

The Eagle's Nest *By Philip J. Lawson, J.D.*



How to Live Outside Yourself The "and ... then ... some" Principle

Several years ago, John Maxwell prepared a monthly leadership article on the topic of "The Secret of Winning." A portion of that article dealt with the topic of "How to Live Outside of Yourself." I was fascinated by the topic because I had long felt that individuals who made great contributions to our society and indeed to our country had what I call a proclivity to being "others" oriented. Their contribution resulted from having a "heart for other people and for their work." Over the years, I have studied these individuals. They were mature and passionate individuals with a tendency to live outside of themselves.

Armand Hammer, an industrialist many years ago, was possibly one of the greatest men of the 20th Century. When asked where his great motivation in life came from, what kept him going, he talked about a picture he had beside his bed of Albert Einstein. Einstein had written on the picture, "A person first starts to live when he can live outside of himself." Hammer said, "Every morning I look at those words and realize I can only live when I live outside of myself."

Maxwell provided ten ways people can learn to live outside of themselves.

1. Start now.

He, who waits to do a great deal of good at once, will never do anything. We should not live outside of ourselves someday; we should live outside of ourselves today.

(Samuel Johnson)

2. Feel responsible to others.

Maxwell noted that he did not say feel responsible for others. He stated, "If you feel

responsible for others, you will need a therapy session."

The greatest thing this generation can do is to lay a few stepping-stones for the next generation.
(Charles Kettering)

Maxwell says, "Those who drink the water need to honor those who dug the well." How true this is.

3. Realize the emotional reward you have as a giver.

I'm not sure all happy people are generous, but I've never seen a generous person who wasn't happy.
(Author unknown)

There is an emotional reward that comes from giving – something happens on the inside – it is an uplifting experience.

Early in my career, I represented a number of individuals who were the founders of their own businesses. Each one had a personal story of hard work and sacrifice and amassed great wealth. I observed that wealthy people who "gave back" were among the happiest people I've ever known; wealthy people who did not give back were the most miserable.

4. Evaluate your life in terms of giving.

Don't value your life by what you have accumulated – value your life on what you have

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given away. (John Maxwell)

***Don't judge each day by the
harvest you reap but by the
seeds you plant.***

(Robert Louis Stevenson)

5. Remember what you give, you keep.

***The person who lives in fear
of giving away too much
often finds the much, which
he has kept for self, is too
little to live on.***

(Author unknown)

There seems to be a universal law that the more you give, the more you receive.

In their later years, my mother and father established a foundation, which has continued to bless many individuals. Although they are gone now, they are continuing to bless the lives of many.

6. Give because it's right – not for the reward.

This is an important concept that many individuals miss.

***You have not lived today until
you have done something for
someone who can never
repay you.***

(John Bunyan)

What Bunyan and Maxwell are saying is that we should not keep score, expecting something in return every time we give. We need to give because it is the right thing to do.

7. Understand the reason for receiving.

This is also a concept that many do not understand.

“The reason for receiving is to pass it on.” Maxwell says that if your gift is making money, then

make lots of it – but pass it on.

I cannot remember who said it, but – “Our success is measured by what we give, not by what we get.”

8. Enjoy the rewards of a giver.

***We should remember that the
hand that is not open to give
is also not open to receive.***

(Phil Lawson)

9. The true measurement of a person is through giving.

The measure of a man is not the number of people who serve him, but the number of people he serves. (John Maxwell)

I think others could quickly determine our heart for giving by looking at our checkbook and credit card receipts.

10. Keep an eternal perspective.

From time to time, we need to evaluate ourselves in light of living outside of ourselves. What we give cannot be measured just by the money we give away. We can serve others in so many ways. We can give of our time, our talents.

***What I spent, is gone,
What I kept, I lost.
But what I gave away
Will be mine forever.***

(Ethel Andrus)

In closing, I want to share with you the “And...then...some Principle” I learned from a statement by James Frances Burns, a Secretary of State many years ago.

“I discovered at an early age that most of the differences between average people and great people could be explained in three words: AND...THEN...SOME.

The top people did what was expected of them, AND THEN SOME.

**They were considerate and thoughtful of others,
AND THEN SOME.**

**They met their obligations and responsibilities
fairly and squarely, AND THEN SOME.**

**They were good friends to their friends, AND
THEN SOME.**

**They can be counted on in an emergency, AND
THEN SOME.”**

How nice it would be if more of us would practice the “And then some Principle.” Dr. Albert Schweitzer also stated, “Life outside a person is an extension of life within.”

One of my favorite Christmas gifts was a framed statement by an unknown author given to me by my daughter Annie.

**Success is making
A difference in the
Lives of others.**

**Happiness is...
Watching them grow
Because of it.**

**Cherish this gift and know that you can make a
difference.**

* * *

In John Maxwell’s book Be All You can Be! John says, “You cannot be all you can be until you help others be all they can be.”

Until the next time –
THINK ON THESE THINGS!

Phil Lawson

*(I want to thank Dr. John Maxwell for permitting me to use and pass on to others the leadership and growth concepts he provides through his monthly mentoring leadership growth series, **Maximum Impact** at www.maximumimpact.com).*
