

THE THREE CATEGORIES OF PEOPLE



There are 3 kinds of people in the world – those that can count, and those that can't!!!

Well, that's actually the topic for this article –

I want to share with you **three categories** of people, and encourage you to not only consider which of the three you currently are in, and which your teammates are in, but to take the necessary actions to join the group you want to be part of...

If you are at all familiar with mountain climbing, you know how important the right gear is to your survival and success. If you were thinking about climbing Mount Everest, it would be ridiculous to attempt without the right gear... but **it normally isn't the lack of gear that keeps us from reaching that summit** or any other... it is our determination.

Most of us have a Mount Everest in front of us right now!

Whether it is a mountain we don't want to acknowledge, or a mountain we are enthusiastically preparing to attack, we all have problems to solve, or have been challenged by a seemingly impossible or exhilarating challenge.

Conquering those mountains, and enjoying the feeling of overcoming the difficulties and challenges they present, is a great source of pride for those who have persevered and enjoyed the rewards of their efforts.

Whatever your challenge is, as a mountaineer you will continually face Adversity. As a matter of fact, that is what climbing mountains is about - facing and overcoming continual adversity. The question is, "how do you deal with fighting an uphill battle?" Do you keep climbing, or not?

In his book Adversity Quotient Dr. Paul Stoltz describes three kinds of people in regards to how they handle adversity.

The first kind of person is the **Quitter**. When a tough situation arises the quitter does just that - quit. Not able to face the difficulty, the quitter just turns away and makes a list of excuses... I'm too old, too young, too poor, too short... These are the people who don't even approach the mountain, whose defeatist attitudes convince themselves it isn't even worth trying. The Quitter just doesn't want to expend energy on facing, fixing and overcoming difficulties and problems. It's simply too much work and in their mind, it won't work out anyway!

The second kind of person is the **Camper**. Campers actually take steps and begin to climb their mountain, but they will only go so far. Like a climber who reaches base camp and says “that’s far enough,” they push until it gets a little uncomfortable. The thing is, there is still more mountain to climb. The end result is they don’t ever reach their summit, and they don’t enjoy the pride of reaching their potential.

Do you know what the greatest obstacle is to greatness – it’s goodness! Too many people settle for “okay” and are content with mediocre when just a little more persistence and heart and sweat would’ve gotten them to something “amazing”... Campers get comfortable where they are and convince themselves that it’s okay to settle in instead of getting to the top.

The third and final kind of person is the **Climber**. How many times have you heard mountains or the sport of climbing related to life? You hear it in songs on the radio, you read it in books, you even hear Oprah using the power of the climbing metaphor in helping others. Why? Because climbing is what life is.

In order to succeed, one must learn how to handle failure and temporary setbacks. At times it may snow so heavily on Mount Everest that a climbing team has to sit in a tent for days, bored to death, just waiting for conditions to be safe from avalanches to return to the climb.

But climbers rest up and stay focused on what they need to do to get us closer to the summit.

When other people get weary of the adversity and give in because of tougher challenges, those that summit keep an optimistic attitude and know that the weather conditions and the mountain would eventually ease up and allow a route to the top.

To be a **Climber** means to always stay hungry with a positive attitude. It really is that simple.

You will always face adversity.

There is always an Everest in front of you. The mountain (life’s challenges) will exhaust you and even knock you down.

The question is, which of the three are you – and which will you become?

Will you be a **quitter** – and refuse risk, feeding yourself excuses instead of encouragement?

Will you be **camper**, content to settle for mediocrity?

Or **will you be a CLIMBER** – and reach your summit regardless of present obstacles?



(If you’d like to help your organization continue to CLIMB to its next level of success, contact Sean at www.greatresultsteambuilding.com to schedule an event today!)