Make the Big Time Where You Are

by Frosty Westering (ISBN: 0-962940003)

Book Notes by Bert DeSalvo

Chapter 1 – A Hammer & Chisel

Make the Big Time Where You Are (MTBTWYA)

“Just knowing about them has no real pay value. The key is in understanding and believing in them, for this is what motivates us to put them all together and use them.” (p. 17)

“It’s like a game piece, and when we move them with a purpose, THE BIG TIME will suddenly appear.” (p. 17)

STORY: “Hammer & Chisel” – Sculptor finds genie → Wants to be 1) sun 2) river 3) rock
Once he is the rock, he starts to be carved!
“What you see is not always what you get” (p. 20)

**The BIG TIME is not a place; it’s the state of your heart.” (p. 20)
**The BIG TIME is not something you get – it’s something you become.” (p. 21)
**“The power of choice.” (p. 21)

“Tipping the cook” story (p. 25) → Put-up game

“The put-up game, just like a football game, takes practice – the right kind of practice. Put-ups, just like anything else, have to be learned; they have to become habit – and believe me, they don’t just happen.” (p. 26)
→ Can be verbal, thumbs up, high five, hug, nod, smile, notes, etc.

“Put-downs are all around us and we can become involved in them just by association. This game actually reflects a person’s own self-centeredness and inadequacies without his even being aware of it.” (p. 27)

“It can easily become a self-fulfilling prophecy: By putting others down, we end up putting ourselves down.” (p. 27)

STORY: Frosty was coaching his son who threw 3 interceptions during a game – Frosty put his own son down – Not encouraging him
“Criticism and negative put-downs become steel habits which can turn into cynicism.” (p. 32)

“It starts with those innermost feeling in your heart that actually transforms your mind. This in turn affects your actions, and it makes all the difference in the world in the way you live each day of your life, regardless of your passion.” (p. 32)

“The BIG TIME is not a place; it’s the state of your heart. It’s not something you get; it’s something you become.” (p. 33)

Chapter 2 – #1 or No One

Many people in our society get caught up in “#1 or No One” mindset

“A mindset of this type sees only the outcome as important – the process has to be endured.”
- Compare themselves to others
- Always have to prove themselves superior to feel secure and successful
- Tension and pressure are often present
- Fear of failure is their primary motivator

STORY: “Eagle and Chicken Pen” (p. 37-39) – Regardless of the eagle’s choice, the eagle would never be the same again (p. 39)

“If all we do is endure or tolerate the trip to a so-called destination, we’ve really missed the boat. A better way to put it is: We’re on the boat, but we are seasick most of the time.” (p. 43)

Achievement model – “Achievement within our own staff, not to win over others as in the other model.” (p. 43)

“The Enemy we Face” – Battle with poem (p. 44)
“Me vs. me ≠ Me against the world”

Potential – ‘I can be’ zone

Performance – ‘I am’ zone

G = Goal-sets that motivate and challenge us
A = Attitude which is our self-fulfilling prophecy for whether we think we can or think we can’t, we’re usually right
P = Perseverance which develops mental toughness and builds our character
DO THESE TO CLOSE THE “GAP”!

Red vs. Blue Model of Winning (p. 47)

The Enemy We Face

The enemy I had, I didn't even know. He followed me unseen, wherever I would go.

He blocked my plans, he blocked my way, He countered me, even before I could say.

Each time I would make the effort to try, He made me afraid, so I’d let things pass by.

One night I caught him and grabbed for his mask; I wanted to see, I wanted to ask.

But to my amazement as I looked at his face, It was me that I saw, and I prayed for GOD’S GRACE.

The enemy who had been hiding inside, I finally let go of, and the enemy died.

My new friend inside shares an exciting new way: He says “YES WE CAN” as we start out each day.

Our SPIRIT in life is the KEY TO IT ALL. Our BELIEF deep inside picks us up when we fall.

I can run LIFE’S RACE with a CALM INNER PEACE. I GO FOR IT NOW WITH TOTAL RELEASE.
STORY: 42 Tree Man story...started out running to one tree, built himself up to run to "42 trees" – Compared himself to him, not others!

“True fulfillment of the competitive experience: bringing out the best in ourselves and others. That's what MTB'TWYA is all about.” (p. 51)

“You have a choice: Are you going to fly, or are you going back to the chicken pen.” (p. 52)

Chapter 3 – The Three-Sided Coin

“The EDGE is what makes the difference in your performance in any walk of life.” (p. 55)

Side 1 – “Best”
- Being the best
- Comparison game,
- Lose 'the edge' on this side

Side 2 – “Doing our best”
- Focus on ourselves
- Not concerned with winning,
- “Aim before we fire”
Chapter 4 – Striving and Arriving

Road to Success [NO] vs. Success Road [YES]

Math mind teaser/Point of view: $30 per room, 3 ppl share a room, therefore it is $10 per person -- $5 refund from hotel - $2 tip and $1 to each person [$9 per person (9 x 3) = $27 + $2 tip = $29] – Where did the other $1 go???

Success Road is based on the trip and the quality of living, not on the destination. It doesn’t focus on the regrets of yesterday or the fears of tomorrow but on the moment-by-moment, day-by-day trip that exposes the excitement and joy in the natural highs of many ordinary things in our daily life.” (p. 67)

IMPORTANT TO HAVE GOALS, BUT CAN CHANGE THEM DURING THE TRIP

STORY: “Business Man who hunts a lion” – Lion practiced short jumps – Notice the little things! (p. 68-70)

“The goal is not at the end of the story: the goal is the road.” (p. 70)

Picture of the Mountain – Road is going up!

Chapter 5 – It Is Really A Good Day

“The Success Road is always under construction.” (p. 74)

ADJUSTING – ADAPTING – ADVENTURING

“HAVE A GOOD DAY”

- Thermometer – Affected by external changes → No control

“LEARN TO ‘MAKE’ IT A GOOD DAY”
- **Thermostat** – We set the dial → We control it!

“Yesterday is a cancelled check, tomorrow is a promissory note – but today is ready cash, so spend it!” (p. 75)

“Today is the day which the Lord has made, let us rejoice and be glad in it.” (Psalms 118:24)

“Laughter is the sunshine of our souls.” (p. 76)

**STORY: “Chad 25th kid in line”** → **Wrote note to the boss** (p. 78)

→ This shows what happens when you feel good about yourself – you are willing to take some risks and give it your best shot in all that you do.” (p. 79)

Baseball hitting percentage analogy:

.250 vs. .330 → just a 1 hit difference

“Longer they play, the bigger that gap gets.” (p.80)

“With concentrated focus we can get that one hit each day; one extra effort, one extra struggle, one extra anything – and up goes our average.” (p. 81)

“.333 Go For It!” (p. 82)

“Are we a thermometer or a thermostat?

We don’t HAVE A GOOD DAY,

WE MAKE IT A GOOD DAY!” (p. 85)

**Chapter 6 – The Double-Edged Sword**

Sharing pride (Side 1) vs. Selfish pride (Side 2)

Sharing pride – “It’s a special quality that brings out that inner drive and motivates us to give the extra effort to make things happen. This creates an atmosphere of confidence that is contagious.” (p. 88)

Respecting your opponent and then demonstrating it when the actions ceases at the end of a play by helping each other up, you bring class to the competition and raise it to its highest level.” (p. 89)

Sharing Pride Beliefs:

1. CUP LIFT
2. MAGIC – “Make a Greater Individual Commitment”

“Character: Our Best Piece of Equipment” (p. 94)

Chapter 7 – A Touch of Class

Class to Steve Largent is ‘Humility’ (p. 96)

John Wooden – Definition of success

3 forms of Motivation

1. Fear – “The floggings will continue until morale improves.” (p. 98)
   a. Produces quick results but soon loses its effectiveness
   b. Motivates from outside rather than from within

2. Incentive – “Carrot on the stick”
   a. Produces but eventually mediocrity will set in when people are doing the right things for the wrong reasons (p. 99)

3. Love – Strongest form of motivation; Genuine unselfish love; No fear – Brings out the best in ourselves

“The true joy of having is in SHARING” (p. 100)
Always be struggles – “Struggles resolved through FAITH” (p. 102)

“Hope is what keeps that desire alive within all of us – and this is reflected through unselfish LOVE.” (p. 102)

*STORY: Former football player who was in a train accident*
Chapter 8 – Ride in the Country

F-Card game ➔ Blind spot in our awareness (3 vs. 6 F’s)

“The reason I used the F-Card was to show you how easily we miss many ordinary things that are right in front of us.” (p. 111)

STORY: Max’s garbage truck company – Our business is really picking up (p. 112)

STORY: Joe’s Power Company – Take a “ride in the country” – Approaches work that way each day! (p. 114)
“Understating the real meaning of being content is crucial to the whole idea of MTBTWYA.” (p. 118)

Cassette tape analogy → You choose which ones to play from now on!

Birthday game → Blow out of Light each others candles (put-down/put-up game)

STORY: Man stuck in railroad car – Died not because he froze to death, but because he didn’t keep hope alive! – DON’T GIVE UP – IT’S A CHOICE

“When we are content with ourselves, we can be in the HUMAN RACE, the SUCCESS RACE, any race, and enjoy the trip by Making The Big Time Where We Are.” (p. 133)
Chapter 10 – It’s Your Call

Puzzle of his friend → You are the “Big Time”

Man in the Glass Poem

Map puzzle on the back side of his face → “When you put the man together – the country takes care of itself.” (p. 138)

“When we learn how to feel good about ourselves, we then take things in our lives and make something out of them, creating natural highs. East-west-north-south-city-country-large-or small...you do Make The Big Time Where You Are – IT’S NOT A PLACE, IT’S NOT THE STATE OF YOUR MIND – IT’S THE STATE OF YOUR HEART.” (p. 138)

STORY: Old man in the park/Kids with bird in their hand → The answer is in your hands.”