**Winning vs. Whining Action Guide**

Right now, do you feel like you are more of a winner or a whiner?

What are some things that you whine about in your daily life (that you need to stop whining about)?

What are some areas of your life where you are not accomplishing your goals, or “winning?”

Specifically, how can you turn these into winning situations?

When something bad happens, how do you typically respond?

What do winners do when faced with a ‘bad’ or ‘negative’ situation, and how can you incorporate that perspective into your own life?

What does Kenny say are the 5 traits of winners vs. whiners?

At Zappos, their second core value states, “Embrace and drive change.” Where are you resisting change in your life, and how can you start to embrace it?

Write down at least 3 things that you are grateful for right now. Use these as reminders if you start to feel negative.

**“The only thing you can do to make your situation better moving forward is to** **do something differently than today than you did in the past.”**