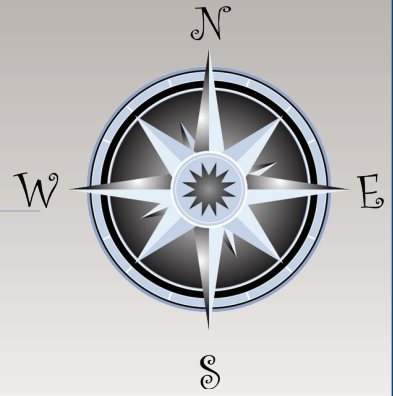


The Character Principle of

HARD WORK



Hard work brings prosperity. Only a fool idles away his time.

PRINCIPLE OF THE WEEK

Being a hard worker is one of the finest qualities we will find in a person. It is what brings success to our lives, our communities and our nation. The hard worker's mind is on getting things done. They concentrate on the goal and constantly strive to reach it with excellence. They become valuable to any organization or company because they are contributors. They know that; "You don't get paid for the hour. You get paid for the value you bring to the hour." (Jim Rohn) Hard workers are always concerned about quantity and quality production. They have a reputation for finishing what they begin. They are recognized and valued because they get results. Hard workers have a good attitude about making progress and are proud of their achievements.

Benefits

You will experience many benefits from being a hard worker:

- You will achieve security when you are willing to work hard. Everyone wants a hard worker on their team because they can rely on you to get things done.
- You will have influence. Leaders will recognize and value you. Your opinion will carry weight because you deliver results.
- You will build your wealth. You will increase your value as a person, as well as your income, when you consistently work hard. "A free lunch is only found in mousetraps." (John Capuzzi)

- You will experience personal fulfillment through the rewards of your work. You will receive personal satisfaction from knowing you did your best.

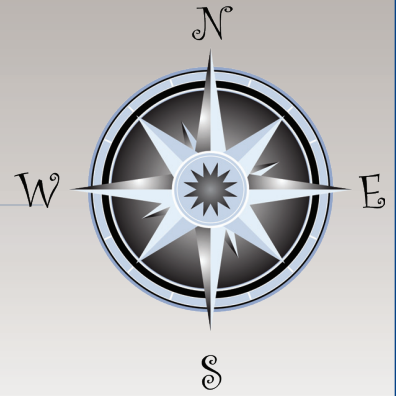
Characteristics

If you are a hard worker, you will:

- Be diligent, avoid procrastination and focus on completion. You will look for opportunities to contribute to the goal.
- Be the best. You are not satisfied with the status quo. You do more than what is required, outperform others and go beyond your job description. You demand excellence from yourself and take pride in a job well done. You know if you do less than what you are capable of doing, you are wasting your time and decreasing your value.
- Be fair. You will routinely give your best efforts and do what you know to be right. You recognize that by being fair, you are adding to your own best interest.
- Be creative. You will ask yourself, "how can I do things better, faster, and wiser?" Your creative mind will allow you to get more things done in less time. It will also help you find solutions to problems and to overcome where others give up.
- Be developed. You will form your character on the job. You will have a

Action Plan for

HARD WORK



global perspective about work and its importance. Work lets you provide for your family and help others. By generating ideas and serving others, you are successful. Work is not just the routine of slaving away for a salary, but it is your opportunity for personal growth and for a better future.

Steps to Follow

1. See your job as an opportunity to learn more. Increase your abilities by learning new ways of doing things. Remember you are not just working for a salary, but for your future. If you only work for money, you will never be completely satisfied.
2. Avoid laziness. If you accept laziness in your work, it will close doors of opportunity in your life.
3. Avoid chasing after easy money. The love of money can become obsessive. It can lead people down the wrong paths like gambling, high interest rates, speculation traps, cheating, bribery and illegal activities.
4. Take responsibility for yourself and for your assignments. Personal and work relationships are based on value. When you work hard, you add value to everything you are involved with. If you do not work or will not take responsibility, you will not be of any value and will be expendable.
5. Do what others will not do. Be willing to go beyond what you are asked to do and look for what you could do. This will add value to your character and result in your

being appreciated and protected by others.

Remember... Thoughts become actions. Actions become habits. Habits become our destiny.

Reflect and respond

1. What does the term “hard work” mean to you?
2. Do you like the results of working and assuming responsibilities?
3. Are you more concerned about what you get paid than developing your potential?
4. Do you have a habit of only doing what is required of you or do you enjoy exceeding expectations?

Evaluate yourself from 1 to 10	1	2	3	4	5	6	7	8	9	10
Why did you give yourself this rating										
What benefits will you obtain by raising your rating?										
What specific action can you put into practice to test the benefits of this principle?										
Check list for the daily reading of this principle	M	T	W	T	F	S	S			

Completed

Not completed