

How to sell
Yourself
Better than
Anybody



How to sell Yourself Better than Anybody

By

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*THIS BOOK IS DEDICATED TO
YOU ONLY*

AND request you to forward it to ...

Person who want to know thou

For a new entrepreneur.....

*For a person who wants achieve extra ordinary
success.*

A person who want to dream and achieve.....

A persons of possibilities.

A person who ever fails....

A person who want to stand against the odds....

A person Having talent but under utilized

My Inspiration

" Deh Shiva bar mohe-ahey

shubh karman tey kabhun na taroo

Na daroon arr siyoon jab jave laroon

Nischey kar apni jeet karoon

Arr Sikh hao apne hi mann ko

Eh laalach hou gun tau uchroo

Jab aav ki audh nidhann banaey

Att he rann me tabh joojh maroon"

English Translation: "Grant me this boon O God May I never refrain from the righteous acts; May I fight without fear all foes in life's battles With confident courage claiming the victory! May thy glory be grained in my mind, and my highest ambition be singing thy praises; When this mortal life comes to end, May I die fighting with limitless courage

Know Yourself

Know What are you selling

How to increase your selling value

Why do some people fail

YOUR life - YOUR choices

You and Religion

You and Education

You and Happiness

You and Your inner voice

You and Purpose

You and limitless Possibilities

Know Yourself

It's amazing — and wonderful. to Know Yourself than any body or anything in this universe. The most valuable thing in this universe is combination of three words .that is “you “. No other person is just like you or identical to you . You are master piece and creation of the ultimate power of the universe .

The first step to get the maximum from your self is to know thyself. it is really ironical but true that we know the world and we have knowledge about all the things of the world but we are unaware of ourself .

When we go to buy something in the market we have some pre

conceived set of attribute about the things we want to purchase .We have mentally has evaluated the product in terms of the affordability of price , quality ,quantity appearance ,look and feel that .We are too smart we go to more than one shop to check the prices .because we want to spend our hard earned money inmost efficient money .Now look at the following objective thing to sell you at your

You already have within you everything you need to turn your dreams into reality. You are a person of infinite worth and unique possibility. Even if you don't think of yourself as a creative person, and

even if you've failed before, and even if you think you've tried everything

There are three motives for which we live: We live for the body, we live for the mind, we live for the Soul. You must get rid of the thought of competition. You are to create, not to compete for what is already created. You do not have to take anything away from anyone. You do not have to drive sharp bargains. You do not have to cheat or to take advantage. You do not need to let anyone work for you for less than he earn.

We're all in the selling business whether we like it or not. It doesn't matter whether you're a lawyer or

an accountant, a manager or a politician, an engineer or a doctor. We all spend a great deal of our time trying to persuade people to buy our product or service, accept our proposals or merely accept what we say. However, before you get better at persuading or influencing other people, you need to get better at selling yourself. Every day of your life you are selling yourself, nothing happens until you're successful at doing that.

Know What are you selling

You should have trust and faith in God. He will raise you up. I reminds you all that we are loved, and can lean on His strengths. He will not let us down. It is far more important to learn what not to do than what to do. You can learn this invaluable lesson in two ways, the first of which and most inspired is by your own mistakes. The second is by observing the mistakes of others.

Firstly you must believe in the product. The product you are going to sell is you. You may ask selling we can't sell yourself .But when we are working for someone .we are selling our time .our mental energy ,our

physical activity. selling involve when you are negotiating, when you are at interview ,when you are in sale .when you are in examination ,when you are in relationship and many more situations.

Selling yourself is pretty much like selling anything. Firstly, you need to believe in what you're selling. That means believing in "you". It's about lots of positive self- talk and the right attitude.

The first thing people notice about you is your attitude. If you're like most people then you'll suffer from lack of confidence from time to time. It really all comes down to how you talk to yourself.

The majority of people are more likely to talk to themselves negatively than positively - this is what holds them back in life. It isn't just about a positive attitude; it's about the right attitude – the quality of your thinking. Successful people have a constructive and optimistic way of looking at themselves and their work. They have an attitude of calm, confident, positive self-expectation. They feel good about themselves and believe that everything they do will lead to their inevitable success.

If you're in a sales job or a business owner or a manager then you need to continually work on your attitude. You need to listen to that little voice

inside your head. Is it saying you're on top, going for it and confident, or is it holding you back.

If you're hearing - "I can't do this or that" or "They won't want to buy at the moment" or "We're too expensive" then you'd better change your self-talk or change your job.

Start to believe in yourself and don't let things that are out with your control effect your attitude.

Avoid criticising, condemning and complaining and start spreading a little happiness.

Remember the saying of Henry Ford, founder of the Ford Motor Company - "If you believe you can do a thing, or if you believe you can't, in either case you're probably right."

The three things we all need in order to successfully sell ourselves are competence, likeability, and action. We may all believe we have these traits, it is the audience perception of the first two that usually makes or breaks a successful communication. In my opinion it is defined as

- (1) the transfer of information from mind to mind,
- (2) an information transplant, and
- (3) an intellectual act of love.

As in all forms of communication, the keys to appearing competent and being likable are not only in who we are, but also in how we present ourselves. Suppose you have switched on the FM radio and tuned to the station and you are listening to a beautiful song and you reduce the volume. What happens unless until the station is tuned and has an audible frequency then only you can listen to the song. This is true in our life; you have to tune to the right station. You have to find the place where you want to sell yourself and be loud in what you want. You must be able to demonstrate the best in you to the person who is

going to purchase your talents or time or your efforts.

There are only four ways people can perceive you when they see you for the first time:

1. They can like you.
2. They can dislike you.
3. They can be neutral towards you.
4. They can feel sorry for you.

How to increase your selling value

The ability to do things in this certain way is not due solely to the possession of talent, for many people who have great talent remain poor, while others who have very little talent get highly paid.

The law of selling is the same for them as it is for all others. You may be shut off from engaging in business in certain lines, but there are other channels open to you.

Like any other product we buy, the way the product is packaged and presented will influence the customer's decision to buy. Everything about you needs to look

good and you must dress appropriately for the occasion. And don't think that just because your customer dresses casually, that they expect you to dress the same way. The style and color of the clothes you wear, your spectacles, shoes, briefcase, watch, the pen you use, all make a statement about you.

No need to get carried away, you don't need a big cheesy grin, just a pleasant open face that doesn't frighten people away. Remember to wear a smile on the face as it reflect your attitude towards solving the problems.

Make sure your customer knows your name and remembers it. You can do the old repeat trick - "My name is Bond, James Bond" or "My name is James, James Bond"

What does their body language tell you? Are they comfortable with you or are they a bit nervous?

Are they listening to you or are their eyes darting around the room. If they're not comfortable and not listening then there's no point telling them something important about your business. Far better to make some small talk and more importantly - get them to talk about themselves.

It's best to go on the assumption that in the first few minutes of meeting someone new, they won't take in much of what you say. They're too busy analysing all the visual data they're taking in.

Many people, particularly men, listen but don't show that they're listening. The other person can only go on what they see, not what's going on inside your head. If they see a blank expression then they'll assume you're "out to lunch."

The trick is to do all the active listening things such as nodding your head, the occasional "UH-HUH"

If you want to be INTERESTING then be INTERESTED. This really is the most important thing you can do to be successful at selling yourself.

The majority of people are very concerned about their self- image. If they sense that you value them, that you feel they're important and worth listening to, then you effectively raise their self- image.

If you can help people to like themselves then they'll LOVE you.

Don't fall into the trap of flattering the other person, because most people will see right through you and they won't fall for it. Just show some genuine interest in the customer and

their business and they'll be much more receptive to what you say.

You must speak and behave in such a manner that is similar to the customer. e.g, if your customer speaks slowly or quietly, then you speak slowly or quietly. Remember people like people who are like themselves. If you look or sound stressed or aggressive then don't be surprised if the other person gets defensive and less than willing to cooperate. If you look and sound warm and friendly, then you're more likely to get a positive response.

Before we can get down to the process of selling our product, our service or our ideas then we

need to be as sure that the customer has bought us and that we have their full attention.

Why do some people fail

To be successful in your life it hardly matter that what the successful persons were doing but it more important to know and learn from the mistake of the others . There are only two classes of people who never make mistakes,—they are the dead and the unborn.

We often go back in memory to some fork of the road in life and think what would have happened and how wondrously better it would have been had we taken the other turning of the road. “If we had learned some other business;” “What happen If I stay in England in 2003;” “If we had married the other one

who was my first love ;” “If we had bought stock of leading companies now 5 years back ;” “If i had chosen a different career option or trade;” “If we had only spent certain money in some other way,”—and so we run uselessly our empty train of thought over these slippery “ifs.” That may change the position of ours in present day .But we should know that there is no mean or way till now that we can go the past and change our already taken options because the past does not belong to us any longer ; it is only the present that is ours to make as we would wish. The present is raw material; the past is finished product,

In my opinion india is a failed state
80% indian are second class citizen.
90% talent got wasted because of
lack of good value and education
system .We blame everybody in our
life but we fail to blame our self .We
fail to choose our role models . I
strongly recommend to choose your
own heroes of your chosen field as
your own life teachers .You must
study those icons and their life .You
are living in informational age
thought travel faster then the light
.You have search engines on the
internet .

You must think I have one life to live
and for me all things are possible.
What others have done, I can do

.How lucky I am to have this optimism Take your quiet time - write your goals - divide the goal in to achievable small goal with each marked with clear timing and conquer - and start studying your heroes -I mentioned famous people but if you choose to look, there are many wonderful role models all around you see and you think.

Why do some people fail even if they have all the education talents and abilities ? the biggest reasons is They are afraid to act. They keep asking questions, but they are really hoping for an excuse not to act. Most people will tell you what they think you want to hear. If you act

squeamishly, friends and family will tell you to be safe and not buy. There are others who will be jealous of your success and will tell you not to buy. There will be those who really don't care what you do. They only want an opportunity to tell you either how great they are or how stupid you are.

Man's attitude towards his mistakes is various and peculiar; some do not see them; some will not see them; some see without changing; some see and deplore, but keep on; some make the same mistakes over and over again, in principle not in form; some blame others for their own mistakes; some condemn others for mistakes

seemingly unconscious that they themselves are committing similar ones; some excuse their mistakes by saying that others do the same things, as though a disease were less dangerous when it becomes—epidemic in a community

The worst mistake is to do nothing or to take action based on insufficient information. Research and think. You have investigate Research and think plan and then act have the feedback make improvements again Research and think plan and then act and this cycle should be repeated over time and again

Throwing a ball is an instance of action; it involves an intention, a

goal, and a bodily movement guided by the agent. On the other hand, catching a cold is not considered an action because it is something which happens to a person, not something done by one

In physics, action is an attribute of the dynamics of a physical system. It is a mathematical functional which takes the trajectory, also called path or history, of the system as its argument and has a real number as its result. Generally, the action takes different values for different paths. Action has the dimensions of [energy] · [time], and its SI unit is joule-second. This is the same unit as that of angular momentum

Physical laws are frequently expressed as differential equations, which describe how physical quantities such as position and momentum change continuously with time. Given the initial and boundary conditions for the situation, the solution to the equation is a function describing the behavior of the system at all times and all positions within the set boundaries.

In life too you have to set your own boundaries. You should involve an intention, a goal, and a bodily movement. You have to take different paths.

YOUR life - YOUR choices

To be successful at doing WHATEVER you want to do. When you have the tough mindset you can succeed at ANYTHING So, YOU should do what YOU love doing .Do you want to be a engineer, be a engineer ? Do you want to design and sell clothes, then design and sell clothes? Do you want to be a singer , be a singer AND, do it because YOU want to do it.Have a clear career goal - then - plan and work toward that goal Plan - Work Hard - Risk - Maybe fail - Learn - Adjust - Move Forward Your ONE life will be a good and challenging life

There are different kinds of business and people have become successful at all of them And, I feel sorry for the jobless and the goalless DO NOT BECOME ONE OF THEM .and sell yourself at the best price . Imagine a life of purpose, passion, prosperity and peace .Imagine of life of appreciation and respect - a wonderful family and lots of friends Imagine a life where you have enough money to pay your bills. This will only happen once you sold yourself at best price

You and Religion

I love to meditate it give time you to know yourself and you real mission in your life. The great statement by which the upnishada are know to the world is "tat tvam asi"- that art thou. Most of us lost in pursuit of the world . We assume that we possess them but the reality is that they possess us. We let them to use us. We are not came to this world for the possession of the things .Of all the sciences the science of self is greatest. The period between 850 to 250bc has witnessed the era of shifting from study of nature to study of human beings. In this era great philoshpher like Zoroaster(IRAN),

Great Prophet (Judas), Lord
mahavira Gautam Budha
(India), Pythagoros Socarates and
Plato (greece) .Laotse(China)
visited the mother earth .The have
strong believe in humanity and
challenge the world of superstition.
Even Guru Nanak believe to
renovated the spirit of religion. He
did not form a new faith or organize
anew community .this was done by
successor Gurus. If by worshiping
stone idol is way to paradise then
why not to worship the mountain .if
reciting the secret hymen and
reading sanctified books is way to
paradise the why not to not to
worship the printing press. is way to
paradise.

In my opinion in this digital world there is only one God and that search engine on the internet .that provide you the every option and answer to your each query within fraction of seconds the will provide solution.

There were prophets of human unity in the past .but their world was limited to the geographical and cultural barriers. There is no religion on the earth who tell the best creation of god the world is bad or malign. Every religion told us there is only one supreme power of the world .As per the Sikhism that god is formless shapeless birthless(AJUNI-SAHIBAN) Ever true(AAD-SACH) immortal (JUGADSACH) and have

no shape and size .What ever we see in this universe is due to the fact of science that is called the reflection of the thing .that reflection we compared from our past learned knowledge and beliefs.As per Shri Bhagwat Gita of Hindu methodology we are living in the middle age of human evolution .we do not know the beginning and we do not know the end .Scientist tell us that every matter is made up of atoms atoms further composed of neutrons protons electrons positrons etc. But till now science has not proved that how these neutrons protons electrons positrons etc evolved.

The greatest thinkers in the East and the west have felt that the need of

science and spiritual life. The freedom of the individual not to be reduced to physical psychological social economic and spiritual slavery. One must choose his own way of salvation not by only textual reading or performing rituals (although they are also having some strong believes)but doing and taking actions .The action which make him or her happy and add value to the world.

The so called majority of present day gurus or spiritual leader neglected to teach the spiritual realities to the people at large .When stomach is empty it is hard to digest the philosophy. The torch bearer must have aim to provide the basic need

of food shelter education rather to preach the sacred lectures. AAM ADAMI TAB TAK AAM REHTA HAIJAB TAK 10 RUPPEY KILO KA AAM KHATA HAI .WO TAB AAM NAHI REHTA JAB WO 350 RUPEY KILO KE ALPHANSO AAM KHATA HAI(man remain normal man until he eat mango at the normal price when he start eating luxurious ALPHANSO (very costly mango Varity) food he does not remained normal)

You and Education

Education deals with individuals. Education must build a man's spirituality self consciousness and personality. We do not respect the child's personality and identity .Unfortunately we impose our own perceptions and beliefs on the coming generation .We think we are elders and we should teach our child in our own way .we kill the natural instinct of the child .We inject the negativity in the blood of the kids long before he come to conscious stage .it destroys what is natural and sacred in the youngs. We became governors for them .

Education is a search of integration .Education does not mean only

bookish knowledge but the knowledge of the moral .the education of the Values .the education to make this world better. the education of conservation and protection .the education of the universe. the education of the religion .We must liberate the young to find their own way of learning in spontaneous ,natural way and uncorrupted way. Children are the future of the world and humanity.

Despite of proven education systems and various board of education why the society is producing criminals, anti social elements .No one is born criminal ,corruptor inhuman. If we are believers any religion does our religious Gurus told us to hate

anyone .if there is then leave that religion .one is get detracted form his natural course when he has experience some resistance to his perceptions.Asian philosopher always advocate that the man is not a machine but a soul.

Great Indian philosopher Ravindernath Tagore has once said “Let the body and the mind of the child pulsate with the rhythmic beat of the universe”. He has started school of Shanti Niketan at the age of 40 in 1901.the worlds best education institution .Now a day teachers educational institutions are selling education as commodity .producing unemployed youth to swallow natures resources and selling

certificates .We as parent send our child to the institutions which cost more. But the product the modern institution and colleges producing is have price but NO VALUE. Education is an investment on oneself which will harness the fruit of goodness in later life years of the life provided invested at the right source .we take good care of -our money and investments but we choose the educationist under influenced from the others (I refer them as mosquitoes) .

We say we love our children very much we spent thousand of Rupees on the education but when time come to choose the conveyance or vehicle who move our kid to the

school we never bothered to know the driver .We bargain on the monthly charge taken b the school vans or auto rickshaws. We go to the school with our kids to attend their parent teacher meeting . we hardly open the book of our kid .we select the school or college as a status symbol. We force our children to get admission in the IIT's IIM's .We want our kid to become PT Usha or Milkha Singh but we haven't run even a 100 meter race. And at last what happen total collapse .Children loose their interest in the education .They attempt suicides and also give rise to social problems.

Education gave us a sound reasonability and understanding of

art of living in the world. We must choose the education for us and for our loved one that make him an owner of the body with ignited brain and or creativity .We must trust and have full faith on the teacher who teach us .and man quest for the knowledge remain lasting till he departed from this earth. This quest make him successful or failure in his chosen field .

You and Happiness

Leo Tolstoy said: "If you want to be happy, be!" notice he never said: "If you want to be happy, Have!" but in was 200 years ago. in 21st century, we go like this: HAVE DO BE...

Have X Do Y Be Z

The world shows and gives us many different images of happiness, buy this, go here, do this,, etc. but if we are constantly searching for external happiness how do you know when you have found it?

I personally prefer to find happiness within me, in my experience this is me standing in my power What is happiness, not the definition of it, but the essence of or the substance,

before it is fashioned into the conscious experience? Does happiness exist without the word happiness? How do you know when you are happy, or must someone tell you and educate you about it?

Can you desire happiness, like you desire a pair of shoes? These are questions one must ask, not just believe that there is something called happiness, and the way to it is by doing this or that.

Many of the world's psychologists told that to be happy is to be Authentic. Being authentic is being without conflict. But that requires complete honesty and I am afraid, honesty, profits you nothing save the authenticity of your self. But without

that, happiness is also "such a lonely word". Our consciousness is profit driven, and we see profit as the basis of happiness rather than the cause of misery.

This is where humanity is wrong. Because happiness, authenticity, is universal. Profit is not. It divides and creates misery and unhappiness. But we are blind to it. Profit drives us to wars, to exploitation, to suffering. To violence, rape, stealing, lying, crime. Is this so hard to see?

Happiness has nothing to do with achievements or circumstances, you just feel happy or not....some people have to use drugs and consume alcohol or smoke to feel better. So I

don't think that it is based on a choice, because you do not choose to feel miserable, it's a state of the mind, just like a healthy body. You don't choose to feel sick, but if you catch a cold you become sick. Sick minds feel bad and cannot experience happiness. So for me, a healthy spiritual condition makes me feel a happy person.

Happiness is an energy in motion between our mind and body.

At different stages of our lives we want different things, this is unarguable. This may also mean that at different ages different external things make us happy.

for a 4 year old kid, finding happiness may mean completely different thing compared to someone at age 23 / 45 / 67 / etc.

At the same time in the same circumstances, someone may be happy with a Mercedes benz yet another with an ice-cream. This is an extreme example.

In conclusion, happiness is something that we all as humans peruse but it seems not to be found .

We often confused between happiness and pleasure .Finding pleasure in the simplest of things is a form of 'happiness within'. It shows that one is capable of a kind of 'self-powered happiness', without the

need for too much external stimulation.

Personally, I don't think it's possible to be permanently blissfully happy. In the same way as light needs darkness in order for us to perceive our visual world, so happiness needs sadness in order to provide contrast and context for happiness to exist. I think the happiness we experience would be more intense and blissful if it was set against a background of sadness, in other words.

If this is true, then the thing we need to accept is the inevitability of sad times. And I choose my words carefully - sad times cannot always be controlled, but they can be

accepted as a regularly occurring inconvenience, and somewhat ironically, a necessary part of being happy.

But how to find that internal happiness as an ongoing, reliably present state?

Happiness can't be found outside it is inside. Door of the happiness is in our own heart only difference is it is bolted. That too bolted from the inside. To be happy you need to unlock the door from the inside

You and Your inner voice

Everyone has an inner voice; you just have to listen to it and trust it in order to be led by it. Many people work very hard and experience considerable frustration trying to do a particular job. However, in terms of their own happiness, the right answer might be to do something else, or to do what they're doing in a different place, or to do it with different people

"What would love do?" when making decisions or facing challenges in life. When I think about my own life and some of the places where I find myself struggling, stressed out, worried or stuck right now, I can see that instead of asking what love

would do, I'm often asking other less inspiring questions to myself like, "What should I do?" "What's the right thing to do?" "What's wrong with me (or them)?" or various other versions of these types of questions. Can you relate?

What if we did actually ask ourselves, "What would love do?" in all of the important areas of our lives, especially the most challenging ones? I bet that would dramatically alter not only how we relate to those people and circumstances, but also would alter what we did and said and ultimately how we felt.

We have the opportunity to pause and reflect on ourselves, our lives and where we are. Letting love lead the way, especially right now, is something that will benefit most of us and can allow us to listen to a deeper aspect of who we really are.

Everything I write about, speak about and teach is really all about love. I sometimes find myself a little shy, embarrassed or self-conscious to come right out and say it—somehow fearing that love seems too soft, too personal, too intimate or too mysterious. However, being authentic and being appreciative, and just about anything else we aspire to in life, are all about love—of

ourselves, of others and of life itself. Love, I believe, is the most powerful force in the universe—yet so many of us, myself included, almost apologize for talking about it, thinking about it and wanting to have it play a lead role in our lives.

As we interact with (or avoid) our families, in-laws, friends and even strangers on the street or in stores or restaurants over these next few days and weeks, ask yourself, "What would love do?" As we sit back and reflect on this past year and begin to plan, dream and prepare for the year ahead, what would love do? As we relate to ourselves in the midst of all of this, what would love do?

This Doubting Voice inside you might sound like this:

- Do you really think you can live your purpose — what about making enough money for the family?
- It sounds too risky to shift careers now... why would you want to do that?
- Where will you get the support to take on this new project?
- What happens if it doesn't work out?
- Do you think you have the talent to write your book, it's really difficult...

Essentially, this inner voice is that part of our thought pattern that is negatively questioning everything we say or do.

And the problem is that when your Doubting Voice collides with your Calling, your unfolding purpose, then it wants to find all the ways to keep you from going to the “unknown edge” — to the places that you’ll have to extend yourself, to risk, and to grow in likely uncomfortable ways.

The Doubting Voice’s mission is to eliminate risk, keep things the “safe”, and to NOT be uncomfortable. This obviously puts you at odds with yourself at times, and why it is a core block to living your purpose.

So, how do we work with and neutralize our Doubting Voice?

There is a best way to work with the Doubting Voice is to make friends with it.

You should Start with naming the Doubting Voice in you. You might call it: Dude, dear ,Shona, kitty badmas, or simply kameney. What this does is twofold:

Brings lightness and humor to that part of ourselves that is pretty heavy and a limiter to our full, authentic expression

Allows the witnessing part of yourself to arrive so you can see the bigger perspective beyond your fearful, doubting ego-mind thoughts/voices.

Then it's time to have a brief dialogue with your kitty. It flows like this:

“Kitty, do you have some true wisdom for me that I should know about?” Here you're investigating for important information that might be in the doubting voice. A grain of truth that you feel may be important to the issue at hand. Listen to what comes back.

Then say to yourself: “Thank you for sharing. I don't need you at this time. I'm now going to make room for a choice that is for my highest good – my empowered choice.”

And now there is space for you to make a new choice toward your purpose, toward that which brings you more alive.

Covert your Inner Bullies into allies for your growth and expansion. So, I encourage you to let your Doubting Voice be the new fuel for your growth, for a deeper self-acceptance, that will bring more energy and clarity to your purpose work.

You and Purpose

“The purpose of life is a life of purpose.” ~Robin Sharma

In india parents Children and marriage seems to be the ultimate solution to all problems! My parents tell me that I am being selfish by not 'settling down and having children!" I guess in their head they think that would give me my purpose in life.

And when I was in England in 2003. I came to visit m parents on 17th of july 2003 then they have made my engagement on 20th july so that I won't run back to England again .and finalize date of marriage on 20th October 2003 .

"Your purpose of life is about giving, not of getting." It's everyone's purpose. But we're all so wrapped up in ourselves, we have to step back and realise that "I Me Mine" is not the way to lasting happiness

As an employee or as a husband or as a father or as a brother or as a son in my life my work and responsibilities was my purpose. But in our daily life, in our everyday interactions, in our being. So apart from the doing, one has to also 'just be', all that we believe in all aspects of life.

He who has a Why to live for can bear almost any How. There are three

levels we operate on: what we do, how we do it, and why we do it.

I think that everyone is unique in the sense of "what works for them." There are some universal truths and there are also some things that fit some people and not others.

You will probably said I already know this stuff after all its not rocket science? Is It? You should stopped resisting and let my words in and that will brought a change. Although It is might be tiny but it will be there. What is more important is that you know that know there is purpose in your life ou hav to identify you passion and belive me it will made you more aware, more you.

You and limitless Possibilities

The smallest pool of water can mirror the sun; it does not require an ocean. Let us live up to our possibilities for a single day, and we will not have to die to get to heaven; we will be making heaven for ourselves and for others right here.

Self-direction and accountability in your life and the learning and innovation you can earn the highest compensation in the life and use your ingenuity to achieve the real success in your life .

We own the automobile .Ironically, after all of the failure analysis by the car manufacturer ,obeying traffic rules your conscious driving and

best testing procedure why the accidents takes place .Many of the accidents involving Automobile were due to driver error, it is the failure of control it I not the not the product which failed .It is our wrong judgment or judgment of the other driver who cause the accident. So steer you life vehicle proper with your all faculties widely open .

You cannot have a learning or developing country or society or organization without a shared vision. That's why the process by which mission, assumptions, values, and beliefs are articulated matters. Too often, it involves a few senior policymakers and members of the country or society or organization

closeted in a room, sometimes with a consultant, engaged in an exercise designed to produce one or more lists of values. If time permits, the group may spend whatever time remains trying to associate behaviors with the values and beliefs. Alternatively, we should followed a multiphase strategy of having senior executives draft some values, beliefs, and even behaviors and then test and revise them based on widespread discussions of values and/or behaviors throughout the country or society or organization.

Communication requires more than the distribution of an e-mail or sheet of paper. it suggests the need for

conversations about what happens
When behaviors fall out of line with
values. This process not only
engages the country or society
organization in the task but also
facilitates communication. What
people say is important. What they
do is even more important. Secrets of
success such as accountability,
engagement, teamwork ownership,
transparency and delegation of
authority are trumpeted widely.

Each contains useful ideas, but only
when they are organized as part of a
wider view do they really begin to
make sense, Personal control over
one's work leads directly to higher
engagement and responsibility for
success. Team-based effort is often

linked closely to self-direction, latitude and accountability. Accountability, when combined with team based recognition and rewards and the latitude to deliver results, encourages teams to select the right people, ensure behaviors that are consistent with the culture, and meet or exceed their operating Goals Feedback from people, employees about the quality of their workplaces tells us that the quality of team members matters greatly. Everyone likes to work with “winners.” We need to including people with diverse backgrounds, training, interests, and ideas .People members or employees need to go out of their way to help colleagues

solve problems of importance to their companies society or country

The disintegration of the role of the Country organisations society or state, particularly in welfare provision; the erosion of trade unionism and the growth of individualism and consumerism; the globalization of the market and manufacturing; the development and growing influence of the multinational corporation all point to a qualitative change in society.

today's society, consists of the disintegration of state regulation, the expansion of world markets dominated by multinational

corporations, the undermining of the nation state, the growth of manufacturing in the Third World and the decline of manufacturing in the West. Accompanying this is the growth of a 'service class' that undermines trade unions and the labour movement with the subsequent erosion of class-based politics. Finally, cultural life becomes more fragmented and pluralistic.

The struggle against racism, class structures, sexism, and other forms of oppression needs to move away from simply a language of critique, and redefine itself as part of a language of transformation and hope. This shift suggests that

educators combine with other cultural workers engaged in public struggles in order to invent languages and provide critical and transformative spaces that offer new opportunities for social movements to come together. By doing this, we can re-think, and re-experience democracy as a struggle over values, practices, social relations, and subject positions that enlarge the terrain of human capacities and possibilities as a basis for a compassionate social order