

## A “Scary Times” Success Manual

From time to time, economic and political events make people anxious and fearful about their futures. We like to help people increase their sense of direction, confidence, and capability in all areas of their personal and financial lives. As we look around, there are a few people who seem to always be able to thrive when events seem beyond their control. We offer the following strategies that we have been able to compile from observing and learning from these people about how they see the world and respond to it. Here they are:



- 1. Forget about self, focus on others.** Uncertainty can drive people into themselves, making them feel isolated and helpless. The best strategy here is to go in the opposite direction, expanding connections with others and focusing on helping them transform their negatives into positives. The more you do this the less you'll worry about your own situation and you'll become a source of confidence for those around you.
- 2. Forget about “commodities”, focus on relationships.** In uncertain times, people become frightened about the viability of their “commodities” – the things they own and the jobs they hold. A more strategic response is to focus on deepening the power and possibility of all your relationships – with family, friends, team members, co-workers, etc. Every time you strengthen a relationship, the viability of your commodity will increase.
- 3. Forget about losses, focus on opportunities.** Things we had and may have taken for granted sometimes disappear. Some people never get over this. They keep trying to replay old games. A better strategy is to start an entirely new game – using new ideas, new energies, new tools, new resources. As the world changes, opportunities suddenly become available to achieve far more than we did in the past.
- 4. Forget about difficulties, focus on progress.** Because of change, some things may not be as easy as they once were. New difficulties can either defeat you or reveal new strengths. Your body's muscles always get stronger from working against resistance. The same is true for the “muscles” of our minds, spirit, and character. Treat each period of challenge as a time when you make your greatest progress as a human being.
- 5. Forget about who you were, focus on who you can be.** Many people define themselves by external circumstances. When these abruptly or unexpectedly change, they don't know who they are, so they keep trying to be who they used to be. From now on, take your cues from the inside – from your dreams, ideals, values, and principles.



These need never change, regardless of circumstances. Use external confusion to become more self-directed.

- 6. Forget about events, focus on responses.** When things are going well, many people think they are actually in control of events. That's why they feel so defeated and depressed when things turn bad. They think they've lost some fundamental ability. The most consistently successful people in the world know they can't control events – but continually work toward greater control over their responses to events. Any period when things are uncertain is an excellent time to focus your attention and energies on being creatively responsive to all the unpredictable events that lie ahead.
- 7. Forget about what's missing, focus on what's available.** When things change for the worse, many desirable resources are inevitably missing. These deficiencies can paralyze people who believe they can't make decisions and take action. A better response is to take advantage of every resource and opportunity that is at hand and your confidence will continually grow.
- 8. Forget about complaints, focus on gratitude.** When times get tough, everyone has to make a big fundamental decision: to complain or to be grateful. In an environment where negative sentiment is rampant complaining only attracts more negative thoughts and people. Gratitude on the other hand creates opportunity for our best thinking, actions and results to emerge. Focus on everything you're grateful for, communicate this, and open yourself each day to the best possible consequences.

One of the most important lessons of the global financial meltdown of 2008 is that traditional assets alone may not provide adequate diversification. Successful investing in this new era requires an adaptation in investment strategy.



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**Dates of Interest**

**May 12 1820**  
**The Birthday of**  
**Florence Nightingale**

**May 5th- is**  
**National Teacher Day**

**May 8th- Mother/Daughter**  
**Tea Party at the America West**  
**Heritage Center**  
[www.awhc.org](http://www.awhc.org)

**May 9th- Family History Expo**  
**Eccles Conference Center**  
[www.FHExpos.com](http://www.FHExpos.com)

**Jun 18-20- Summer Arts Faire**  
[www.logansummerfest.com](http://www.logansummerfest.com)

**Wealth is the slave**  
**of a wise man.**  
**The master of a**  
**fool.**  
 Seneca (5 BC - 65 AD)

**Market**  
**Watch**

As of March 31, 2009

	<b>YTD</b>	<b>1 Year</b>
DOW	- 12.48%	-35.94%
S&P 500	- 11.01%	-38.09%
NASDAQ	-3.07%	-32.93%
Aggregate Bond	+ 0.12%	+ 2.59%

Indices are unmanaged and cannot be invested into directly.  
 Past performance is no guarantee of future results.

**??? Monthly Trivia ???**  
 The first 25 correct answers will be put in a drawing for a gift certificate to Hamilton's. Answers should be emailed to [tonnie.miller@lpl.com](mailto:tonnie.miller@lpl.com) . Good Luck & Have Fun!!!

Please match the following people, who all have May birthday's, with their profession.

- A. Rudolph Valentino
- B. Gaston Leroux
- C. Howard Carter
- D. Paul Hewson
- E. Max Steiner



- 1. Silent Film Star
- 2. Composer of the film scores to King Kong & Gone with the Wind
- 3. Writer of the Phantom of the Opera
- 4. Lead singer of U2
- 5. Archaeologist- uncovered King Tut's Tomb

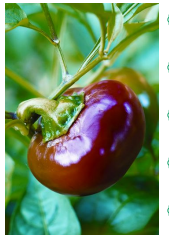
**Heirloom Gardening-**

Most definitions of heirloom plants vary, but the standard understanding of an heirloom is that it is an open pollinating, non hybrid plant that is capable of reproducing on its own, true to type from seeds. Do not be confused by some of the hybrids-crossbred plants that are available out there, those are not heirlooms. The only tip for heirloom gardening is that you need to understand your plants. You need to know how old the heirloom plant is.

Some are 50 years old, and some are 2000 years old! Most heirloom plants available today, or rather the most popular ones are from the 18th and 19th century. You cannot compare the fruits and vegetables with those available in the commercial market, which have been hybridized and enhanced to look firm and juicy. Heirloom fruits and vegetables are most suitable for home gardens and home consumption. Most of these heirloom varieties are more than 100 years old. Imagine that the next time you take a bite of winter apples; you could be taking a bite out of a hundred years of history.

Information found on [www.gardening-tips-idea.com](http://www.gardening-tips-idea.com)

Other helpful sites include: [www.seedsavers.org](http://www.seedsavers.org), [www.rareforms.com](http://www.rareforms.com) and [www.motheearthnews.com](http://www.motheearthnews.com)



**Websites of the Month- Family Reunions**

There is a lot of information on the web to help with family reunions, here are a few sites I feel are helpful.

[www.about.com](http://www.about.com) -Type family reunions in the search area, to bring up helpful links.

[www.family-reunion.com](http://www.family-reunion.com) - It has advice from a to z on reunions.

[www.FamilyReunion.com](http://www.FamilyReunion.com) - Create a web page for your family to communicate on.

[www.familyreuniongame.com](http://www.familyreuniongame.com) - Turn your families history into a board game!

[www.ancestry.com](http://www.ancestry.com) - This site can help you find branches of your family.



Look at market fluctuations as your friend rather than your enemy; profit from folly rather than participate in it.  
 -Warren Buffet

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