Ten Powerful Phrases for Positive People

Rich DeVos

Cofounder of Amway and Owner of the NBA's Orlando Magic
Ten Powerful Phrases for Positive People, Rich DeVos, Hachette Digital, Inc., 2008, 1599951851, 9781599951850, 300 pages. The simple act of offering a kind word or two can have power to change lives in positive and profound ways. In TEN POWERFUL PHRASES FOR POSITIVE PEOPLE, DeVos focuses each chapter on one key phrase, such as "I'm Proud of You," or "I Believe in You," that he has found to help individuals overcome differences, build relationships, instill confidence, change attitudes, and generally make us feel positive about ourselves and about helping others. Each phrase is illustrated through anecdotes from DeVos's experiences and about people whose lives have been touched either by saying or hearing one of the small but powerful phrases. Anyone with the ability to offer a kind word to a friend, family member, or coworker will benefit from this book's positive, practical wisdom.

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The Pocket Therapist An Emotional Survival Kit, Therese Borchard, Apr 15, 2010, Self-Help, . Whenever Therese Borchard was weathering a personal storm, and help was nowhere to be found, her one guiding light was the question, “What would a therapist say?” The result ....

Unlimited Power The New Science Of Personal Achievement, Anthony Robbins, Jun 30, 2008, Self-Help, 448 pages. Anthony Robbins calls it the new science of personal achievement. You'll call it the best thing that ever happened to you. If you have ever dreamed of a better life, Unlimited ....

Going Cowboy Crazy , Katie Lane, May 1, 2011, Fiction, 384 pages. DOUBLE TROUBLE Faith Aldridge wants answers. Bramble, Texas is the only place she can find them . . . as well as Hope, the identical twin sister she never knew she had. But the ....

Potter Springs , Britta Coleman, Sep 26, 2009, Fiction, . Britta Coleman's Texan background proves an asset in her first novel, infusing the language with a home-grown twang as she wittily and charmingly captures the larger-than-life ....

The Power of Who You Already Know Everyone You Need to Know, Bob Beaudine, Jan 6, 2009, Self-Help, 300 pages. Bob Beaudine believes Networking is Not working for Americans any longer. This highly respected and well-connected head hunter shares his philosophy on what really works in ....

Magic Of Thinking Big , David Schwartz, Apr 2, 1987, Family & Relationships, 192 pages. SET YOUR GOALS HIGH...THEN EXCEED THEM! Millions of people throughout the world have improved their lives using The Magic of Thinking Big. Dr. David J. Schwartz, long regarded ....

Hope Conquers All Inspiring Stories of Love and Healing from CaringBridge, Sona Mehring, Aug 6, 2013, Body, Mind & Spirit, . In 1997, Sona Mehring created the first CaringBridge website when a close friend endured a life-threatening pregnancy. CaringBridge is now used by over 500,000 people a day ....


Hope from My Heart 10 Lessons for Life, Rich DeVos, Aug 1, 2000, , 128 pages. The life-changing experience of receiving a heart transplant spawned a new awareness in cofounder of Amway Rich DeVos. In "Hope from My Heart", he imparts the fruit of this ....

In **TEN POWERFUL PHRASES FOR POSITIVE PEOPLE**, DeVos focuses each chapter on one key phrase, such as "I'm Proud of You," or "I Believe in You," that he has found to help individuals overcome differences, build relationships, instill confidence, change attitudes, and generally make us feel positive about ourselves and about helping others. Each phrase is illustrated through anecdotes from DeVos's experiences and about people whose lives have been touched either by saying or hearing one of the small but powerful phrases. Anyone with the ability to offer a kind word to a friend, family member, or coworker will benefit from this book's positive, practical wisdom.

I hate writing this review because I really like this guy. I've read his other books and he has achieved so much in life. I bought this because of that and it isn't a bad book by any means. I just found in reading it that once you get one of the powerful phrases what more can you fill all those pages with. It's the golden rule redone. I just felt like the ten things, which no one will argue with, could have all been said and done in a nice little booklet instead of a whole book. Found it true but weak.

The book I read this week was Ten Powerful Phrases for Positive People by Rich DeVos. Interesting book, written by the cofounder of Amway and Chairman for Orlando Magic. DeVos has ten simple chapters named by the phrase and then in each chapter he writes about the usage and importance. Although I think DeVos does a great job using examples from his own life, I think it may be slightly boring if I repeat these stories, especially if you intend to pick up this book. Instead, I will give you the phrases and I will give my explanation of importance. Let's get to it!

"I'm wrong"- It's important as a leader to be able to confess when you have done something wrong. If you don't know how to admit when you are wrong you come off as arrogant, and as a result, your team trusts and respects you less. If you admit when you are wrong, you come off as human, and have a great potential to build rapport.

"I'm sorry"- Again, no one is infallible. Once you admit you are wrong, it's alright to tell someone you are sorry. This is usually best served if, in the moment of your arrogance, you argued with somebody. If the two phrases are used effectively, they can stop a storm of a fight and hurt feelings. If you treated someone unfairly or did something "wrong" then it's okay to apologize. I promise you won't come off appearing weak.

"You can do it" and "I believe in you"- Encouragement... everyone wants it. It's a large reason that many people work as hard as they do. Someone encouraged them and they felt so excited that someone cared. It feels really good to have the support of those around you when you are going to pursue a difficult task. Many times when I lose faith in myself to do something BIG, my friends and family are there to give me a few words of encouragement and I gain the momentum to get whatever task done.

"I'm proud of you"- After somebody has done something BIG it's nice to give them this phrase. It's another reason people do great things. It starts when we are little, we get all A's and our parents say "I'm proud of you" and give you a big hug. Attention is very important and everyone craves it. After that child was given that attention they crave that feeling again so they shoot for all A's again. As a leader, it's important to manage people's behaviors by acknowledging that they did something great. If you do it right, the behavior will become a routine and you will have effectively led that person to greatness.

"Thank you"- I think this is a phrase that isn't said as much as it was in past generations. Telling someone thank you is a wonderful way to build that person up, create a stronger relationship, and differentiate yourself from every other person out there. My grandma has stressed the importance of writing thank yous to people. I have been better and better about writing them and now I have the top drawer of my desk filled with thank you cards, envelopes, and stamps. Writing a thank you card is one of my favorite ways to show appreciation, however, the words can be said at anytime, not just in a card. I have made it a habit to always thank people in the service industry. Your waitress, cashier, office staff... thank them all!

"I need you"- If you need something, ask for it. In my post on Never Eat Alone, I write about the
importance of asking people for favors. If you tell someone you need them for something, it brings them closer to you and builds up that relationship. Depending on the task you needed help with it might be a good idea to send them a thank you card too.

"I love you"- Everyone has had these three little words said to them, even if by your parents. They amaze me so much. When someone says them to you, they have so much power. Every family should be built on love, and people close to you may feel that you love them, but they don’t know until you say it. Don't hold back, say it...

"I am happy for you"- This one wasn't in the book, but I feel it is especially powerful. My grandpa introduced this one to me when I was young. I can't remember who he said it to or when it was, but it stuck with me. I remember I said it to someone on the phone one day when I was with him within the last couple years. He told me after I hung up the phone how powerful those words were... little did he know, I got it from him!

So there you go... You are armed with a very powerful arsenal of phrases. I want to take this moment to explain the importance of tone. A widely repeated statistic on communication indicates that communication is 7% words, 38% body language, and 55% tone. Woah! 55%! If you are going through the checkout lane in your local grocery store and the cashier is disengaged, looking down the whole time, and monotonically says "how are you today?"... you don't even feel obligated to respond... it's because they are not communicating! Use your body language and your tone of voice to appropriately communicate your message. Make the recipient of your message feel engaged and obligated to respond to you! Communication is the most important skill to master in the business world. After you can effectively communicate, it's all downhill towards wealth and happiness.

This book was good, but I spelled out a lot of the transferable information on this post. If you are interested in DeVos' life, which is pretty fascinating, I recommend you give this book a shot. If you have any questions on the book don't hesitate to ask. I would be more than happy to help anyone that wants it. Read more &rsquo;

This book is a disappointment. The opening section about the need to have a positive attitude is worth reading, but the chapters are not. This is largely an autobiography of Rich DeVos's success with Amway. The endorsements from Bill Hybels and Chuck Colson were misleading. I assume that they wrote them because they were personal friends of Mr. DeVos. We bought copies of this book as a light summer read for a book study at our church. We found that it is so light we have to discuss 2 chapters a week. I don't recommend spending your money on this book, even though I'm sure that Rich DeVos is a man who has done much good in the world.

Rich DeVos the billionaire owner of Amway and The Orlando Magics Basketball team, shares important phrases that many in this world forget. After reading this book you can understand why he such a respected man. The reading is easy and you will begin using these phrases immediately. Dont miss this one.

Written by the co-founder of Amway, a positive-thinking guy, this 5" x 7" self-help book is the perfect size to carry along with you. It can be read in snatches as each of the ten phrases has its own chapter. The author practices being a "life enricher." From a Christian businessman's perspective, this book gives the reader a handle on the art of positive thinking. Use it as a resource tool. It's a favorite of mine.

Rich is a very sincere gent. His life and what he stands for does speak to anyone and very one!!! To talk his words and to speak his life is one great thing, as he states his daily life is what we should all already know and act upon it in a daily basis. This might be onsided to some. His life is just not made of words but of daily actions. To those of us who are wanting to make a real difference in your life. And the impact will affect those of any life skills, aspect or just simple way of learning and applying their teachings.

I noticed this book as I was walking into my bookstore cafe hangout and as soon as I saw it, I knew
without a doubt that I had to read it. Rich DeVos is not only Co-Founder of Amway Corporation, but he is one of the most influential men in West Michigan who's name you see on so many buildings downtown, on regional university and college campuses, and more. I don't know DeVos personally, but his influence is so evident here in Grand Rapids alone and knowing that he is a Godly leader, I had to purchase this book and see what I could adopt from his life into mine... I purchased this book with the hopes that it could help me pursue a more positive outlook on life because I admit to needing a tremendous amount of improvement in this area of my life... I admit this with a thankful heart that God not only exposes these areas in my life to me, but provides a means for improvement. I truly believe that DeVos has touched my life through this book and plan to keep it at arms reach so that I can often refer to it to make sure that I am using each of the 10 powerful phrases in it each and every day... I discovered that the more I talked about being positive, the more people wanted to hear. - DeVos

"Recently there has been a deluge of books on managerial theory, 'how-to' scenarios and inspirational tomes about the 'good life,' but rarely can an author combine these genres. DeVos, co-founder and retired president of Amway, does so effectively with this study of how to be entrepreneurial, successful and compassionate." (on Compassionate Capitalism).

Richard M. DeVos is one of two founders of the Amway Corporation and is chairman of the Orlando Magic National Basketball Association team. He is a successful businessman and author of several books on success in business. He is also a noted motivational speaker. He has a strong background in positive human relations. Now in his 80s, he has spent decades practicing and observing the impact of these traits.

DeVos summarizes the value of these phrases in his introduction: "Although people seem to need to vent and grumble at times, they are drawn to the positive and will follow those who blaze a positive trail... Finding fault is easy and a natural instinct. Maybe it's because we're taught to be skeptical. We know that if it sounds too good to be true, it probably is...

"A positive attitude is a choice, like walking to the other side of a street to avoid trouble, or making a 180-degree turn when you feel you're headed in the wrong direction. Once you decide to make that choice, being positive becomes a habit... Making the first move to be positive is a trait of great leaders... A simple line spoken in the right spot in the right way can change a person's life.

In regard to our need to focus on the good and the positive, DeVos cites Philippians 4:8-9 as very important to this perspective. "Finally, beloved, whatever is true, whatever is honorable, whatever is just, whatever is pure, whatever is pleasing, whatever is commendable, if there is anything worthy of praise, think about these things. Keep on doing the things that you have learned and received and heard and seen in me, and the God of peace will be with you." (New Revised Standard Version).

(1) The first of the 10 powerful phrases is "I'm wrong!" It is put first because, according to DeVos (and experience verifies it), it's the hardest thing to say and genuinely mean. It's hard to admit it to yourself, let alone to others. Yet the phrase can serve as an example of our willingness to change and can inspire others. It is also the beginning of a healing process, where people have been wronged, or feel they have been wronged.

The reality of admitting mistakes is liberating for us and others; it is a mark of maturity. Wrongs are inevitable, so denying their existence only creates arrogance and strife. DeVos states, "Summoning the courage to say, I'm wrong. You were right. I'm sorry and please forgive me" shifts our attitudes and opens us to healthy benefits as we look for ways to be positive.

(2) The second powerful phrase is "I'm sorry!" In addition to saying "I'm sorry," you have to be sorry for it. You have to let the person know you
are sincerely sorry for what you did. It's easier to try to defend our position, but it's amazing how many problems disappear once we decide to say "I'm sorry!"