

Title: Are You A Quality Person?

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If you want to be a person who attracts quality people in your life, the key is to become a quality person yourself. Quality people have the ability to attract other quality people in their lives because of their gifts, skills and the opportunity to have a successful relationship.

My grandfather, Elias S. Mack, Sr. always taught me you can only be responsible for one half of a relationship- your half! You can be responsible to your kids but not for your kids. If they grow up to become “Billy The Kid” perhaps you share some responsibility for how they became that kind of a person, but they share in that responsibility as well because of the choices they made in life.

What qualities are important in becoming a person of excellence? Here are my top six choices.

- 1) Learn to be strong but not rude. I can't think of the circumstances where rudeness is a permissible response to another person. Some people mistake rudeness for strength.
- 2) Learn to be kind but not weak. Never mistake kindness for weakness. Kindness is a certain kind of strength.
- 3) Learn to be bold but not a bully. It takes boldness to win the day. To build influence and become a person of quality, you've got to be willing to take the first bullet, tackle the first headache, discover the first sign of trouble and take on the mantle of responsibility for addressing it.
- 4) Learn to be humble, not timid. You can't get to the top of the ladder by being timid in life. Humility is a God-like word, a sense of awe, a sense of wonder, an awareness of the human soul and spirit, an understanding that there is something unique about the human drama versus the rest of life. Humility is a grasp of the universe and the feeling that you are in fact part of it. Timidity, on the other hand, is a disease where humility is a virtue. Timidity is an affliction where humility is tribute and is admirable.
- 5) Be proud but not arrogant. It takes pride to win the day, to build your ambition, to build your community... to accomplish almost anything and everything in life. Be proud, not arrogant. The worst kind of arrogance is arrogance from ignorance. That kind of

arrogance is intolerable. Smart and arrogant? Maybe you could at least tolerate that. Ignorance and arrogance is too much for anybody to have to swallow.

6) Find humor in the situation. Life is full of stuff that happens to you that you can't control. It's not what happens to you, it's what you do about it. Quality people learn that it's okay to be witty, but not silly, fun but not foolish.

7) Life is unique and it offers no guarantees. Learn to deal in reality. The reality of life is we fail more often than we succeed. The baseball player who hits .333 is failing two out of every three times he goes to the plate. Yet, he's paid millions per year. The hitter who bats .250 is paid a fraction of his peer who bats .333. Do you know what the difference between these two players really is (other than the millions per year they earn)? The .333 hitter is getting one more hit in every twenty times at bat. The difference between greatness and mediocrity is only an inch.

The difference between a quality person and a sub-quality person, in many cases, is only an inch, an inch of positive attitude between the ears. As my buddy Zig Ziglar, CSP, CPAE Speaker Hall of Fame is fond of saying, "You need a checkup from the neck up!" Go be a quality person!