

# 'To Your Success'

Issue 9 – August, 2004



## GROWING INTO SUCCESS

T R A I N I N G

Our Mission:

*To help you harness the incredible power of your mind so you  
can actually achieve everything important to you  
and realize your full potential.*

*"Be kind ... for everyone you meet is fighting a great battle." ----- Philo of Alexandria*

**Acts of kindness** ... Have you ever been on the receiving end of an act of kindness from someone ... perhaps even a total stranger? I suspect you have, probably more than once.

Can you remember how that made you feel?

Have you ever performed an act of kindness for someone ... perhaps even a total stranger? I suspect you've experienced that as well, probably also more than once.

Can you remember how that made you feel?

**Kindness feels good!** ... Wouldn't you agree that whether you received an act of kindness or performed an act of kindness, the feeling you experienced was much the same ... you felt good?

Recently, according to internationally renowned author and speaker in the field of self-development, Dr. Wayne Dyer, an interesting little study was done on kindness. They discovered, through some obscure methods for measuring something called *serotonin* levels (a neurotransmitter in the brain) that when serotonin is manufactured and released by the brain, a person feels good. And the more serotonin a person manufactures in their system, the better they feel.

A deficiency in serotonin levels, interestingly, leads to depression.

They also discovered that when a person is the RECIPIENT of an act of kindness, in other words when someone does something nice for them, it automatically stimulates their system to produce more serotonin, causing them to feel good.

*AND they learned that this infusion of serotonin strengthens the immune system for several hours.*

Not only that, they learned that when someone PROVIDES an act of kindness ... in other words they're the one doing something nice for someone ... they experience exactly the same thing.

**Soooo** ... whenever someone performs an act of kindness for you ... or you do so for someone else ... it raises your serotonin levels and theirs, which does two things.

One ... it causes you both to feel good.

Two ... it boosts your immune systems, making you both more resistant to illness and disease.

*“Too often we underestimate the power of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, all of which have the potential to turn a life around.” ----- Leo Buscaglia*

**But that’s not all** ... Very interestingly this study made one more important discovery ... that an OBSERVER of an act of kindness also receives an increase in serotonin production, making them feel good and boosting their immune system as well.

Think about it. What an amazing power each of us possesses. By simply performing random acts of kindness throughout the day we can positively affect not only ourselves, but also those we are being kind to AND those who are observers.

Let’s hear that again ... **BY SIMPLY PERFORMING RANDOM ACTS OF KINDNESS THROUGHOUT THE DAY WE CAN POSITIVELY AFFECT NOT ONLY OURSELVES, BUT ALSO THOSE WE ARE BEING KIND TO AND THOSE WHO ARE OBSERVERS.**

**Wow!!** ... How good is that??

*“Love and kindness are never wasted. They always make a difference. They bless the one who receives them, and they bless you, the giver”. ----- Barbara De Angelis*

-----

**Important Growing Into Success Update** ... In our last newsletter we mentioned that we were again offering **8 Easy Steps to Successful Selling!** ... # 2 in our *Success Seminar Series*. This was to be a mid-summer evening course in Abbotsford on July 27. If you are one of those who wanted to attend but your schedule simply wouldn’t allow it, we have some good news for you ... **THE DATE WAS CHANGED TO AUGUST 10** ... so you still have an opportunity to participate in this important program.

Learn a comfortable, common sense, step-by-step selling process that can be applied to virtually any product or industry. In this course you will:

- Develop your own magnetic, “What Do You Do?” short, short story.
- Learn a respectful, COMFORTABLE method for selling effectively.
- Learn WHEN to sell ... and when NOT to.
- Lose the FEAR of selling ... and love the process!

If you’ve always felt a little uneasy about selling your product, service or ideas to others and would rather feel comfortable and confident doing so, this is a workshop you won’t want to miss. As with all of our programs, a training manual with full notes and exercises is provided for ongoing study and review.

**Comments from past participants** ... *“Simple, easy - Just what I needed!”... ..“It affirmed many things I believe in for business building and relationships, such as authenticity and being sincere.” ... “The short, short story was extremely valuable.” ... “Because I knew I had something to refer to that was written coherently, I could listen and ‘be present’.” ... “Excellent value, Reg was engaging and a wealth of information.” ... “Great value for time and money invested, beneficial sales info, comfortable training atmosphere. Everything was important and beneficial!” ... “Excellent quality. Excellent value.” ... “Thank you!”*

-----

**Just a thought** ... If acts of kindness have such a positive affect on us as well as others, what might the negative effects be of acts of indifference or cruelty??

---

**Masters Series Tip** ... You can choose, in advance, how you will respond or behave in virtually any situation before it arises, and choosing to perform random acts of kindness is no exception. If you really would like to perform a kind act whenever an opportunity presents itself, you can program yourself to do so by simply setting that as your conscious intention in advance.

How?

When you go to bed at night, set the intention for the following day of being kind at every opportunity.

When you wake up in the morning, remind yourself of that intention.

Write it out in your day planner so that each time you check your schedule you are reminded of your kindness intention.

Each time you perform an act of kindness, allow yourself a moment or two to experience and appreciate the good feelings that come from it. Practice this religiously for the next 30 days and you will have formed a new habit that you'll never want to break.

To your success,

Reg Neufeld and the Growing Into Success Team

[www.growingintosuccessstraining.com](http://www.growingintosuccessstraining.com)

---

**We value your feedback** ... Our intent for this FREE newsletter is that it be brief, informal and include articles, tips or suggestions to help you achieve the life success you desire ... and for each one to be of real value to you. Also included are dates, times and locations of some of our upcoming programs. (Complete Calendar of Events on our website)

If you have any comments, questions or suggestions we would love to hear from you.

Simply click Reply on your toolbar, put down your thoughts, and hit send ... or email us at [gist@shaw.ca](mailto:gist@shaw.ca).

If you know someone else who would benefit from receiving 'To Your Success', just have them drop us a line or subscribe from our website. Should you however no longer wish to receive it, just hit Reply on your Toolbar ... type UNSUBSCRIBE in the subject box ... and we will take you off the list immediately.

Thank you.