

EXERCISE: "Invitations and Choices: We live in a society that claims we have unlimited choices 'to be whatever we want to be.'" **However:** our readings today invite us to consider carefully the choices we make because choices shape both our present reality and our future possibilities." **Small groups** discuss one habit and report to class how it can relate to the choices we make. How do these habits help with **WWJD (What Would Jesus Do)** questions? Where you see application, relate it also to Covey's 7 Habits.

Ben Franklin LIST OF 13 for Achieving Personal and Professional Success, For Investing Wisely in Developing and Using One's Talents (in home packet sent September 14, 1999)

As a young man in the first half of the 18th Century, Benjamin Franklin perceived himself to be a failure, personally and professionally, and badly in debt. He sought a method that would enable him to acquire the principles of successful living. He chose 13 topics he felt it were necessary and desirable to work on in order to acquire and master what he needed to succeed and get out of debt. He studied each for a week, then moved on to the next one for a week, and so on. After 13 weeks he repeated this. He did this routinely, four times a year. In the early part of the 20th century, Frank Bettger found himself in the same place as Ben Franklin was when Ben was young, a failure personally, professionally, financially. When he read Franklin's autobiography, he found that Franklin spent more time on this method than any other topic. Bettger then adopted this method for himself. He became successful beyond his wildest dreams. He was able to write the book Dale Carnegie call "the most helpful and inspiring book on salesmanship I have ever read": How I Raised Myself From Failure to Success in Selling. I myself developed my own list in the summer of 1999. It works. You are encouraged to develop your own list. Here are the **lists** of Franklin and Bettger:

Benjamin Franklin

- 1. Temperance** – Eat not to dullness; drink not to elevation.
- 2. Silence** – Speak not but what may benefit others or yourself; avoid trifling conversation.
- 3. Order** – Let all your things have their places; let each part of your business have its time.
- 4. Resolution** – Resolve to perform what you ought; perform without fail what you resolve.
- 5. Frugality** –

Frank Bettger

- 1. Enthusiasm**
- 2. Order:**
self-organization
- 3. Think in terms of others' interests**
- 4. Questions**
- 5. Key Issue**

Peter Jessen

- 1. Kindness.** Thomas Huxley and William James (father of Modern psychology) agree.
- 2. Order.** Make daily "To Do" Lists, and then take action on them daily.
- 3. Roles/routines/habits.** Peter Berger: "You can't live a role free existence." Therefore, "Don't break role."
- 4. Attitude and enthusiasm without anger or rage.** "Anger kills." Conduct "self talk" dialogue to self for a positive mental positive attitude ("as a man thinks, so is he"). Courtesy and civility.
- 5. Leadership.** Leaders are

Make no expense but to do good to others or yourself; i.e., waste nothing.

made, not born. Leaders are readers. Mentor others. Be mentorable. Empower others to be leaders.

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| <p>6. Industry –
Lose no time be always employed in something useful; cut off unnecessary actions.</p> | <p>6. Silence - listen</p> | <p>6. Goal setting/executing.
Have high Goal Per Action days: dream, make goals, set deadlines, and carry out Daily Action Plans.</p> |
| <p>7. Sincerity –
Use no hurtful deceit; think innocently and justly, and, if you speak, speak accordingly.</p> | <p>7. Sincerity: deserve. confidence</p> | <p>7. Persevere. Know when to purposefully change or not change, when to purposefully fight or flee or go with the flow.</p> |
| <p>8. Justice –
Wrong none by doing injuries, or omitting the benefits that are your duty.</p> | <p>8. Knowledge of my Business</p> | <p>8. Serve. Albert Schweitzer: "I don't know what you will do but I do know you won't be happy unless you serve others.</p> |
| <p>9. Moderation –
Avoid extremes; forbear resenting injuries so much as you think they deserve.</p> | <p>9. Appreciation and Praise</p> | <p>9. Equitable justice. Resolve conflicts.
Have an open sense of the future, not a static one.</p> |
| <p>10. Cleanliness –
Tolerate no uncleanness in body, clothes, or habitation</p> | <p>10. Smile: happiness</p> | <p>10. Reconcile relationships. Keep promises to keep chaos at bay and forgive as words and deeds are irreversible (Hannah Arendt). Don't resent. What eager want I creating in others about me?</p> |
| <p>11. Tranquility –
Be not disturbed at trifles, or at accidents, common or unavoidable.</p> | <p>11. Remember names and faces</p> | <p>11. Harvest environmental fruit in your social environment in order to maintain a good organizational/institutional climate. Helpful. Supportive.</p> |
| <p>12. Chastity –
Rarely use venery but for health or offspring, never to dullness, weakness or the injury of your own or another's peace or reputation.</p> | <p>12. Service and prospecting</p> | <p>12. Recognize the reality of multiple realities, responsibilities, relevancies & accountabilities. In doing so, apply universal principles and the "wisdom of the ages.</p> |
| <p>13. Humility –
Imitate Jesus and Socrates</p> | <p>13. Closing the sale: prospecting</p> | <p>13. Read daily on these "13." Leaders are readers.</p> |