

*Conquer limiting beliefs and  
pursue your purpose*

# MASTER YOUR MINDSET

The Master's Way

**Elizabeth Nader**

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## *About the Author*



Elizabeth Nader is an author, certified entrepreneur and mindset coach, experienced businesswoman, motivational speaker, theology student, and creator of the "Master Your Mindset" teaching series. In addition to a successful corporate career, Elizabeth founded several businesses, including one which was ranked on the Inc 5,000 Fastest Growing Companies list.

She holds a Bachelor of Arts with a major in Business Management and a minor in Psychology, Master of Business Communication Certificate, Master of Theology, and is currently working to finish her Doctor of Theology. Elizabeth is a trained Elijah House Prayer Counselor and a Certified Life Coach.

## About the Author

Elizabeth has a passion for the intersection of her faith and biblical precepts with the principles of mindset, business, money, success, and destiny. She believes everyone is created intentionally with unique gifts, that, when discovered and put into practice, bring abundance to their life while transforming the world around them.

Her enthusiasm for overcoming obstacles and discovering purpose, love of entrepreneurship, energetic drive, and unwavering belief in people's potential propels her clients and students into new realms in both their personal and professional lives.

By far Elizabeth's most important role in life is that of dedicated mother to four precious children and partner to her husband in both marriage and business.

## CHAPTER EIGHT

### *The Blessing of Failure*

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*The greatest teacher, failure is.*

*– Master Yoda, The Last Jedi*

*Each time he said, “My grace is all you need. My power works best in weakness.” So now I am glad to boast about my weaknesses, so that the power of Christ can work through me. That’s why I take pleasure in my weaknesses, and in the insults, hardships, persecutions, and troubles that I suffer for Christ. For when I am weak, then I am strong.*

*– 2 Corinthians 12:9-10 (NLT)*

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his, the last chapter, is actually the *first* chapter of this book that I completed; I started by focusing on failure. That could seem a less than uplifting way to start writing a mindset book until you realize that looking back on our failures and understanding how God can create beauty from ashes, generates an excitement that propels you into all the other mindset categories with more intentional force and focus. My failure is part of the fabric of my success, and one needs the other.

Also, I leave you with the topic of failure as the ending to this book because I know that as you push to master your mindset, focus on your purpose, and run after your destiny, you will experience failure. It is your response to that failure that determines what happens next. If you are shaking your head right now in disagreement or if you believe that speaking about failure will bring

it into your life, perhaps you need to dig further. Perhaps you are afraid of failure. But should you be?

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*Failure is not an option; it is a necessity.*

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During your journey, you will be tested. You've heard the saying that nothing worth having comes easy.

Most people recoil at the idea that they need to fail at some point, that they must fail to truly succeed. Fear of failure is such a strong emotion that it keeps many from walking in their true purpose and experiencing the life God intended them to have.

How many ground-breaking, ultra-creative, life-changing ideas have gone unrealized because of the fear of failure? How many dreams have been sidelined and talents hidden due to a desire to avoid feeling the sting of defeat?

Fear is our enemy, but failure is not. But it's such a "dirty" word, even the Webster definition makes you want to run and hide. That definition includes phrases like "lack of success; falling short". How about the synonyms to "failure" - those will really make you wince...here are some of those:

Attack	Bankruptcy	Breakdown	Collapse
Decline	Defeat	Deficiency	Deterioration
Loss	Bomb	Downfall	Fiasco
Flop	Implosion	Inadequacy	Lemon
Loser	Washout	Wreck	Sinking Ship

Tough words. The one that stood out to me was ATTACK. Failure does feel like an attack. Does God allow it in our life? Yes, I

believe He does at times. I've told you before, be prepared to experience attacks in your area of gifting and purpose. Don't be surprised when it comes, in fact often I believe it can be a confirmation that you are where God wants you to be and you must fight through the resistance.

Let's be honest, none of us want to hear that, after all, walking in our destiny is like floating on a cloud and tiptoeing through a field of tulips, right? Not even close. Although there are moments it feels almost magical, and inspiring moments that give us glimpses into the future that keep us going through the hard times.

God uses failures and challenges to grow us, to prune us, to mold us into who He intends us to be so our destiny can be fulfilled. This is why James tells us, "My brethren, count it all joy when you fall into various trials, knowing that the testing of your faith produces patience. But let patience have its perfect work, that you may be perfect and complete, lacking nothing." James 1:2-4 (NKJV)

Failure is a necessary element of the human experience. Yet most of us learn from a young age to shun failure and to fear its presence in our lives. Our society has drawn such a strong connection of shame to failure that countless lives have been ruined over the inability to get past a failure - public or private - and the sense of judgment, labeling, self-condemnation, and embarrassment that follows. But are we actually shunning something that can eventually lead us to success?

*Failure is not the opposite of success, it's part of success.*

*– Arianna Huffington*

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When my husband and I lost our first business during the recession of 2008, it was painful in a way that is hard to describe. Not only did our hard work, hopes, dreams, investments, and more appear to go down the drain, but with it our very name and it seemed our reputation. That was the mindset I had to fight. Those were the thoughts I needed to oppose.

It wasn't easy – suddenly I looked around and all I saw was failure, and I had never failed that big before. It took a lot of prayer, self-reflection, and frankly just holding on to God each day in order to make it to the other side. The failure threatened to sideline me, stop me from trying again, make me feel defeated, and even challenged the future of my marriage.

The fear generated by that failure wanted to move in with me, to be my constant companion, and to suffocate my desire to dream in anything again. I had to be careful to what voices I listened and with whom I sought counsel. I will admit, short of my dad's untimely death, it was one of the hardest times of my life. It wasn't just a failure that happened in a moment and was over – we had to pick up the pieces and deal with the side effects and the fall-out for years to come.

It was out of this failure that a very successful business was formed as well as my personal purpose and mission, but had I

chosen to give in and give up, that business would not be here today, and I would not be writing this book.

Often, I had to struggle with the lie in my head that told me I could never be an entrepreneur and mindset coach if I had a failed business! What did I have to offer? How could anyone take me seriously? Wouldn't they just be looking for my successes to validate my worthiness?

To fight that, I actually started my coaching business soon after going through this experience. My husband and I built a company from nothing, took it to the prestigious Inc. 5000 List of America's Fastest Growing Companies, and then it died. Hard. That experience, that story, has more advice, cautionary tales, recommendations, and guidance in it than anything I could conjure up on my own. So now I embrace it.

Understand there are still days that the enemy tries to get me to feel condemned, to wonder why, to question what we did...I fight those thoughts. The more I do, the less I have them. I'm not suggesting that I always handled the failure perfectly, but I certainly learned more from it than from my successes.

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*My dad encouraged us to fail. Growing up, he would ask us what we failed at that week. If we didn't have something, he would be disappointed. It changed my mindset at an early age that failure is not the outcome, failure is not trying. Don't be afraid to fail.*

*– Sara Blakely, billionaire founder of Spanx*

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Failure doesn't always show up in dramatic ways like losing a business or a career, sometimes it's just daily demoralizing adversity and resistance that keeps hitting at us again and again in small batches.

Ironically, as I write this chapter my husband and I experienced a day full of adversity in one of our most thriving businesses. It was a test for sure: our expensive, main work truck broke down two hours from the office on a busy New York expressway, we received an unfair bad review online, and our two top guys quit to pursue other opportunities.

Let me also mention while my husband and I were meeting at a coffee shop to discuss growth and strategy for that business, we both received parking tickets for staying too long in an unmetered area (all of this happening over the period of 6 hours).

Ok, so big deal – parking tickets. The other items are a bit more serious, yes, but of course we can work through them. But it is all a form of resistance meant to sideline us, stymie us, and make us question ourselves even for a short period of time. I'm sure you have similar stories.

The size of the adversity or challenge isn't what is most daunting; rather, it seems to be that layering effect when you keep taking punches in succession and feel like you can't breathe, and your feet are unsteady. It's that pit-in-your-stomach feeling that things are suddenly not going your way, that fear that rises up that this may be the start of bigger problems. Then you begin to think back to more difficult times in your life and you wonder if you are headed again in that direction of a season of challenge and pain.

Doubt and uncertainty are always waiting around the corner to entice you to listen to their voices, to engage with them, to believe their lies and to buy into their negativity. Sometimes it doesn't take much for us to entertain these enemies of our mindset much longer than we should. It's that resistance we talked about in an earlier chapter.

Giving into the resistance we experience means we can lose our way and become stuck in the adversity rather than learning from it, rising above it, and moving forward in spite of it.

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*The main difference between the wise man and a fool  
is that a fool's mistakes never teach him anything.*

*- Unknown*

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I often say that I enjoy so much more speaking with an entrepreneur who has failed at one time (which frankly are most if being honest), as we have so much in common. I believe that is part of my testimony, part of my mission, and the very reason I am a great entrepreneur and mindset coach. I've been there, done that...it's not just theory to me. Some of the most powerful words spoken to a heart in pain are "I understand. It also happened to me, I survived, and you can too."

It's really how you handle your failure that makes all the difference. How you respond to it, and how you use it to move you forward and to help others. Then failure becomes an asset.

Train yourself to look at failure differently, to consider it as part of the success formula.

In the book *Psycho-Cybernetics*,<sup>1</sup> Dr. Maxwell Maltz, in illustrating how the brain learns, urges “Do not be afraid of making mistakes, or of temporary failures. All servo-mechanisms achieve a goal by negative feedback, or by going forward, making mistakes, and immediately correcting course. Skill learning of any kind is accomplished by trial and error, mentally correcting aim after an error, until a ‘successful’ motion, movement, or performance has been achieved. After that, further learning, and continued success, is accomplished by *forgetting the past errors, and remembering the successful response*, so that it can be imitated.”

Lest you think I am writing something to make you feel warm and cozy about your mistakes, understand that I don’t believe we should embrace making the SAME mistakes time and again. This is where our learning mechanism must kick in, along with discipline and growth, in order to benefit from our mistakes and turn them into successes. As you have likely heard often, doing the same thing over and over and expecting different results is the definition of insanity.

As Dr. Maltz says, “Continued success is accomplished by forgetting the past errors, and remembering the successful response, so that it can be imitated.”

*You may have failed, but you are not a failure.*

*That's what you did. That's not who you are.*

*– Joel Olsteen*

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If every professional athlete turned his or her inevitable losses into judgments about their worthiness or ability, they would never progress nor have the opportunity to rise to the top of their sport. If every inventor gave up out of frustration and self-condemnation when their first attempt at innovation failed, we'd have almost none of the discoveries that make our quality of life what it is. If every salesperson took their first "no" as a reflection of their lack of business ability...you get the picture.

I believe you need to learn how to lose well before you develop the honorable and healthy attitude reflected in winning well. In losses or failures, harshly blaming yourself actually reflects the same kind of pride as a puffed-up and cocky response to winning.

In both cases, you are saying, "It's all about me. The outcome depends entirely on me."

Of course, personal responsibility is important, but the attitude that the results are 100% dependent on you cuts God out of the equation and can blind you from the necessary lessons both failure and success provide.

*Don't get stuck at the place of your last broken dream.*

*– Pastor Donnie Rosa*

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When you face pressure from a failure or resistance, a vacuum is created in your life. You have to decide what to do next. You have the choice to fill that vacuum with “what if”, “now what”, and “what am I going to do”, and stand paralyzed in the face of the fear.

Or, instead of staring frightened into the unknown, you can fill that space with faith, a healthy mindset, positive affirmations, and with action. You make a purposeful decision to see it as an opportunity to learn and take steps to move forward. Choose to see failure as your fuel to move you closer to your breakthrough.

So how will you respond?

I often tell my kids, “There actually is no failing. You either succeed or you learn.”

Failure gives us a great opportunity to learn, unless our pride gets in the way. There are times that we bring failure into our lives. Admit it, sometimes we make bad decisions from a lack of experience, immaturity, or just plain stubbornness. Our failures and adversity are not always the result of some powerful force against us, sometimes we just mess up! Other times God needs to wake us up or supernaturally push us off the wrong path.

Determine to learn from your mistakes and your failures. Embrace them and don't be ashamed. I learned more from my entrepreneurial trip-ups than I could ever learn from one of my college business classes.

Life is the best teacher, and failure can be the best motivator if you allow it to be. It's your choice. Respond the right way and don't give up. Failure actually provides us with much needed revelation about ourselves that can help us get back on track.

Teach children to not shrink from failure. I'm concerned society is raising a generation of failure-adverse kids who think they are entitled to have a life that makes them feel good and safe just because they deserve it. Why would they step out of their comfort zone and reach for something bigger? Why risk the pain of failure if life owes you anyway?

Truly that's another book on not raising entitled children. But it is applicable to our discussion of failure. Our kids need not shy away from the possibility of failure in order to reach for their dreams and find their true purpose.

Please, if you have influence over any child in your life, teach them this. Be the one who encouraged them to try, never quit, and not fear failure. Our world will be better for it, and someday they may attribute their very success to your wisdom and guidance.

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*There is no elevator to success.*

*You have to take the stairs.*

*- Unknown*

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On a recent trip to see their Nana and Grandpa, my four kids watched the Rocky movie series every night after a long day

playing in the water and sun. Now that I see these movies as an adult, it is easy to laugh at the cheesiness and roll your eyes at the inevitable ending. But every time Rocky got up and turned his failures into successes, I would get teary-eyed and my heart would jump a little.

I'm not sure my young kids could appreciate the symbolism in those stories to the degree that I did, but Rocky would get pummeled again and again...his dreams would seem to be lost, his future in question. But there was something in him, an unlikely hero from the streets of Philadelphia, that made him get BACK UP. He would take a beating and get back up.

In one movie, both boxers were on the ground, and the winner was determined simply by the one WHO GOT BACK UP. Rocky was exhausted, bloodied, hurting, and demoralized...he had every reason to give up. His wife and his coach were cheering him on outside the ring "get up, get up!". As he rose slowly and wobbled on his feet, you felt your heart soar and the crowd went wild. Simply getting up from his impending defeat changed his destiny and turned what looked like the end of the story into a new chapter. But it wasn't simple...it was painfully difficult!

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*I honestly think it is better to be a failure at something  
you love*

*than to be a success at something you hate.*

*– George Burns*

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We tend to hero worship those whom we see as great successes in business, sports, politics, entertainment, and other public stages without fully understanding their story and the failures they endured on their way to success (and likely the smaller failures they face ongoing in life).

I have to believe that most of you reading this have heard the stories summarized below, but they bear repeating, especially if you are facing a recent failure or are stymied because of your fear of failure. These are simply a sampling of stories of failure preceding success. While these are recognizable names, if you look around your community there are certainly neighbors, friends, relatives and other everyday people who have their own inspiring stories of success and failure. We should be just as motivated by the “every man” stories as well.

The Bible says that God is not a respecter of persons (Acts 10:34), so what He has done for others, whether that is Abraham Lincoln or your neighbor John Smith, He can do for you! That’s why stories of overcoming the odds should always give us hope and inspiration.

### **President Abraham Lincoln**

A seeming failure at 51 – Abraham Lincoln had suffered depression, several election defeats, two bankruptcies, a nervous breakdown, and the death of his fiancée. While all of the circumstances in his life seemed to prove otherwise, he had a sense of destiny that pushed him to continue in the face of repeated failures and he summoned the courage to run for President. Lincoln changed history and blessed this nation greatly.

“I am not bound to win; I am bound to be true. I am not bound to succeed, but I am bound to live up to the light that I have.”

– Abraham Lincoln

### **Michael Jordan, Athlete**

Even though he is now recognized as one of the best athletes professional sports has ever seen, Jordan was cut from his high school basketball team as a sophomore. While others may have viewed that as a reason to quit and give up their dream, Jordan pushed forward, worked harder, and made the team the next year. He was unwilling to let go of the pursuit of the giftings he knew had been put inside of him, and his diligence paid off tremendously.

“I've missed more than 9,000 shots in my career. I've lost almost 300 games. 26 times, I've been trusted to take the game winning shot and missed. I've failed over and over and over again in my life. And that is why I succeed.” - Michael Jordan

### **Thomas Edison, Inventor**

Holding over 1,000 U.S. patents, Thomas Edison invented well-known items such as the photograph, light bulb, and motion picture camera. Edison was told by his teachers in school that he was too stupid to learn anything and was fired from his first two jobs. Undaunted, he went on to create a company where failures were celebrated and there were no limits put on creativity and innovation. Edison saw failure as an essential part of invention.

“I have not failed. I've just found 10,000 ways that won't work. Many of life's failures are people who did not realize how close they were to success when they gave up.” - Thomas A. Edison

### **Sylvester Stallone, Actor/Writer/Director**

After complications during his birth, Stallone sustained injuries that made the lower left part of his face slightly paralyzed, accounting for his famous snarl and slurred speech. His parents had a troubled marriage and he found himself bouncing between foster homes. At one point, he was homeless. The success of the Rocky film series did not come about easily. Stallone wrote the script himself in 20 hours and was rejected again and again by potential buyers. Once he began to get some offers, he held out until he had one that included him playing the lead role. He refused to settle.

“I am not the richest, smartest or most talented person in the world, but I succeed because I keep going and going and going.”-  
Sylvester Stallone

### **Henry Ford, Inventor and Entrepreneur**

Ford failed and went broke five times before he succeeded. He trusted in his ideas when no one else did, and his persistence allowed him to become the father of modern transportation. Ford also invented the modern assembly line which transformed the manufacturing industry as we know it.

“Failure is the opportunity to begin again more intentionally.”  
- Henry Ford

### **Vera Wang, Fashion Designer**

As a young girl Wang dreamed of becoming an Olympic ice skater and spent her childhood and adolescence training for the sport. Eventually she had to face the fact that she wasn't going to rise to the top of the sport and made the difficult decision to quit. She then pursued a writing career in fashion which stalled when she was passed up for an important promotion at Vogue. This all pushed her to eventually start a fashion line, becoming the biggest name in couture wedding dress design.

"No matter how bad things get, no matter how discouraged I feel, no matter how much of a failure I feel like ... I try to believe there's a reason, there's a process, and there's a learning experience."- Vera Wang

### **Walt Disney, Entrepreneur**

While he is now synonymous with unlimited creativity and entrepreneurial success, it is worth noting that Disney was once fired from a newspaper because he was told he "lacked creativity". Pushing ahead, he formed his first animation company, which he was forced to close in failure. He reached bottom, was out of money, and found his way to Hollywood. Still, he faced more criticism and failure until his first film, *Snow White and the Seven Dwarfs*, became popular in 1937. The rest is history and frankly his success mind-boggling. Imagine if Disney had stopped after those early failures. We can learn from him not to quit in the face of repeated failures. Fight for the dream God has put into your heart.

"All the adversity I've had in my life, all my troubles and

obstacles, have strengthened me... You may not realize it when it happens, but a kick in the teeth may be the best thing in the world for you." - Walt Disney

### **King David, King of Israel**

The story of King David shows us that failure and bad choices don't disqualify you, even though you may feel unqualified. God says that King David was a man after His own heart, and God chose him as a shepherd boy to be the great king of Israel. David's successes are many, beginning with the slaying of Goliath. But his failures were just as dramatic as David allowed sin to creep into his life and he became a murderer and adulterer. So much of David's story reflects the complex nature of man's life and proves to us that even in our failings God can use us in a mighty way.

### **Joseph, son of Jacob**

When favored son Joseph shared his dream with his brothers (Genesis 37), he clearly didn't think through the fact that they would not be so thrilled to hear that he saw them bowing down to him. They hated him all the more, and soon Joseph found himself sold into slavery and taken to Egypt. A faithful slave, Joseph was unfairly thrown in prison for standing up for his morals and resisting his master's wife. All of this failure and adversity was actually setting him up to eventually run the country of Egypt and save it and his family from famine. The failure was necessary and had Joseph given up, his brilliant destiny would have never been realized. If you aren't familiar with this story, it's a great read.

*Failure is not final unless you give up and give in.*

*Fail your way forward.*

---

Winston Churchill is famously known for saying, “Never give in, never give in, never, never, never, never-in nothing, great or small, large or petty—never give in, except to convictions of honour and good sense. Never yield to force. Never yield to the apparently overwhelming might of the enemy.”

This never-quit attitude certainly inspired a country at war and since has been often misquoted as simply “Never, never, never give up.” It’s certainly a message we all need to hear.

However, while I do agree with Churchill and the inspirational sentiment behind the words, I think we also have to guard against confusing “not quitting” with holding on too tightly to something God wants to move out of your life in order for something better to materialize.

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*Don't become comfortable with quitting,*

*instead learn how to be good at ending well.*

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A dear friend of mine once suggested a great book, *Necessary Endings*<sup>2</sup> by Dr. Henry Cloud, when discussing an organization that was perpetually experiencing hard times and lack of progression. While the book focuses largely on issues in business, it also has

applications in our personal lives. The premise is that many of us have not been taught to end things well, or even know when they need to end.

First, let's agree that everything, good and bad, has an end. Just read Ecclesiastes 3:1-8 if you need to meditate on seasons and the inevitability of change. If it is the appointed time for something to end or a season to change, I for one would like to be a part of that process rather than futilely fighting it.

Is deciding to proactively end or just allowing something to end the same as quitting? If I advocate never giving up, then how can I also advocate the concept of embracing healthy endings?

It's not the same. Consider the definitions in Webster's Dictionary:

**Quit:**<sup>3</sup> *to cease normal, expected, or necessary action; to admit defeat*

**End:**<sup>4</sup> *cessation of a course of action, pursuit, or activity*

In many ways the definitions are similar, with at least one very stark contrast: "to quit" also means "to admit defeat". The spirit behind each word and the connected intention is very different.

Quitting is a defeatist, sometimes dramatic reaction in which the initiator throws his or her hands up in the air and gives up. Ending something, however, is an intentional, well-thought out decision that allows necessary change and bigger and better things to materialize.

Ending something well is not quitting. Don't quit but develop

the skill to know when something needs to end and muster the courage to do so and positively be part of that process.

Dr. Cloud tells us, “When we fail to end things well, we are destined to repeat the mistakes that keep us from moving on. We choose the same kind of dysfunctional person or demoralizing job again. Not learning our lessons and proactively dealing with them, we make the same business or personal mistakes over and over.”

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*The clenched fist is incapable of accepting new things.*

*Let go, open your hand.*

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Do you see endings as a problem? Are you holding on too tightly to something that needs to pass out of your life or your business? It’s hard, I admit, to end something you have invested in heavily in one way or another.

Yes, we can use the word failure to apply to an ending - I hope by now you don’t see it as a dirty word. Rather, one of the best skills you can develop is the ability to fail well. Bringing or allowing an ending to something, seeing it, accepting it, and moving on to better seasons.

Good business leaders must make these decisions often. Sometimes it’s not bringing a complete end to a project, idea, or even a company, but it is a change in direction that is needed. No matter the size of the “end”, not ending something at the right time will hamper your growth in that area.

I believe God often gives us the time and space to come to the

realization of a necessary end ourselves, and then eventually when we refuse to acknowledge the need for it and champion that ending ourselves, He will bring it to fruition Himself. Ouch. But it is always for our greater good. Always.

If you can see endings as a natural course of life, you will open yourself up to greater opportunities and success. It's OK to see an ending as a failure, for now we know that failure is necessary, and that closed doors push us to find the open window.

Dr. Cloud says, "Endings are a part of every aspect of life. When done well, the seasons of life are negotiated, and the proper endings lead to the end of pain, greater growth, personal and business goals reached and better lives. Endings bring hope. When done poorly, bad outcomes happen, good opportunities are lost, and misery either remains or is repeated. Let's get empowered to choose the necessary endings, execute them well, and get to the better results we all desire."

Don't quit; rather, know when to end things well. Respond correctly to failure, adversity and pressure, and you will always benefit from the experience. Your endings and your failures are your badges of honor, not your successes, as long as you end well.

When you experience failure, don't let fear take hold. Stop. Breathe. Watch your words. Renew your thoughts. Pray. Stay in peace. Look for the opportunity. Problem-solve. Ask for help. TRUST. Don't give up. End what needs to end. Pray more. Allow God to be in control. TRUST more. Let go. Heal. Grow. Repeat.



## MINDSET SHIFTS

1. How does the fear of failure show up in your life? Think about specific examples where it held you back and consider what you may have done differently.

2. Write down your three “biggest” failures. What did you learn from them? How did they point you to a better path? If you don't see the positive side of the failure now, challenge yourself to re-write the story and embrace the failure.

3. Is there something in your life right now that you want to achieve but the fear of failure is holding you back? How could life change for you if you face that fear head-on? You've likely already mapped out the possibilities for failure in your head, but what if you succeed? What does that look like?

4. Over the next 30 days, take one step each day towards a goal that is important to you, but you have avoided because of the fear of failure. Commit yourself to accomplishing the daily task and push back against the fear as it tries to stop you. Continue this process until the fear fades and your confidence grows.

5. Is there anything in your life that needs to “end well”? Are there things that you are holding onto for fear of letting them go? How might your life change if you allow this sometimes necessary process to happen?

## THE MAN IN THE ARENA

*Excerpt from the speech "Citizenship in a Republic"  
by Theodore Roosevelt  
Delivered at the Sorbonne, Paris, France on April 23, 1910*

"It is not the critic who counts;  
not the man who points out how the strong man stumbles,  
or where the doer of deeds could have done them better.

The credit belongs to the man who is actually in the arena,  
whose face is marred by dust and sweat and blood;  
who strives valiantly; who errs, who comes short again and again,  
because there is no effort without error and shortcoming;  
but who does actually strive to do the deeds;  
who knows great enthusiasms, the great devotions;  
who spends himself in a worthy cause; who at the best knows  
in the end the triumph of high achievement,  
and who at the worst, if he fails, at least fails  
while daring greatly, so that his place shall never be  
with those cold and timid souls who neither  
know victory nor defeat."

## Master Your Mindset the Master's Way

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*Just say where you want to go and believe that it will be so. Because every journey begins with a desire to go somewhere and do something and if you have a desire then you also have the power to make it happen.*

*– Jon Gordon, The Energy Bus*

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