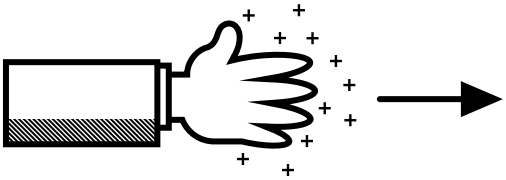
GENEROUSLY GIVE VALUE TO OTHERS

"You will get all you want in life, if you help enough other people get what they want." – **Zig Ziglar**

Express It

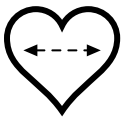
SPEAK IT

Speak what's below *out loud*, with enthusiasm, certainty, and belief. **Improvise** what you say as *much* as you want (actually, this is preferred). **Visualize** what you say - see it in your head before the words leave your lips. **Brackets** contain instructions that explain something specific to do.



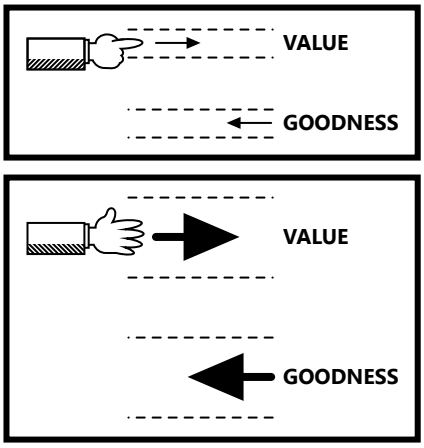
What, Why, and How

- Generously giving value to others means that:
  - **You think of others first:** You focus on *giving* (to them) instead of *getting* (to you).
  - **You give from your heart, not your surplus:** You give because it's awesome, not because you have more than enough left over after your needs are met.
  - **You're an unstoppable force of giving:** You give often and you give **BIG**!
  - **You give, then you let go:** After you give, you let it go, and feel great about your act of generosity. You don't expect anything in return, and it's not up to you to control what happens to your gift. It's the act of giving, not how it's received, that really matters.
- Giving something doesn't mean 'giving up' something. Thomas Jefferson said, *'A candle loses nothing when it lights another candle.'* This means that you lose nothing when giving something of real value to others. As a matter of fact, there's an increase in brightness and energy in both your worlds.
- What you give to others is ***the absolute best you have to give*** for providing massive value to them. It's not just something *you* value, but more importantly, it's something *they* value (it deeply affects their thinking, emotions, or both).
- Giving to others isn't only a great way to live, but in the business world, it can be profitable!
- Giving is one of the most heart-expanding and exhilarating feelings you can experience (see graphic).



THE EFFECT OF GIVING VALUE

- When you give to others, you *both* win/benefit:
  - When you give valuable knowledge to others, you learn to understand and apply that knowledge better yourself
  - When you take the time to inspire others, you get inspired yourself
  - When you help others, it has a positive impact on how you feel and how you think. It can actually improve your mental outlook, health, and creativity
- Giving often creates a chain reaction of awesomeness that you may not see the effects of immediately, but you will see them eventually!
- The amount of goodness you enjoy in life is in direct proportion to the value you give others (see graphic).
- People value others who make them feel better. If you help people feel happy, secure, important, and loved, or if you empower them to feel these things, they'll value you more.
- Being a generous giver of value means that you pay close attention to the needs of others - what they want, what problems they have that you can solve, and what makes them feel special and unique.
- You give generously of your knowledge, time, resources, and effort, and you look for opportunities to use them in the service of others.
- You generously give value to others by:
  - **Helping them:** Solve problems and accomplish tasks
  - **Teaching them:** What you know
  - **Inspiring them:** Through personal experiences and stories
  - **Creating things:** That they enjoy and enhance their lives



EXPLAIN IT

- Describe out loud some abilities or resources that you have to give generously to others.