

## **PLAYING BIG!**

When was the last time you settled for something less than you knew you really wanted or deserved in life?

Perhaps it was a promotion, a bonus, a relationship, a career path a challenge or a goal that fell short of your ideal expectation. If we allow our ego to take control when this happens, it usually redirects us from looking inward for the truth and steers us in the direction of blame, victimization, excuse, circumstance and anything outside of personal ownership and responsibility.

PLAYING BIG in the game of life, requires us to get back in the game every time we fall. Again, it's much easier and safer to play "not to lose" than it is to "play to win" in sticking to our expectations. There is a mammoth difference between the two in terms of actual results.

Every day life hands us chunks of coal, which appear as unattractive tasks, assignments and challenges that may cause us to sweat and get our hands dirty. The key to PLAYING BIG is our ability and willingness to turn this coal into diamonds.

I chaired a college foundation board in Pennsylvania several years ago. Our challenge at that time was to turn coal in the form of meager funding into a \$300,000 annual campaign, which subsequently turned into over a \$1,000,000 in under two years. The secret? PLAYING BIG!

Our battle cry for that mission was, *"let's not insult anyone by asking too little of them."* For that statement to be authentic, first, we could not ask too little of ourselves. We publicly shared the vision of creating a library automation network which linked our students with information access to other larger neighboring university libraries and expanded the campus geographically. That mission was accomplished.

PLAYING BIG means not insulting ourselves by asking for less than we want in life. How big we play in own game of life is simply a matter of personal choice.

*"When we begin every situation and challenge from possibility thinking, there are no limits or boundaries to what can be accomplished."* PLAYING BIG is also FUN!



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