

Richard Gee

From: spiritma@server15.01domain.net on behalf of Maverick Spirit [thespirit@spiritmailer.com]
Sent: 25 February 2007 19:34
To: Richard
Subject: [Norton AntiSpam] Richard Success is Never Ending, Failure is Never Final spiritmail26022007



**"If you can imagine it, you can achieve it
 If you can dream it, you can become it." WILLIAM ARTHUR WARD**

Success is NEVER ending... Failure is NEVER final

February 26th, 2007

Do you ever have one of those days when it felt like a mistake just to open your eyes in the morning?? Well, as much as I am the best person to keep a positive attitude going regardless of what is going on in the world, *I had a week of those days just recently.*

In a legal matter, my highly paid legal advisor **couldn't count to 21** when working out when we had to get some paperwork to the Court *and they - the Courts - seem to believe that their system of counting is the correct.* So, that miscalculation has cost **a few \$1,000's** of precious scarce resources and forces a emergency trip to Sydney to fight a matter which should have been as simple as putting the papers in on the correct day.

And on Wednesday all our websites were subjected to savage denial of service attacks and ultimately the website that hosts [The Maverick Spirit](#) was **TURNED OFF!**

My first thoughts were - **NOT AGAIN!** Is it really worth all the hassles to indulge my passion for sharing stories of success and courage with you a couple of times a week? **And I got angry - how dare "they" do this to The Maverick Spirit.** So that was a day down the drain as we found made other arrangements.

And on **Thursday** my diary failed to arrive with me when I made it to my office. And you know which meeting my feeble brain forgot don't you... you're right - **the IMPORTANT one.**

And I could add a few more to this litany of woe... but it seemed that apart from the Government wanting their \$5.5 million in fines, the universe was also trying to punish me. Perhaps the most instructional things about these events is that none of them were life threatening in their own right BUT the cumulative effect was overwhelming and difficult to shake off the feeling: *Why keep doing this??*

So, like many times in the past when I need to reignite my passion for life, it became a time to seek guidance from my books. At that delightful bookshop in Subiaco called **"The Inspiration Factory"** I came across a [Robert Schuller](#) book I hadn't read before called **Success is Never Ending, Failure is Never Final.** And after an hour with Schuller and his magnificent **Possibility Thinking** regime, I am ready to get on with achieving my dream and goals.

In some great examples that really rang true Schuller talks of the alcoholic who confronts his condition and joins A.A. and becomes sober. That is success. But he starts drinking again and the cynic says he is a failure. However, Schuller says "No! Those weeks, months, years when he was sober - weren't they wonderful. Positive memories were generated and collected that will help him in the future. **And when he was sober he inspired others to also get sober.** His success lives on. And one day those memories will inspire him to become sober again.

Schuller also recalls the story of a woman who finally admitted she was fat and gained the personal determination to join a responsible weight loss program **and she became thin.** However, two years later, without any particular reason, she gained 7 kilos. **This started that vicious circle of gaining and losing weight.**

She became depressed and was ready to give. Schuller says that he counselled her this way: *"Count all the kilos you lost in all those diets put together. Add the number to your present weight and tell me how heavy you would be today."* She thought a while and said *"Gosh, I'd be over 180 kilos! I have had some success after all!"*

What a different way to think about the challenges that have confronted me in the last 18 months or so. They were really just chances to reassess what is necessary to achieve my desired outcomes. Rather than start to believe what my detractors are saying and writing about me, which is that I am a hopeless failure, I can look back to see the incredible number of people our business has helped in the last 20 years. **And plan with confidence** the next 20 years when we will take our Business seminars to the rest of the world.

So on Monday when I jump out of bed, I will know for sure that **Success is never ending... and failure is never final.**

ACTION STEP: Tap into the power of 5 magic words" I CAN DO IT TOO!

Enjoy this issue of **The Maverick Spirit...** That's it for today, until next time, continue to enjoy being a free spirit in a complicated world...

Wayne Mansfield

P.S. Did you know that 22.7 million jars of **Vegemite** are manufactured in Australia every year - that's 235 jars per minute. Only 1 jar of Vegemite is exported for every 30 jars are sold in Australia. **Vegemite** is a permanent fixture in nine out of ten Australian pantries.

P.P.S. In MTV video of **Men at Work** song The Land Down Under, the guy who stands up and offers the Vegemite sandwich is the band's drummer, **Jerry Speiser**. He wasn't really "6 foot 4 and full of muscles," he had to stand on something to get extra height and he also wore a wig.

And for something really different:

Visit my daily thoughts and views at www.waynemansfield.com where you can leave comments and ideas on stuff that doesn't make it to [The Maverick Spirit](#)



Life's Little Instruction Book

Keep your private thoughts private.

Don't do business with anyone who has a history of suing people.

Never say anything uncomplimentary about your wife or children in the presence of others.

Apologise immediately when you lose your temper, especially to children.

Remember that nothing important ever happens until someone takes a chance.

Source: H. Jackson Brown, Jr **Life's Little Instruction Book**

MAVERICK QUOTE OF THE DAY

"Have the nerve to go into unexplored territory.
Be brave enough to live life creatively."

Alan Alda



Samuel Maverick (1803-70)
Texan rancher who, when branding of stock was introduced chose **"Not to Brand."** Every unbranded horse or cow he then claimed as a **Maverick!**

Feedback: I have selected just a couple of comments today from fellow **Maverick Spiriters..** and I hope to hear from you soon with your words of encouragement, wisdom and resolve.

Beccy Cole... Wow!

Thanks! I appreciate getting your stuff. *Haven't send the video yet - [go here](#).*

Keep it up

Andries Johannesen

empowering entrepreneurs to build and protect wealth

Hi Wayne

As a sales manager now, is the Sales Script Book definitely worth me getting use and for junior sales staff....will it definitely be of benefit to them? I

David Milne

Advertisement Manager
CanTech International

Bell Publishing Ltd UK

Editor: David we have sold hundreds of the Sales Script Book and have received continued positive feedback from both new sales people and exp[er]ienced old timers. The material is as fresh today as when first published it in 1986 and updated it in 2003. Of course all our material is covered by the 100% Money Back Guarantee. **See our products and seminars [here](#)**

Wayne

Regarding your **[Cold Calling for Scaredy Cats Audio CD's](#)**. I bought a couple of sets on spec, and currently listening in the car I must comment that the audio production quality is excellent and I'm sure you'd be happy with that. And I (along with many others I guess) do find your voice very easy to listen to.

I think products such as the **Cold Calling** set and many of your other products are excellent.

Keep up the good work.

Mark Henry

<http://www.profitgrowth.com.au>



The advertisement is enclosed in a rectangular box. On the left is a 3D rendering of a book titled 'webmarketing' with the subtitle 'beyond the basics...'. The cover shows two hands holding a computer mouse. To the right of the book, the title 'webmarketing' is written in a large, bold, sans-serif font, with 'web' in black and 'marketing' in red. Below the title is the subtitle 'beyond the basics...' in a smaller, bold, black font. Underneath the subtitle is a paragraph of text: 'A new way to do business that will change business forever and unleash unlimited prosperity to those who learn these secrets.... With World Wide Web having a half life of 90 days, you need to keep up to date with the techniques that are being used to achieve outstanding success marketing on the Internet.' At the bottom of the text area, it says 'Order Yours Through [Business Seminars Australia](#)'.

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Did you like this tip? Perhaps a friend would enjoy it too! Add their contact address and click "Forward". (Be sure to include this entire message, including the subscription details) By doing this you will help us grow.

You can subscribe at [The Maverick Spirit](#)

Looking for lots of ideas?? Visit the [The Maverick Spirit](#) archive at where you will find back issues of the Maverick Spirit.

Until next time then... enjoy being a free spirit in a complicated world.

Wayne Mansfield Editor

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