

THE GIFT OF PERSPECTIVE
“Let my hindsight be your foresight.”

By

Phil Parker

Author of Kiss Yourself Hello!

From a Life of Business to the Business of Life

The Gift of Perspective
“Let My Hindsight Be Your Foresight”

by Phil Parker

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FOREWORD

We've all at one time or another heard the expression, “Monday morning quarterback”! In the midst of action, any action, we do the best we can with the challenges we face. We are guided by our previous experiences and any information we can access at the time. It's only *afterward* that we can “step back” and re-evaluate how we could have handled the situation differently.

Webster's Collegiate Dictionary defines *perspective* as “the capacity to view things in their true relations or relative importance and to view your own task in a larger framework”.

Having traveled the world, been faced with many personal challenges, Phil is now at a time in his life where he understands what's *really* important. In his newest book, *The Gift of Perspective*, he has captured the essence of the lessons he's learned. Phil guides you in how to experience your life from a different vantage point, encourages you to stretch from where you are to where you want to go, and how to align your life congruent with your priorities. His insights will take you on a journey that can change the way you think about yourself and the way you handle life's uncertainties. Be open to the possibilities that await you when you allow Phil to be **your** Monday morning quarterback.

Bonnie Ross-Parker

Author: *Walk In My Boots ~ The Joy of Connecting*

Decisions engage the gears of life

A mid-life crisis is one way of forcing us to acknowledge and accept changes we have been resisting

Life is about choices.

You can connect, get in motion, and transverse a world of opportunity by making some wise, conscious choices that lead to positive actions. Remember the saying, “one for the money, two for the show, three to get ready and four to go? Most of us are stuck in the get ready position. Everyone knows it’s easy to “sit up and take notice.” What seems to be difficult for most of us is to “get up and take action.” An ounce of action is worth a ton of theory.

Action produces results. Massive action = massive results.

All of us go through various stages of development in our lives, not only in childhood and adolescence, but in adulthood as well. When we resist change in our lives, we actually obstruct the normal process of life. Sooner or later, life has a way of bursting through our obstructions and denials with the spiritual equivalent of a sledgehammer. When was the last time you got hit in the head?

If you are continually getting the same message flashing across the neon sign in your mind, it's time to flip the switch

**Life is not part of work
Work is part of life**

Learn to pay attention to life.

Most of us see life through a windshield. We tend to see the same thing every day. Take a different route through life's daily routines. I'm confident you will discover something new.

First and foremost, take responsibility for your life. Secondly, make decisions and take the necessary action to achieve the results you want.

Life is not about work, balance sheets, sales quotas, forecasts, meetings, and profit and loss. Life is about integration. We must learn to integrate our lives and seek balance between work, family, economic well being, health and spirituality.

Everything you've ever done in your life up to this point was essential in bringing you where you are today

Do what makes you happiest

So where are you? Take a good hard look at your economic well being. Are you drowning in credit card debt? Are you following the 40/40/40/ formula? You know, working 40 hours a week for 40 years expecting to retire on 40 percent of your income. Perhaps it's time to change your life's direction. Shift your sails, catch the wind and you will discover new horizons.

Rewind the video of your life.

Are you doing what you want to do? Are you materially wealthy but spiritually poor? Examine your marriage. Are you growing together or dying together? Is it the kind of relationship you want and need?

**Appreciate the positive
forces in your life**

**Search for significance in ways
other than material success**

Our minds have been conditioned to feast on the negative and fast on the positive. It seems like a mindset many of us embrace. Listen to the noise when opportunity knocks. Allow your mind to feast on the positive and fast on the negative. Opportunity knocks many times. Most of us never open the door.

Maybe you spend time seeking recognition through outward success and the accumulation of wealth, while still feeling unfulfilled. Listen to your heart. Ask yourself: If my life ended at this moment, what legacy would I leave my family, my friends, and society? How do I want to be remembered?

The essence of being human is the
capacity to desire personal
growth and change
It is through failure we learn to fly
and soar to unexpected heights

The key to increased happiness is to
begin from a place of deep
acceptance of where you are right

Change is inevitable except from a vending machine. Change is either enormously political or extremely personal. It always has a ripple effect. We have a love/hate relationship with change. We want things to change. At the same time we would like to maintain the status quo. We can have change without improvement. We can rarely have improvement without change.

Create change in half steps. You must get comfortable with the discomfort of change. Give up the need for speed. Why not prepare for long term growth rather than instant satisfaction. Change may be inevitable but growth is optional.

Look in the mirror. Who do you see? What do you see? Is it a true reflection of who you really are? Who do others see when they look at you?

**Avoid the temptation to criticize
yourself or beat yourself up
for being human**

**If you project negativity on the
big screen of life, your picture will
be seriously out of focus**

It is vital to have compassion for yourself. Recognize that if your life has been challenged, you have done the very best you could at the time. Stop talking trash to yourself. Accept the events that have happened throughout your lifetime were divinely guided and all occurred for a reason.

Avoid a-la-carte negativity. Your world reflects how you think. Life itself mirrors back to you precisely what you think and believe. Life is a conscious expression of your subconscious mind. You will not suffer eyestrain from focusing on the positive side of life. You must position yourself to succeed in both business and in life. You can't just bend over and expect a kick in the pants to move you forward.

**Life is always a matter of perception
You can choose how to see your life**

**Your life is likely to be rigid and
unfulfilled if you are frightened
by change, worried about security,
or protective of everything you have**

Our minds cannot and do not distinguish between reality and perception. This is a crucial point. It means that at any moment, you can choose how to see your life. You can choose to see a diagnosis of a life threatening disease either as a tragedy, a challenge, or even as an opportunity to embrace the power of healing. It's not so much what happens to you in life but rather how your mind looks at what happened.

By choosing the safe road, avoiding risk, moving little, changing seldom and buying lots of insurance, you are held captive in the prison of your mind. Unlock the chains of captivity, open your mind, explore new horizons and discover new solutions. Life has no boundaries. It's not confined by walls. There are no limits but life is not lived without inconvenience, pleasure, or pain. Life is messy and often leaves us confused, insecure, and angry. Why? Because nothing ever seems to happen the way we planned.

**The relentless pursuit of comfort
as our prime goal in life, is
actually a form of slow death**

Life itself is the ultimate risk

The ultimate risk-free, comfortable environment only occurs when you are lying in your coffin. Many people spend a portion of their lives in a virtual coffin... just waiting for the real one to show up. Push through your fears. Unlock your creativity. Move boldly into the unknown. The journey of your life will be written in risk. The ones you took and the ones you avoided.

You can't cheat it and you can't beat it. We are all born. We will all die. Everything in between is negotiable. There is a difference between being a risk taker and simply taking risks. A risk taker manages risk, knowing the extent of it in advance and preparing for it well. Mountain climbers are risk takers. They survive because they prepare for the mountain. Are you prepared for life?

Emotional Risk

Few people are willing to take emotional risk. Do you wear your emotions and share your feelings? Are you afraid to be authentic? Choose vulnerability. Allow your emotions to show.

**A master of the quick fix
is a student of failure**

Live for today and make plans for tomorrow. If your life is a perpetual revolving door, you will never know if you're entering or exiting. Chart your course. Have a written game plan. Let your dreams put on work clothes.

Happiness is an inside job

Happiness cannot be purchased from your local shopping mall. It cannot be prescribed by your primary care physician. Like a precious gem, happiness is yours when you decide what is important and follow that path. You will only be happy when your search for happiness ends.

**Listen to your heart
Discover your passion**

Fill your heart with purpose, passion, commitment, enthusiasm and humor. Recognize the opportunity in adversity, Take risks. Open up the panoramic vista of your mind. Break through you mental ceiling. Never let your thoughts be so narrow that you can see through a keyhole with both eyes. Accept no limitations.

**Give yourself permission
to let go of the past
Focus on the present**

Live a life of contented complacency

It's time to get your hands dirty and clean up your life. First, accept what life has given you. Shape it into whatever you want it to be. Revolutionize your mind by refurbishing your thoughts. Clean out the closet of your past. Get rid of old baggage. Take responsibility for your life. Nothing is as far away as one minute ago.

When you avoid conflict, skirt important decisions and deny your insecurities, you will only feel better for a moment. However, lack of progress will crescendo into stress and anxiety over the years. Take an honest look inside and uncover the obstacles you have erected which prevent you from doing what you love. Identifying and removing them is what re-engineering your life is all about.

**Find the trail leading to
where you want to go**

Your trail may be difficult to find. It may be overgrown with problems, crisis, fear, time constraints, anxieties cynicism and vindictiveness. That's a lot of stuff! Use your mind like a machete. Clear the path of frustration, anger and regret, so you can uncover the quality of life you desire and deserve.

Past, Present and Future

Revisit your past of lessons learned. Study the present for new opportunities. Consciously create your future through good choices and positive actions. While you cannot change past circumstances, you can accept responsibility for the effects those circumstances have had on your life. Let your past be your lesson plan for your future.

Take daily reality checks on life

Acknowledge the reality of who you are. Be more concerned with your substance than your image. Life is not a bowl of cherries. Life is a mixed bowl of assorted fruits, some ripe, some rotten. Never take life for granted. It can be snatched from you at any moment, without reason, without explanation and without any advance notice.

Live a life of Purpose and Passion

Begin the never ending search for the best within you by getting out of the starting blocks of life. Unglue yourself from the thought process of negativity and toxic behavior. Eliminate old habits.

Give birth to the twins of purpose and passion. Discovering your purpose and following your passion will offer you the greatest of life's rewards.

Rules, Rules, and more Rules

In our lives there are rules for everything. There are rules for business, rules at work, rules for driving, rules for golf, and rules for relationships, dating, marriage and divorce. Habitually, we follow someone else's rules. Oddly enough, when it come to the rules for our lives, we have a difficult time defining them. When defined, we seem to have even more difficultly following them.

Who makes up the rules for YOUR life?

The Good, the Bad and the Ugly

The scripts of your life will undergo many rewrites and the cast of characters will be lengthy. Many of societies social, technological and economic changes will not be of our choosing. Many of your physical changes may not be by choice. They will always be part of our lives. Regardless of how life presents itself, you have a choice to live it your way.

**Expectation does not
give birth to results**

We all expect health, wealth, and eternal happiness. Expecting something to happen, does not make it happen. You must take the necessary action to achieve the results you want. What actions are you willing to take to make it happen?

**Success does not happen
by external combustion**

Success comes from an internal power source that propels you forward. It is a mixture of desire, energy, attitude, courage, risk, imagination and vision. It must be fueled by purpose and passion. It is, in fact, your belief system. An unstoppable belief in yourself will hasten your journey to success.

**There is more to life than
getting up in the morning and
going to bed in the evening**

Participate in Life

It's the time in between that really matters. It is what you do with your ideas, your energy and your dreams that will make the difference in your life. Take the time to discover what you do well. Your family, friends and colleagues will usually be more than happy to tell you. Pursue it with passion and strive for excellence. Your life will have more meaning.

Many people find themselves being spectators in life rather than participants in life. Being a spectator means living through the accomplishments of others. Participating in life means taking responsibility for creating the life you want. You will feel better about yourself if you stop wanting to be someone else.

**Focus your energies on
being the best**

Happiness will not show up on your doorstep neatly wrapped like a UPS package. It's always found inside of us. Take time to create it. The color of a balloon is irrelevant. It's what's inside that makes it rise.

Life does not have a reverse gear

While you can look in the rear view mirror of life...you can't re-write it. Life is about growth. Growth is about change. Many of us only fly high enough to avoid the curb. You can only discover new heights if you are willing to leave the ground. How high do you fly?

**Emerge from the cocoon
called comfort zone**

Push through your fears, take risks, and move boldly into the unknown. Most of us live our lives on automatic pilot. We usually repeat the same things every day. It's called habit. Habit is the great stabilizer of society. By following the same patterns of each day, life may lose its flavor. Add a little salt 'n pepper to your life. Try something new. Move beyond the limits of your comfort zone.

Who are you?

It's an interesting question to consider. It has nothing to do with your career choices, your title, the type of car you drive or how much money you have. Who you are is more important than what you have or what you do. It's not a matter of what we do in life. It's a matter of who we are in life. Don't be manipulated by family, friends, and professional persuaders. Take time and create a defining statement of yourself.

The Face in the Glass

“When you get what you want in your struggle
for self

And the world makes you king for a day,
Just go to the mirror and look at yourself
And see what THAT face has to say.

For it isn't your father or mother or spouse
Whose judgement upon you must pass
The person whose verdict counts most in your
life

Is the one staring back from the glass.

Some people might think you're a straight-
shooting chum

And call you a great gal or guy
But only the face in the glass says you're only
a bum

If you can't look it straight in the eye.

That's the one you must please, never mind all
the rest

That's the one with you clear to the end.
And you'll know you have passed your most
dangerous test

If the face in the glass is your friend.

You may fool the whole world down the
pathway of years

And get pats on your back as you pass
But your final reward will be heartache and
tears

If you've cheated the face in the glass.”

ANONYMOUS

Appreciation of Self

Do you appreciate the face in the glass when you look in the mirror? Does the mirror reflect your dreams, your motives, your desires and your goals? Of course not! The mirror can only reflect your image. What matters is what's in your heart, in your mind, and in your attitude. We possess unlimited potential. What are you doing with yours?

WARNING
Society's Rx may be bad
for your health

Society, our family and our friends might define success in terms of who we know, what we wear, what we drive, or how much we're worth. An intuitive but anonymous scholar stated it differently. He said, "The real measure of our wealth is our worth if we lost all our money."

How do you define success?

Who is appraising your life?

All of us own objects of value. We get our homes appraised, our jewelry, our artwork and our cars, in order to determine their market value. Perhaps, we should consider an independent appraisal of our lives. We can then determine our worth in the present moment and see if it increases or decreases in value as we continue the journey of our lives.

**Life is not an accident
but parts of it may be accidental**

Our life's script contains a pattern of ideas and beliefs usually formed in early childhood. These ideas and beliefs largely determine how we create the rest of our lives. Life does not care whether our beliefs are true or false, good or bad. It simply serves up what we want to be right about. In other words, we subconsciously create our lives so that they will be totally consistent with our script.

The trade-off of our choices

The price of anything you choose in life is what you give up in order to have what you want. Once you make the choice, the choice controls the chooser... YOU. What have you chosen to give up to have your current lifestyle? Freedom? Mobility? Creativity? Integrity? Quality time with your spouse, children, family and friends or all of the above? Choose carefully.

**Where there is doubt,
there can be no trust
Where there is trust,
there can be no doubt**

Find whatever is meaningful and rewarding in your life. Once you have made that discovery, put actions behind your intentions. Trust that the Universe will respond and abundance will come.

**Keep time with yourself,
Not with the world**

The greatest bargain of all

Time is one of our most precious gifts. We all earn the same amount but we spend it differently. You can't politic with time. Don't waste it. Once it's gone you can't get it back. Nothing is as far away as one minute ago. Spend time on what will have meaning for you.

Time is like fixed income. The challenge, for most of us, is how to live within our daily allotment.

Life may be the greatest bargain of all. It's given to us by two people we don't even know and we get it for free. We spend the rest of our lives trying to discover our purpose, our passion and our plan. We want to know how fast can we achieve success. There is more to life than increasing its speed. It's more important to increase its value.

Life is about Balance

Days of Our Lives

Life is not about working 9 to 5. Life is not about overtime. It's not about profit and loss. It's not about meetings, meetings and more meetings. Meetings are where minutes are taken but hours are lost.

It's not about balance sheets. Life is about balance. When all areas of your life are not integrated you don't function well. Living a balanced life requires setting priorities.

What are your priorities in life?

Why wait for better days to come? Accept each day as it is and make it into what you want it to be. You cannot live in the future and nothing is as far away as yesterday. There will never be a better day than today.

Avoid the timid approach to life

You don't have to test the water before you plunge. Make decisions. Manage risk and have the courage to take necessary action. Nothing in life is achieved without taking action. Education is not for learning but rather to take action using the knowledge you have gained.

Simplify your life

Examine what is important to you and determine what is not. Get rid of all that is unessential in your life. Focus your time and energy on what is meaningful in your life. Gradually, eliminate the other stuff. The less clutter in your life, the better you will feel. Strengthen those areas in your life that bring you the most happiness.

Share your abundance with others

Living is about giving. Whatever measure you use to give, large or small, will be returned to you in immeasurable ways. The more you give to life, the more you receive from life. Life is a wonderful treasure chest filled with precious moments. Share its wealth.

Take charge of YOUR life!

You cannot catch the elusive phantom of success without taking necessary action. Take small steps or make some adjustments to enhance your life.

It's never too late! In fact, it's time. It's time to listen; it's time to learn; it's time to live... Your life, YOUR way. If you are not the CEO of your life, now is a good time to give yourself a promotion.

Life is a business and it's your business

You have the power and the possibility to create the purpose and passion for the life you choose.

Take charge of your life. Discover your passion, define your purpose, and declare your commitment. Make choices and decisions that have your actions congruent with your commitment. Create your future. Go beyond where you have been. Never let your past performances be indicative of your future results.

Create the lifestyle you want and always expect more than you believe possible. Whether you succeed or fail in life is a choice...and that choice is always up to you.

If you're not the CEO of your life, now is the perfect time to give yourself a promotion.

Your life is your business and you should be in charge. If not you... who? If not now...when?

The time is NOW.

DISCOVERING NEW HORIZONS FINDING NEW SOLUTIONS

Phil Parker is a time-tested veteran of Corporate America. He's been hired, fired, acquired, merged, purged, downsized, rightsized...but never capsized. He understands the business, cultural, and employee challenges facing businesses today. While living in Europe, he gained first hand knowledge of the Global Economy. His experience in Operations Management, Franchise Development, Sales and Sales Training brings a wealth of personal stories.

Phil is available for Keynotes and workshops.

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Additional Resources

Books

Kiss Yourself Hello!
From A Life of Business to the Business of Life
by Phil Parker

Kiss Yourself Hello! will fill your mind with purpose, passion, courage, commitment, enthusiasm and humor. It will open up the panoramic vista of your world. If your life is not going in the direction you would like, initiate a course change. You don't have to make a one hundred and eighty degree turn, just some simple re-routing. Re-visit your past, study the present, build your dreams and create your future.

Walk In My Boots ~ The Joy of Connecting
by Bonnie Ross-Parker

Bonnie Ross-Parker unlocks the key to networking in her dynamic and inspiring book, *Walk In My Boots ~ The Joy of Connecting*. Journey with Bonnie as she shares insights, ideas, and stories of how connecting with ourselves, with others, and with the world creates lasting value. Joy exists when we support and honor each other and when we feel connected to those whose lives we touch.

Build It Big:
101 Inside Secrets From Top Direct Selling Experts.
By Bonnie Ross-Parker

Would you like a resource that offers practical, proven answers to you and your team's greatest challenges? Could you use fresh ideas on where to find new customers, how to juggle family and business, and how to find your next superstar? *Build It Big* offers you these strategies and much, much more.

Audio

Personally Speaking: My View On Life As I Live It—Volumes 1-4
by Bonnie Ross-Parker

Bonnie shares her view on life as she lives it. Each volume contains 14 inspirational essays designed to enhance your journey and provide you with actions you can implement to enrich your life.

About Phil Parker

He's been hired, fired, acquired,
merged, purged, downsized,
rightsized...but never capsized.

As a result, he has some unexpected answers
to many of life's challenges.

A former CEO and successful international
businessman, Phil is an energizing speaker
and author who, through his experiences,
shares with audiences how to discover the
possibilities before them and the potential
within them.

He is skilled in the art of self-survival. Held up
at gunpoint at a young age, unexpectedly
ejected from a jet plane, and serving his
country as a Naval Officer, was his training
ground for what lie ahead in his corporate
career.

It gave him the gift of perspective.

Phil is also the author of, *Kiss Yourself Hello!*
From A Life of Business to the Business of Life.
He shares his love and life with his speaker/
author wife, Bonnie Ross-Parker.