

# **Steve Kubicek, author of *UP and IN: Seven Keys to Unlocking Your Potential*, Shares the Best Pieces of Advice He Ever Received**

**So—what is the best piece of advice you ever received...**

**...about business?**

Intentionally seek to build trust. Be dependable and trustworthy; under promise and over deliver.

**...about marriage?**

Guard against unrealistic expectations about your spouse, and discipline yourself to place your dependency on God always, not on your spouse.

**...about negotiating?**

The relationship comes first. Place yourself in the other person's shoes, and treat them the way you would want to be treated.

**...about coping with change?**

Understand that "all of life counts"—not so much advice I have received as I have observed.

**...about motivating others?**

Love them, and love them most when they are most unlovable. Envision them not as they are, but as they can be. Then with faith in this vision, begin treating them as if they were already there. You will be amazed at their positive growth. Think about it. Isn't this what a smart coach does with his players?

**And last but not least, what is the single best piece of advice you've ever received?**

Smile ... success begins with attitude.