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**Communication Is The Difference Between Winning and Losing**

**By Raju Gavurla**

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The ability to "communicate with a focus" (action) plays a vital role. Regardless of our occupation, the individuals who excel in a specific field and are able to communicate this knowledge to benefit others and themselves always win. Be attentive to your presence, voice, body language, eye contact, and actions. Communication has many forms and when used properly you win. Democracy and capitalism form a communication system allowing us to work with one another. In the United States, political campaigns are abundant because 2004 is a Presidential election year. Will George Bush be reelected, the Democratic candidate, or an Independent? A political campaign is won on the ability of a leader to communicate to the people their path forward for a better future. Newly elected President Franklin D. Roosevelt said in his inaugural speech, "let me assert my firm belief that the only thing we have to fear is fear itself – nameless, unreasoning, unjustified terror which paralyzes needed efforts to convert retreat into advance." Everyday we wake up with a positive winning attitude or a negative losing attitude. The choice and decision is yours. A positive winning attitude communicates life is fun and your a success. A negative losing attitude communicates the opposite. Therefore, wake up with a positive winning attitude. There is no cost and it has numerous mental and health benefits. Your ability to communicate determines whether you have a winning sales call. The next time you communicate with an individual, focus. It will differentiate you and should give you a competitive advantage. It takes practice. Your lunch meetings will be more meaningful and when you say "hey" and talk to your significant other instead of heading straight upstairs your personal life will be more meaningful. Selling will become a winning proposition. If I receive good communication from the players, coaches, and fans during a sporting event, I know we will win. The players communicate to me by making plays. If my team intercepts the ball, I cheer. If my team allows a touchdown, I'm not cheering. The announcer and scoreboard also inform me of who is winning the game. I wish I knew every language in the world. Could you imagine the ability to connect with people? When two people don't know the same language communication still takes place. In Washington, DC I parked my car, began walking, saw a man and woman making what appeared to me to be abusive gestures. His face looked thwarted and so did hers. In my mind, I was to calm the situation and I thought this can't be happening. As I approached, I realized they were using sign language. As I looked at the buildings, engraved above the door on the building to my left was Gallaudet University. I told a friend about my experience and he informed me Gallaudet University is a school for the deaf, hard of hearing, and hearing students. It made more

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sense to me. Assumption is a losing form of communication. To address traditional communication think of the following. What you say, how you say it, your listening skills, your understanding, and response make an impact. I was flying from Atlanta, GA to Pittsburgh, PA. I observed a lady sitting beside me reading a book intently. We were thirty minutes outside of Pittsburgh when the plane started losing altitude. It felt like we were on a roller coaster. The plane was definitely communicating there's a problem to the pilot and passengers. When there's a problem, you better fix it, especially when on an airplane. The lady beside me started reading fast, prayed, started to look nervous, and grabbed my arm tightly. Being positive minded and knowing something had to be done, I utilized humor to calm her and myself. I told her with a humorous I know what's happening tone, "Don't worry; they are just backing off the jets." Someone giving her some positive and knowledgeable sounding input calmed her and the airplane became stable and we landed safely in Pittsburgh. I did the best I could do and I'm glad I didn't have to do better. I made up the humorous line to benefit her and I. Understand, prayer

and humor when used correctly are winning forms of communication. A significant form of communication is motivation. Motivation gets you to think and do. It provides fuel for professional and personal fulfillment. My motivational tip for the New Year is for you to "communicate with a focus" (action) and you will have more fun, create more value, develop better relationships, and show you care. Be genuine, comfortable, and patient. Remember, "Communication is the difference between winning and losing." It will make a significant difference in your life. Be a winner! Raju Gavurla, President of LiiiVENTM, Inc. is a Motivational Speaker and Consultant. Client Modular Approach programs on motivation, communication, and mental health assist you in achieving your professional/personal goals. Contact him at 404-918-7366, e-mail [raju.gavurla@liiiven.com](mailto:raju.gavurla@liiiven.com) or visit [www.liiiven.com](http://www.liiiven.com). Copyright 2003 LiiiVENTM, All rights reserved. Duplication whole or in part must include this entire attribution.

Your motivational speaker, Raj Gavurla, encourages you to think and make good decisions. Raj's sincere desire is to simplify and inspire your ability to make a significant difference. Raj believes being nice is the key ingredient to achieving greater success. When speaking to audiences and working with clients, Raj always has a "You and I Are Going For The Victory!" attitude.

### **Choosing A Forex Trading System - Part 2**

**By Tony Hosea**

In the first part of our series - Choosing A Forex Trading System - Part1 we covered a few quick tips to get you a few steps closer to choosing the Forex trading system that's right for you.

In Part2 we will take a look at a few other do's and don'ts for choosing a Forex trading system. With that in mind here is "don't" number 1.

1) Don't be overly impressed by a high percentage of winning trades

Often times you will see Forex trading systems advertising a high winning trade percentage. The ad might contain information a line like the following: "Over 90% Winning Trades"

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You might look at that and say, "Wow, with numbers like that I'll be rich in no time!" Before you stop reading the ad to call your local real estate broker about buying that private island just realize that this one figure does not tell the whole story.

The fact is that most successful traders the world over have made their money with far smaller percentages of winners than many of the trading systems you will see advertised.

I would suspect that the reason the high winning percentages are advertised is to attract as many customers as possible. Many buyers believe that the closer the winning percentage is to 100% the closer the trading system is to being a "sure thing". In the trading world there is no such thing and you would be well advised to run as fast as you can away from anyone who tells you otherwise.

Here's a quick illustration of a losing trading system with a high percentage of winning trades:

### Trading System A Performance

Number of trades = 1000 % of Winning trades = 92% % of Losing trades = 8% Average Winning trade = \$180 Average Losing Trade = -\$2100

That's just a quick illustration of how a Forex trading system can have a high percentage of winners and still lose money. We'll go into even more depth in the next part of our series as we continue to explore choosing a Forex trading system.

To Your Forex Trading Success!

Whether you're a beginner or a seasoned pro you'll discover the best Forex Broker tips, techniques and valuable resources and information at



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