

# ~~PROBLEM~~ SOLUTION



## Shifting Your Focus

Are you wasting your time on the wrong thing?

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**If you will call your troubles experiences, and remember that every experience develops some latent force within you, you will grow vigorous and happy, however adverse your circumstances may seem to be."**

**James Russell Miller**



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Remember all of those exams you took in school? Their purpose was not only to assess your knowledge, but to prepare you for the next grade level. Life is like that, too. It is a series of tests that help you progress in emotional intelligence. However, in school you were usually told when to expect a test. Life doesn't always forewarn us. As a result, our focus can be swayed by our emotional reactions.

When an unexpected situation comes your way, do you focus on the problem or the solution? In general, a problem-focused orientation causes us to think negatively. In contrast, when we turn our focus to the solution, our attitude is positively directed toward resolving the issue.

Let's face it, life's challenges can test us to our core. If you've been finding yourself increasingly frustrated when communicating with property owners, the solution may rely on a simple shift in your focus. Here are a few tips to redirect your attitude.

### There's Always a Purpose

Life experiences work to strengthen us. They reveal our weaknesses and help us improve and prepare for what's to come. Difficulties aren't meant to defeat you, but to promote you. So the next time you're steeped in a challenge, ask yourself, "What's the key lesson I am supposed to learn from this?"

### Save Your Energy

Did you know that it takes more energy to focus on a problem than on a solution? Ever wonder why you may have become physically ill while dealing with a difficult issue? Did you spend nearly every waking hour fretting over the problem? This extreme use of negative

energy follows us into sleep, and we wake up to find ourselves totally exhausted. Without a healthy source of energy, how can we function at our optimum?

### Maintain a Good Attitude

Attitude is everything. It directs how we think and affects our decisions. With the right attitude, we can see how a particular challenge has given us the right of passage to endure the test and learn from it. For optimal results, our attitude should be, "I can handle this. I've tackled difficult situations and overcome obstacles before. I can do it again!"

### Forget the Little Things

Most of us prefer to avoid a big problem hoping it will go away on its own. We turn our attention to the small issues because they are easier to tackle. But think of all the energy that's wasted on little things while the big problem awaits our attention.

### The Bottom Line

Recent studies at the University of Toronto have shown that people who have higher emotional intelligence are better decision makers. And because of better choices, they stress less, have improved performance and better relationships. Why? Because they experience life in a way that breeds balance and harmony. They are able to encourage and equip others with answers they've learned from asking, "What's the key lesson here?"

Yes, you can look forward to your day with expectancy instead of dread. Be alert to the tests that come your way. And when they do, think about where you want your focus.