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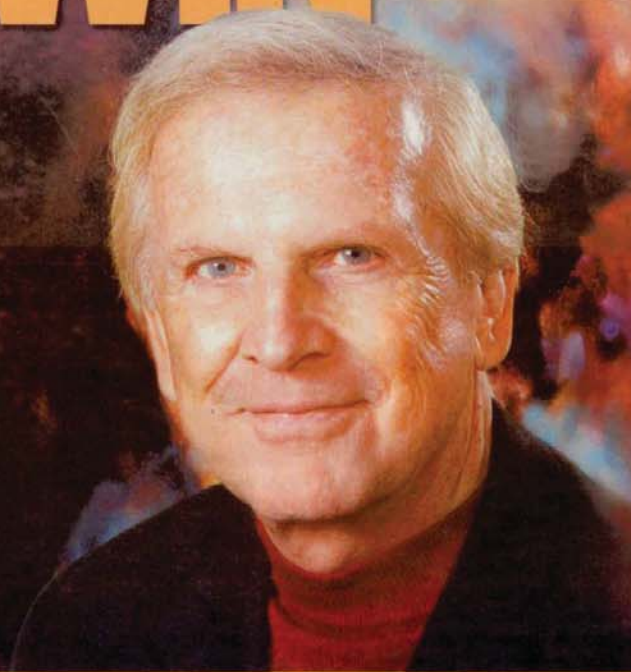
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'TO BELIEVE IS TO WIN'

Bestselling author, lecturer,
productivity consultant on high
performance achievement,
Dr Dennis Waitley talks about
his philosophy of life, lessons
learnt and the secret of being
successful **PAGES 2-3**



GHOST BUSTERS

Americans prowl
in the search for
the unknown

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ANGELINA JOLIE REVEALS THAT SHE HAS REAL GUNS AT HOME AND SHE ISN'T AFRAID OF USING THEM PAGE 13

The
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Dr Denis Waitley, author of global inspirational bestseller *The Psychology of Winning*, will feature in the upcoming seminar 'Empowering People: Building the nation' in Dubai. He talks exclusively to *City Times* about his philosophy of life, lessons learnt and the secret of being successful

VIJAY DANDIGE
Contributor

"THE MASS of men lead lives of quiet desperation," said Henry David Thoreau, a 19th century philosopher and naturalist. This is truer even more so today than in Thoreau's age, where now millions also desperately search for ways to turn their lives around.

Little wonder, this search has given rise to a massive phenomenon called motivational or inspirational programmes or philosophies, propounded by scores of new age mentors, gurus, coaches and counsellors.

The trend of inviting these mentors and gurus to inspire and guide is well entrenched in the Western corporate world. It is now gaining a firm footing in the region, too.

The latest among such events is a two-day seminar titled 'Empowering People: Building the nation', organised by Knowledge Oasis, a Dubai-based conference and event organiser. The seminar, on June 4 and 5, will take place at the Intercontinental Hotel at

'What you throw out always comes back full circle'

Dubai Festival City. And it will feature five internationally renowned speakers who are actively involved in empowering individuals.

Prominent among them is Dr Denis Waitley, one of America's most respected authors, keynote lecturers and productivity consultants on high performance achievement. For over twenty-five years, he has inspired such audiences as top Fortune 500 executives, Olympic champions, astronauts and world leaders. He is the author of 15 non-fiction books including such global bestsellers as *The Psychology of Winning*, *Seeds of Greatness*, *Being the Best*, *The Joy of Working*, *Empires of the Mind*, *The Winner's Edge*. He also featured in the 2006 film, 'The Secret'. Dr Waitley spoke to *City Times* in this exclusive interview.

Before you wrote your first book, *The Psychology of Winning*, it is said that you were pretty down and out. How did you turn your life around?

I was raised in a lower middle class income family with lots of problems. My mother used to tell me that we had a jinx in the family and that nobody was going to succeed. But my grandmother told me that was not true. She pointed out my good gardening skills. So, she planted the seeds of greatness in me. Later, I became a single father of four children. And I began to think: how could I teach success to others when I didn't have it myself. Then at the lowest point of my



Dr Denis Waitley: 'We live in the age of knowledge and knowledge is power'

life, I prayed to the creator and asked what I needed to do. And I got the answer: 'Start behaving like a winner rather than crying like a loser.' So, I began studying people who were more successful than me. I studied the things that I was not doing

'When you are focused, you know where you are going, you have a map and a destination, even though you cannot see it'

right. So, I wrote the book not based on my experience as a winner but as a loser. I really wrote the book for myself. That was around 1976 and my life turned around from that point.

And what have your chil-

dren learnt from you?

My children don't listen to what I say. They watch what I do. And they have learnt from me to lead by example.

You could not have done it without passion, motivation and enthusiasm? How

did you find them?

I found them in my own heart by reading biographies of people throughout history who have overcome enormous and worse odds than me to become successful. I studied people who came out of the ghetto to greatness. So, I

was inspired and my passion came from believing that I could do things like they did because I didn't have to overcome the same handicaps.

What is the one single element that would define success or successful life?

Living successfully everyday and by practicing what you preach and not looking at success as a status but as a process. For me a successful person is one who is constantly learning and improving everyday rather than believing that he or she has arrived.

How do you define success?

I define success as a progressive achievement towards worthwhile goals that help other people as well as myself. So, I have to be a lifelong student, continuously training and improving.

Does age play a role in learning? Is it right to say that it is too late to learn?

Oh, it's very interesting that older people have been found to be more passionate and eager about learning than younger people. They realise that they are not stuck and that there are opportunities for them. Some of the most successful people in the world have succeeded after the age of 60.

As you teach it, can anyone change his or her own life from failure to success?

I believe so. History is full of examples of people who came from absolute terrible environments: no parental guidance, no religious background, no support, nothing. Yet somewhere along the way they found a mentor or a coach or a role model who inspired them and made them believe that they were greater than they thought they were, and expected more from them. One of the reasons people don't succeed is because they are in a pattern of bad habits.

Briefly, what are some of the main principles that propel someone to suc-

cess?

I think one of them is: believe in your dream. That's all you have. Believing in your potential is the first thing because unless you do that you have no motivation to learn. Another is: gaining skills or knowledge that would help overcome fear of the unknown, fear of change. Fear is the greatest hammer or block that prevents you from becoming a success because you are afraid of rejection. So knowledge and training give you the ability to overcome fear. The third would be to have a specific passion to identify in yourself what you are good at or your talents and also love to do. And if you can build your life around that, then only can you set meaningful goals that you expect to reach.

What, according to you, is the one thing that holds most people back from being what they aspire to be? And how can they overcome it?

I think fear of failure, because no one wants to appear foolish or to be laughed at or being pointed out for misgivings or failings. Fear of failure is also the fear of unknown because if you don't know about something you are afraid to try it. And there is also fear of success. And the reason for it is that we don't feel worthy of success because of the way we are raised. We feel guilty when we get it. And we can overcome these fears by knowledge. We live in the age of knowledge and knowledge is power. And we have the ability today, more than any other time in history, to overcome our ignorance and the factors that cause our fears, and to get every bit of education and training possible to overcome our fears.

How do you build a great career?

You build a great career by discovering, as early as possible, your natural talents. And the way to do that is to think about what you would love to do, in the evenings, on weekends, in free time, and not just the grades that you get in school. I think being



Denis Waitley says believing in your dream and your potential is one of the first principles of success

able to do something in your life, based upon your passion, gives you joy. And that joy helps build a career because you are always excited about doing it. But it is not always possible to make a great deal of money with joyous things. Sometimes an artist doesn't make money until he or she is dead. So, to build a great career, find your natural talents, build knowledge and skills around those talents and deliver them in a way that enhances the lives of other people. And by enhancing other people's lives they are attracted to you.

How crucial is goal setting in this process?

It is extremely important. Goals focus our energy. A goal is an imagined destination. In our imagina-

tions, we either replay success or replay failure. We either have a premonition or a fantasy. Every success I have seen in any field has had magnificent obsession of some kind, and it is focused because it is defined. When you are focused, you know where you are going, you have a map and a destination, even though you cannot see it.

The essence of your teaching is: we all can change our lives, we can shape our destiny etc. But what about luck or fate or kismet? You may do everything correctly, but if you don't have luck, success will elude you. Do you agree?

I don't believe in pre-ordained fate. I do believe in fate. My take on this is: the universe is expanding and

increasing and is created in harmony and synergy by the creator and therefore I believe that we have to be in harmony and in synergy and have spiritual balance. I believe that luck is labouring under correct knowledge. So if you have bad luck you are labouring under incorrect knowledge. So having spiritual balance to begin with, a believe that life is expanding rather than falling in, then to believe that there is abundance rather than scarcity and to believe that I could cooperate rather than compete, is part of the idea of success.

But there are hundreds maybe thousands of people who scrupulously follow some motivational philosophy or the other but many of them never

achieve success. What could be the reason for their failure?

It may be that they are failing because they have not internalised the principles and they don't have the discipline of an Olympian. I don't think such people internalise the need for daily discipline. Most people lack the discipline to keep going and the resiliency to overcome problems.

What does leadership mean to you?

To me leadership is being the invisible servant to the people who look up to me. Leadership means always setting the example in my own life of what I expect other people to do with their lives.

What advice would you give parents to inculcate positive thinking or seeds of success in their children?

I can talk based only on our culture. What parents try to do is to buy the children's affection by giving them things because they don't spend much time with them and they feel guilty. What they try to do is give immediate gratification. Instead, they should delay gratification so that children know where the money comes from, so they feel entitled. Parents should encourage open communication and give children early responsibilities.

What has your own success taught you?

It has made me humble. It has made me feel that I should pass it on rather than try to trumpet it.

You featured in 'The Secret'. Just what is that secret and how can people make it part of their psyche or life?

It is the same secret that has been there from the beginning of time. It has been a part of all philosophies. There is an unflinching boomerang or what I refer to more as the law of cause and effect. What you throw out always comes back full circle and comes back to treat you in the end the way you have treated other people. It is called the law of attraction. ■

Melua magic

Catch singer Katie Melua at Mall of the Emirates tomorrow



UK BASED pop-star Katie Melua will be signing copies of her latest smash hit album 'Pictures' tomorrow at 6pm in Virgin Megastore, Mall of the Emirates.

Miss Melua comes to the Emirates on the back of releasing her new reggae influenced single 'Ghost Town' which proved to be a firm favourite on her latest three month tour.

The beautiful twenty-three year old songstress of Georgian ancestry first hit the top of the charts at the age of nineteen with her debut album 'Call Off The Search' which sold 1.8 million copies in its first five months. Since then songs including 'The Closest Thing to Crazy,' and 'Nine Million Bicycles,' have become staples of the pop/folk fanatic.

The Brit Award winning star comes to the Mall of the Emirates for the first time and with a large crowd expected, make sure to be prompt. ■