



Hi,

I've been up to my eyeballs in books over the past month. And it's funny because it seems that whatever I choose to read, whether it's for school, work or just pleasure, I consistently find ways to incorporate it into some project that I have coming up.

For instance, one of my monthly projects is to write this newsletter. The common theme of the books I've been reading this month ([Atlas Shrugged](#), [The Greatest Miracle in the World](#), [Rebuilding When Your Relationship Ends](#), and [Think and Grow Rich](#)) is using your intelligence to change your world. Now guess what this month's topic is... You're right! It's using your intelligence for your success.

Happy reading and Happy Thanksgiving,



Karen

11. Intelligence or Ability to Think

One of our greatest gifts is our ability to think. We each have the capacity to interpret our world and our life experiences by how we think or our native intelligence. The idea I'd like to share with you this month is we also have the ability to determine our success through our thoughts.

Let me tell you a story to illustrate this idea. Three bricklayers were working on a building. A child comes up and watches the first bricklayer working for a while. She sees him pick up a glob of mortar and put it on a little wall he's build and then place a brick on top of the mortar. He taps the brick into place, cleans up the excess mortar and repeats the process. And as children do when they're seeking knowledge about their world, she asks the first bricklayer a question. "What are you doing?" The first bricklayer answers her, "I'm laying bricks." "Oh," she replies before walking on to the second bricklayer and watching what he's doing. She notices that this second bricklayer is doing the same things as the first. She asks this bricklayer, "What are you doing?" The bricklayer answers, "I'm working so that I can provide for myself and my family." "Oh," she replies and walks on to watch the third bricklayer. After seeing that this bricklayer was doing the same things as the other two, she asks him, "What are you doing?" This bricklayer answers, "I'm building a cathedral." "Oh," replies the little girl before she walks on down the road.

Each of the bricklayers had exactly the same job and each was performing it in about the same way. Each of the also accurately answered the child. Which of them do you believe will have the greatest success?

I like to think the 3rd bricklayer will experience the greatest success because he's using his intelligence to create his world to be the grandest he can. Yes, he's also laying bricks. Yes, he's also working so that he can provide for himself and family. He's also thinking about what he's doing in the largest sense.

I chose this bricklayer as being the most successful because this is how I think—how I choose to use my intelligence to shape my personal view of success. I strive to appreciate the success of my work on as many levels as possible.

You may have chosen one of the other bricklayers as having the greatest success. And that's fantastic because we each use our ability to think, our intelligence, to shape our world experience and success exactly as we choose.

So, how are you using your intelligence to support your success? If you'd like to discuss this questions or any topics about Building Success, please join us for one of this month's FREE conference calls.

Don't Forget

Reserve your spot for this month's 30-minute Building Success conference call!

To Register: Call 817-988-8086 or click your preferred time below.

- [Monday, Nov 23 @ 12:30pm Central Time](#)
- [Monday, Nov 23 @ 6:30pm Central Time](#)