

A LOSER:

BLAMES "FAVORITISM" FOR HIS FAILURE

BELIEVES IN "FATE"

SMOLDERS WITH UNEXPRESSED RESENTMENT AT
BAD TREATMENT AND REVENGES HIMSELF
BY DOING WORSE

PRIDES HIMSELF ON HIS "INDEPENDENCE" WHEN
HE IS MERELY BEING CONTRARY, AND PRIDES
HIMSELF ON HIS "TEAMWORK" WHEN HE IS
MERELY BEING CONFORMIST

IS ENVIOUS AND CONTEMPTUOUS OF OTHER
LOSERS

THINKS ARE RULES FOR WINNING AND LOSING

LEANS ON THOSE STRONGER THAN HIMSELF,
AND TAKES HIS FRUSTRATIONS OUT ON
THOSE WEAKER THAN HIMSELF

SEEKS ONLY FOR THE BADNESS IN A GOOD
MAN, AND THEREFORE FINDS IT HARD TO WORK
WITH ANYONE

DENIES HIS PREJUDICED, AND THUS BECOMES
THEIR LIFELONG CAPTIVE

IS MORE CONCERNED WITH BEING CONSISTENT
THAN WITH BEING RIGHT

IS OFTEN SOLEMN AS A SUBSTITUTE FOR HIS
LACK OF CAPACITY TO BE SERIOUS

HAVING LITTLE INNER RESPECT, TRIES TO
ASSUME MORE EXTERNAL AUTHORITY
THAN HIS CHARACTER CAN HANDLE

JUDGING HIS OWN ACTS BY HIS IN-
TENTIONS, AND THE ACTS OF
OTHERS BY THEIR CONSEQUENCES

IS TOO TIMID TO REBUKE AND TOO PETTY
TO FORGIVE

HOPES FOR A MIRACLE AFTER EVERYTHING
ELSE HAS FAILED

IN THE END GIVES MORE THAN HE TAKES

ISN'T AFRAID TO LEAVE THE ROAD WHEN
HE DOESN'T AGREE WITH THE DIRECTION
IT'S TAKING

A WINNER:

WOULD RATHER BLAME HIMSELF THAN OTHERS

BELIEVES THAT WE MAKE OUR FATE BY WHAT WE
DO, OR FAIL TO DO

FREELY EXPRESSES RESENTMENT AT BAD TREATMENT,
DISCHARGES HIS FEELINGS, AND THEN FORGETS
IT.

KNOWS WHICH DECISIONS ARE WORTH AN INDEPEND-
ENT AND WHICH ARE WORTH GOING ALONG WITH

JUDGES OTHERS ONLY BY HOW WELL THEY LIVE UP
TO THEIR OWN CAPABILITIES, NOT BY SOME
EXTERNAL SCALE OR WORLDLY SUCCESS

KNOWS THAT EVERY RULE IN THE BOOK CAN BE
BROKEN, EXCEPT ONE - BE WHO YOU ARE AND
BECOME ALL YOU WERE MEANT TO BE, WHICH IS
THE ONLY WINNING GAME IN THE WORLD

LEANS ON HIMSELF, AND DOES NOT FEEL IMPOSED
UPON WHEN HE IS LEANED ON

SEEKS FOR THE GOODNESS IN A MAN, AND WORKS
WITH THAT PART OF HIM

ADMITS HIS PREJUDICES, AND TRIES TO CORRECT
FOR THEM IN MAKING JUDGEMENTS

IS NOT AFRAID TO CONTRADICT HIMSELF

KNOWS HOW TO BE SERIOUS WITHOUT BEING SOLEMN

RECOGNIZES THAT THE ONLY TRUE AUTHORITY
IS MORAL AUTHORITY

TRIES TO JUDGE HIS OWN ACTS BY THEIR CON-
SEQUENCES, AND OTHER PEOPLE'S ACTS BY
THEIR INTENTIONS.

REBUKES AND FORGIVES

HOPES FOR A MIRACLE BEFORE ANYTHING HAS
BEEN TRIED

DIES CLINGING TO THE ILLUSION THAT "WINNING"
MEANS TAKING MORE THAN YOU GIVE

FOLLOWS "THE MIDDLE OF THE ROAD" NO MATTER
WHERE THE ROAD IS GOING

A WINNER:

MAKES COMMITMENTS
MAKES A MISTAKE SAYS, "I WAS WRONG"
WORKS HARDER AND HAS MORE TIME
ISN'T NEARLY AS AFRAID
GOES THROUGH A PROBLEM
SAYS "LET'S FIND OUT"
KNOWS WHAT TO FIGHT FOR AND WHAT TO
COMPROMISE ON
SHOWS HE'S SORRY BY MAKING UP FOR IT
WOULD RATHER BE ADMIRER THAN LIKED
LISTENS
FEELS STRONG ENOUGH TO BE GENTLE
SAYS, "THERE OUGHT TO BE A BETTER WAY TO
DO IT
RESPECTS THOSE WHO ARE SUPERIOR TO HIM
KNOWS WHEN THE PRICE OF WINNING COMES
TOO HIGH
HAS A HEALTHY APPRECIATION OF HIS
ABILITIES AND A KEEN AWARENESS
OF HIS LIMITATIONS
TAKES A BIG PROBLEM AND SEPARATES IT
INTO SMALLER PARTS SO THAT IT CAN
BE MORE EASILY MANIPULATED
KNOWS THAT PEOPLE WILL BE KIND IF YOU
GIVE THEM THE CHANCE
LEARNS FROM HIS MISTAKES
IS SENSITIVE TO THE ATMOSPHERE AROUND
HIM
EMPLOYS HIS DEFECTS IN THE SERVICE OF HIS
ASSETS
ACTS THE SAME TOWARD THOSE WHO CAN BE HELPFUL
AND THOSE WHO CAN BE OF NO HELP
WANTS THE RESPECT OF OTHERS BUT DOES
NOTHING WITH THAT END IN MIND
KNOWS HOW MUCH HE STILL HAS TO LEARN, EVEN
WHEN HE IS CONSIDERED AN EXPERT BY
OTHERS
ABILITY TO LAUGH AT HIMSELF
IS SYMPATHETIC TO WEAKNESS IN OTHERS, BECAUSE
HE UNDERSTANDS AND ACCEPTS
HIS OWN WEAKNESS

A LOSER:

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MAKES PROMISES
MAKES A MISTAKE SAYS, "IT WASN'T MY FAULT"
"TOO BUSY" TO DO WHAT IS NECESSARY
IS SECRETLY AFRAID OF WINNING
GOES AROUND IT AND NEVER GETS PAST IT
SAYS, "NOBODY KNOWS"
COMPROMISES ON WHAT HE SHOULDN'T AND FIGHTS
FOR WHAT ISN'T WORTHWHILE FIGHTING ABOUT
SAYS, "I'M SORRY," BUT DOES THE SAME THING
THE NEXT TIME
WOULD RATHER BE LIKED THAN ADMIRER
JUST WAITS UNTIL IT'S HIS TURN TO TALK
IS NEVER GENTLE - HE IS WEAK
SAYS, "THAT'S THE WAY IT'S ALWAYS BEEN DONE"
RESENTS THOSE WHO ARE SUPERIOR TO HIM
IS OVERLY EAGER TO WIN WHAT HE CANNOT
HANDLE OR KEEP
IS OBLIVIOUS BOTH OF HIS TRUE ABILITIES AND
HIS TRUE LIMITATIONS
TAKES A LOT OF LITTLE PROBLEMS AND ROLLS
TOGETHER UNTIL THEY ARE UNSOLVABLE
FEELS THAT PEOPLE WILL BE UNKIND IF YOU
GIVE THEM THE CHANCE
LEARNS ONLY NOT TO MAKE MISTAKES BY NOT
TRYING ANYTHING DIFFERENT
IS SENSITIVE ONLY TO HIS OWN FEELINGS
SUBVERTS HIS ASSETS IN THE SERVICE OF HIS
DEFECTS
FAVORS ON THE POWERFUL AND SNUBS THE WEAK
DOES EVERYTHING WITH THAT END IN MIND,
AND THEREFORE DEFEATS HIS PURPOSE
WANTS TO BE CONSIDERED AN EXPERT BY OTHERS
BEFORE HE HAS LEARNED ENOUGH TO KNOW
HOW LITTLE HE KNOWS
PRIVATELY DEPRECIATES HIMSELF AND THEREFORE
CANNOT PUBLICLY AFFORD TO LAUGH AT
HIMSELF
IS CONTEMPTUOUS TOWARD WEAKNESS IN OTHERS,
BECAUSE HE DESPISES AND REJECTS HIS
OWN WEAKNESS