



Choose Courage as an Option

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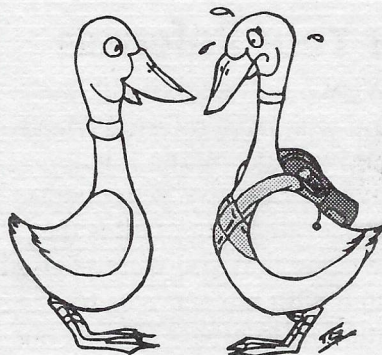
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Hey Bud, we have to work on your confidence.



The story goes - There are two men on a tandem bike. They're biking along when they come to a steep hill in the road. It was the steepest hill they had ever encountered and there was no other way around it. Both were frightened by the thought of falling back midway through the climb. So with all the energy they could muster they raced toward the hill. Half way up, the climb became treacherous, but they continued to struggle for every inch, finally making it over the crest of the hill. The optimist in the front proudly brags, "It's a good thing I held it steady and pressed forward or we would have fallen." The pessimist in the rear seat shouts, "It's a good thing I held down the brakes or we might have rolled backward."

Are you holding down the brakes in any area of your life? Are you living your life on offense or defense? Looking to score or playing not to lose? Living your dreams or living your fears?

Some people make decisions based on fear, others on opportunity. People who make decisions on fear sometimes assume that others are not experiencing fear. This isn't the case.

We can't be afraid to be afraid. If we sit and wait for the moment of absolute certainty, it may never arrive. It's ok to be scared. If it weren't for fear we wouldn't need courage. We all have moments of doubt and fear. Those moments may make us lose the benefits we might win if we had taken the action. We need to be willing to deal with doubt and fear. Courage is not the absence of fear but the conquest of it!

Don't fear criticism. If it is untrue, disregard it. If it is unfair, don't let it irritate you. If it is ignorant, smile. If it is justified, learn from it.

Don't fear rejection. Universal acceptance doesn't exist. Don't be afraid to offer your talents, abilities, products, service or your friendship. Give people the opportunity to say yes.

Don't fear failure. It's the ingredient essential for success. Success comes from failure. Every setback is the opportunity to move forward more intelligently with renewed enthusiasm.

Don't fear change. The only consistency in life is change. Be open to change. All progress and growth comes from change.

For Conquering Fear of the Unknown see page 5.

Breaking Success Barriers



What's Your Personality Style?

Socrates said "Know thyself." The examined life leads to a quality life. The most effective, valid and widely used personality profiles in the country are available at A.D.I. These are just some of the characteristics the profiles identify:

- Behavioral overview
- What motivates you
- What you tend to avoid
- Behavior in conflict
- What environment you prefer
- Demotivating factors
- Strategies for increased personal effectiveness

- Excellent team building applications

- Personality Profiles are also available for children and teenagers.

The Black Door

Several generations ago, during one of the most turbulent desert wars in the Middle East, a spy was captured and sentenced to death by a general of the Persian army. The general, a man of intelligence and compassion, had adopted a strange and unusual custom. He permitted the condemned person to make a choice. The prisoner could either face the firing squad or pass through the Black Door.

As the moment of the execution drew near, the general ordered the spy to be brought before him for a short, final interview, the primary purpose was to receive the answer of the doomed man to the query: "What shall it be - the firing squad or the Black Door?"

This was not an easy decision and the prisoner hesitated, but soon made it known that he preferred the firing squad to the unknown horrors that might await him behind the ominous and mysterious door. Not long

thereafter, a volley of shots in the courtyard announced that the grim sentence had been fulfilled.

The general, staring at his boots, turned to his aide and said, "You see how it is with men; they will always prefer the known to the unknown. It is characteristic of people to be afraid of the undefined. Yet I gave him his choice."

"What lies beyond the Black Door?" asked the aide.

"Freedom," replied the general, "and I've known only a few brave enough to choose it."

Where in your life might lie your own Black Door?

Food For Thought

**We change when
the pain of
changing is less
than the pain of
remaining the same.**

Peak Performance Group Going Strong

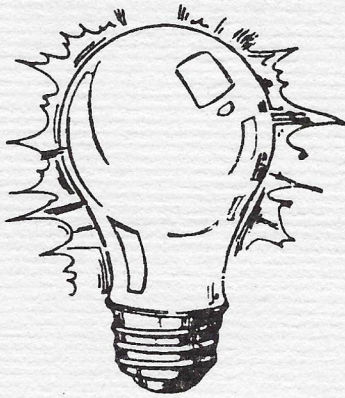
The first Friday morning of each month at 7:00 we get together to brainstorm and commit to our goals for the upcoming month. Come prepared to share and prioritize short term goals and objectives. The enthusiasm shared by all is contagious. Don't miss our next meetings on November 4, December 2, January 6, February 3, and March 3.

It's an opportune time to make the necessary adjustments in our game plans and to accomplish our goals.

Thank You For Your Referrals

We would like to thank those of you who have referred friends to our institute. While it is always nice to have new clients, the most satisfying of all is the knowledge that you were pleased enough with our services to mention us to others. This is one way in which we measure our performance. We are truly grateful!

Productivity & Effectiveness



The Making Of An Achiever

Youth-empowerment for teens (Ages 14-17)

Starting Monthly

Learn How To . . .

Set and Achieve Goals

Build Self -Esteem

Conquer Your Fears

Realize Your Potential

Call for more information.

Adventure Day

SATURDAY MARCH 5TH, 8AM - 10 PM

What do you think of when you hear adventure? Well some of us think of "Indiana Jones," Cliffhanger, or K-2. Whatever your idea of adventure is you'll get plenty of action and excitement at this program. The day will include participation on a "challenge course." A "challenge course" is a series of natural and man made, low and high obstacles and challenges. Not to be confused with a military obstacle course a "challenge course" is designed to be thrilling and fun. The names of some challenges, "Burma Bridge," "Wild Woosey," "Trapeze" and "Zip Line" give some indication of what is to come. This Adventure Day is designed to be more than fun. Participants have the opportunity to build confidence, face and overcome fears that may block them in their everyday life, and go beyond their own perceived limitations.

While physical in nature no special skills or conditioning is

necessary. Participants can challenge themselves at their own level in a safe environment. The program will be held in Horsham, Pa. just north of Philadelphia and is run by The Adventure Network based in Chalfont, Pa.

Conquer Fear of the Unknown

Most of fear that must be conquered in personal goal setting is created by not knowing or not being sure of the possible results. Here is a great three step exercise to apply when you feel fear may be keeping you from taking appropriate action toward your goals. **Step One:** Write out the all benefits and rewards if your plan is successful.

Step Two: Write out the worst scenario if your first plan doesn't succeed.

Food For Thought

"Do the thing you fear and the death of fear is certain."

Step Three: Write down the most positive alternative plan if step two occurs.

By creating a positive and acceptable alternative plan, you may have created a "nothing-to-lose-but-everything-to-gain" situation. The unknown has now been replaced with a clear and well thought out plan. It should be enough to eliminate the fear and spring you into action.

Firewalk with us! CONQUERING YOUR FEARS

On Saturday, March 25th we will be challenging our fears with a Firewalk at Apple Farms in Elmer, NJ. Our walk over hot coals will be directed by certified expert Charles Louis Balter. The Firewalk is a practical demonstration of the unlimited potential that lies dormant in each of us! Allow the FIRE to awaken you - feel the fear and do it anyway! Transform fears, negative emotions, and limiting beliefs into **Personal Power and Self Mastery.** Call for details.

Take Note - 1994/1995

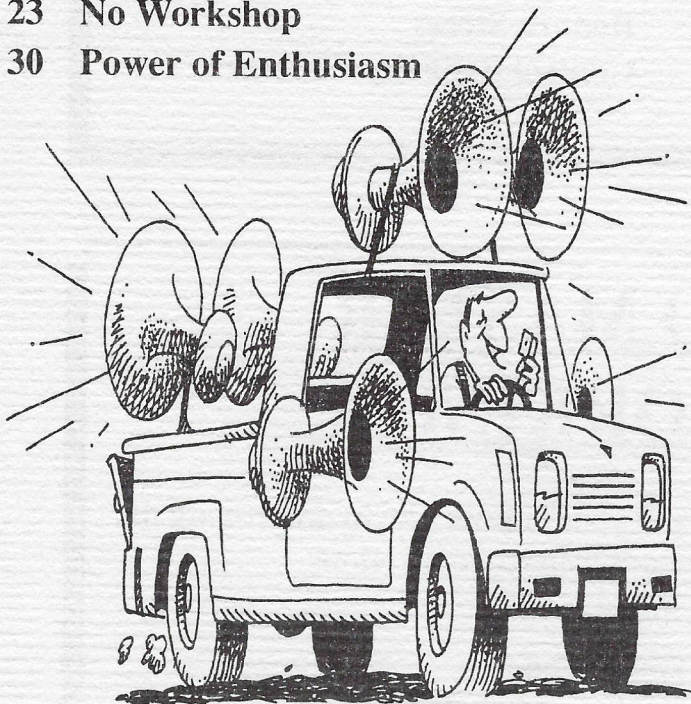
Fall/Winter Event Calendar

OCTOBER

- 5 Monthly Evaluations
- 7 The Peak Performers*
- 12 Assertiveness & Communication
- 15 Firewalk!*
- 19 Power of Decisions & Commitments
- 26 Psycho-Cybernetics for Winners

NOVEMBER

- 2 Monthly Evaluations
- 4 The Peak Performers*
Mastering Networking*
- 9 Discovering Life Purpose
- 16 Conquering Your Fears
- 23 No Workshop
- 30 Power of Enthusiasm



DECEMBER

- 2 The Peak Performers*
- 7 Monthly Evaluations
- 14 Planning 1995
- 21 Holiday Recess

JANUARY

- 4 Monthly Evaluations
- 6 The Peak Performers*
- 11 Characteristics of a Winner
- 17 How to Master Networking*
- 18 Personal Time Control
- 25 How To Reduce Stress

FEBRUARY

- 1 Monthly Evaluations
- 3 The Peak Performers*
- 8 Understanding the Self-Concept
- 15 Applied Imagination
- 22 Never, Never, Never Give Up!

MARCH

- 1 Monthly Evaluations
- 3 The Peak Performers*
- 5 Adventure Day*
- 8 The Art of Getting Organized
- 15 Overcoming Discouragement
- 16 How to Master Networking*
- 22 Handling Change & Transition
- 25 FIREWALK!
- 29 The Healing Power of Humor

Please call for dates and times for Dynamics of Personal Empowerment Workshops and the Making of an Achiever Program for Teens.

Workshops are held every Wednesday
Noon (12:00 - 1:15)
Evening (7:00 - 8:30)

* Check newsletter or call office for times

TWO POWERFUL WORKSHOPS

Available at our Institute or customized for your company at your location

DYNAMICS OF PERSONAL EMPOWERMENT

Experience a "Dynamics of Personal Empowerment" workshop.

Discover:

The Five Keys to Empowerment

also how to:

Be More Effective

Improve Time Control

Increase Productivity

Create Balance in Activity

Reduce Stress

Control Behavior Change

HOW TO MASTER NETWORKING

Improve your business relationships and your bottom line by improving the quality and quantity of your business connections

Learn Techniques To . . .

Multiply Your Leads

Develop a Prospecting Attitude

Create Group Contacts

Forge an Endless Chain of Referrals

OUR THREE DIVISIONS

Youth Empowerment

“The Making of an Achiever” course is designed to help adolescents learn, understand, and apply the principles of personal goal setting. Students will begin to create goal setting habits and attitudes that lead to reduced stress, increased productivity, and higher self-esteem.

Individual Membership

For people interested in rising to greater levels of achievement and personal rewards. Customized training and development for individuals who are open to new ideas and looking to improve. A.D.I. is a network of workshops, materials, proven techniques, and personal coaching to improve the “quantity” and, most importantly, the “quality” of our lives.

Corporate Training

The greatest asset in any company is the potential of its people. In today's economy, employees are being forced to handle additional responsibilities. A.D.I. delivers the training to improve team-building and at the same time, help each individual reduce stress and function more effectively.

**For Free Workshop Passes Call
1-800-45-GOALS**

A BOUT OUR INSTITUTE

Founded in 1985 by Mario Pinaro, **Achievement Dynamics Institute** is dedicated to helping individuals and organizations realize more of their full potential. Our clients include Olympic athletes, sports teams, school districts, major corporations, and hundreds of professionals and small business owners. We specialize in attitude development and increasing personal effectiveness.