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What does it mean?

Think Win-Win isn't about being nice, nor is it a quick-fix technique. It is a character-based code for human interaction and collaboration. Most of us learn to base our self-worth on comparisons and competition. We think about succeeding in terms of someone else failing- that is, if I win, you lose; or if you win, I lose. Life becomes a zero-sum game.

Think Win-Win is the belief that everyone can win. It's not me or you—it is both of us. It is a belief that there are enough good things for everyone; it is an abundant way of thinking. Think Win-Win is being happy for others when good things happen to them. As a parent, not everything is negotiable, but if you go into discussions with your child with a win-win mindset, you'll find a lot less resistance.

Think Win-Win at home:

There are things you can do at home to promote Win-Win thought:

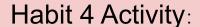
A person or organization that approaches conflicts with a win-win attitude possesses three vital character traits:

- -Integrity: sticking with your true feelings, values, and commitments
- -Maturity: expressing your ideas and feelings with courage and consideration for the ideas and feelings of others
- -Abundance Mentality: believing there is plenty for everyone

Keeping these traits in mind, challenge your family to consider an argument/disagreement that is common in the house. Come up with ways to solve the disagreement so that everyone wins!

Habit 4: Think Win-Win





Imagine these scenarios, how would YOU react?

