

WINNERS versus LOSERS

- The **winner** is always part of the answer
- The LOSER is always part of the problem

- The **winner** always has a program
- The LOSER always has an excuse

- The **winner** says „let me do it for you"
- The LOSER says „that's not my job"

- The **winner** sees an answer in every problem
- The LOSER sees a problem in every answer

- The **winner** says „It may be difficult but it's possible"
- The LOSER says „It may be possible, but it's too difficult"

- A **winner** listens
- A LOSER just waits for his turn to talk

- When a **winner** makes a mistake, he says, „I was wrong"
- When a LOSER makes a mistake, he says, „It wasn't my fault"

- A **winner** says „I'm good, but not as good as I could be"
- A LOSER says „I'm not as bad as some people"

- A **winner** feels responsible for more than his job
- A LOSER says, „I only work here"