CHAPTER THIRTEEN

WINNING ISN’T EVERYTHING, BUT LEARNING IS

*Putting our lessons together*

LEARN IT

“Go Ahead, JUMP!”

I. FINAL THOUGHTS ON LEARNING

A. Learning Too Often Decreases As Winning Increases

>“Success is a lousy teacher. It makes smart people think they can’t lose”

- Bill Gates

B. Winning Can Actually Become A Distraction To Success

This concept is manifested in the following ways:

1. **“Been There – Done That”** – When a milestone becomes a tombstone
2. **The Banquet Tour** – Telling more about your successes than actually pursuing them
3. **Success Guarantees Success** – Nothing guarantees repeated success
4. **The Momentum Myth** – When you are winning, don’t stop!
5. **One Hit Wonders** – We should build off of yesterday, but not live off of it.
6. **The Entitlement Mentality** – You don’t “inherit” success, you earn it
7. **Playing Not To Lose** – Sometimes winning makes one too cautious
8. **The Arrival Plateau** – If you have arrived, it’s time to throw dirt over you
C. Learning Is Possible Only When Our Thinking Changes

1. Don’t let what you know make you think that you know – **Always be a student**

2. Maintain a **positive mental attitude** – “The worst things that could happen to me today could lead to the best thing that could happen.”

3. Embrace **creativity** in every solution – Using four straight lines, connect all nine dots without crossing the same dot twice, and without lifting your pencil

   (Solution at the end of this outline)

4. Real learning is defined as a **change in behavior**

5. What keeps you from acting:
   a. Fear?
   b. Laziness?
6. Continual success is a result of **continually failing** and learning
   a. If you can’t make a mistake, you can’t make anything

7. Be willing to view failures as **blessings in disguise**

**LIVE IT**

“**Keep Asking, ‘What Did I Learn?’**”

**II. FOCUS AND RISK AS YOU WIN, LOSE, AND LEARN**

A. Your Strength Zone and Your Comfort Zone

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<tr>
<th>STRENGTH ZONE</th>
<th>COMFORT ZONE</th>
<th>RESULT</th>
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<tr>
<td>Outside Your Strength Zone</td>
<td>Outside Your Comfort Zone</td>
<td>Poor Performance</td>
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<td>Winning Impossible</td>
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<td>Outside Your Strength Zone</td>
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<td>Mediocre Performance</td>
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<td>Great Performance</td>
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<td>Winning Is Continual</td>
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1. Traditional wisdom is to shore up your **weaknesses**

2. Success comes from **working within your strengths**, not trying to fix your weaknesses

**III. KEEP CLIMBING**

A. **Taking Risks** IS Part Of Success

B. If You Are Reading This, It Means You Still Have Opportunities

C. Fail And Learn, Or Fail And Lose: **Choose Wisely**
LEAD IT
“Never Stop Learning”

**Discussion Question Options**

**Learning Opportunities**

- Share a victory you have experienced in this study?
- How do bad experiences tend to make us look at our world?
- What are some ways to adjust when we have a bad experience?
- Have you been able to identify your Strength Zone and Comfort Zones? Ready to move out of comfort?
- How will you lead others to these Lessons you have learned?
- Ever think of leading your own Mastermind Mind Study?

Did you solve it?

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*Sometimes You Win, Sometimes You Learn* Mastermind Guide
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