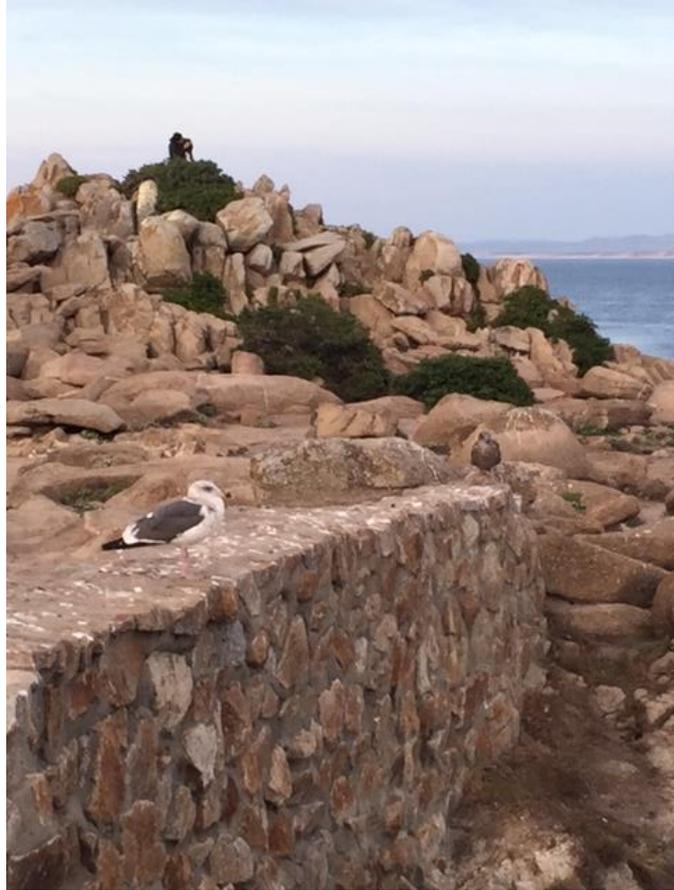


*Picture of the Week: December 1, 2014 – The Sails Within*

Wow, it's the last month of the year, according to the Gregorian calendar, at least. Again, it's a little warm in Maryland today than it should be this time of year, but the temperature is set to drop again this week as we head closer to winter. Hopefully your Thanksgiving holiday was grand in the meantime. The picture to the right is from Lover's Point in Monterey, California, a place I would see again in a heartbeat!

I stumbled upon this quote from the late Jim Rohn, an entrepreneur and motivational speaker, in an email I received today: "You are the average of the five people you spend the most time with." The discussion of the email centered around associating with people who help us thrive in areas we want to improve, such as relationships, careers, finances, health, failures, etc. By spending more time with people who've had success in those areas and mimicking or learning what they do, we can have success as well. For example, if we want to have more financial success, we want to



associate more with people who've handled their money well (or however we personally define financial success). If we want a more enjoyable career, we should thrive to spend time with those who love what they do for a living. Chances are in those examples, there are nuggets of information and inspiration that can help us get more of what we want out of life instead of settling. On the other hand, if we want to develop loving relationships, but spend most of our time with people who are in dysfunctional relationships, it's not going to be as easy to create the love we want with others.

I mentioned before it's important we are around those we love as much as possible, and I would also add it's important to be around those who enrich and elevate our lives as much as possible. I don't think we can ever appreciate enough the powerful influence we have on each other for better or for worse. We could be the ones lending positive advice in an area where we're successful, just as we could be receiving advice from a friend, family or associate who has succeeded in an area we'd like to excel. For this week, may we all spend more time around positive influences, whether they are friends, family, co-workers or new people we meet. It doesn't matter who they are, as long as they make our lives fuller, healthier and richer. Have a wonderful week