled by your thoughts.

You *are* what you *think* you are.

Wear the shoes of a supervisor for a few moments and ask yourself which person you would recommend for a raise or a promotion:

1. The secretary who, when the executive is out of the office, spends her time reading magazines or the secretary who uses such time to do the many little things that help the executive to accomplish more when he returns?
2. The employee who says, "Oh well, I can always get another job. If they don't like the way I do my work, I'll just quit" or the employee who views criticism constructively and sincerely tries to do higher-quality work?
3. The salesman who tells a customer, "Oh, I just do what they tell me to do. They said come out and see if you need anything" or the salesman who says, "Mr. Brown, I'm here to help you"?
4. The foreman who says to an employee, "To tell you the truth, I don't like my job much. Those guys up top give me