

Mack Newton on... CREATIVE ABANDONMENT

In my conditioning classes, I have a front row. These are the electric people, the ones who are so positive and motivated that they inspire the rest of the class. In my life, I also have a front row. The front row are people I count on, people of whom I ask questions, people whose opinions I value, people I trust. These are people who are my friends even when it is difficult. I also have a balcony. These are the people who I may call friends, but who must be loved at a distance.

Who is in the front row of your life? Friends are like family—they have access to your life, to your innermost thoughts and feelings. Because friends get very close to you, they know things that you would never tell anyone else. Friendship is easy, when people say what you want them to say and do what you want them to do. But it is much harder when friends do stupid things, or even hurt you. People are human, and over the course of nearly any relationship, a friend will hurt you. Yet if you can weather the storm together and come out on the other side with a more honest relationship, that is a friend you need to keep.

Like a sponge, you unconsciously soak up the attitudes, behavior and even the opinions of the people with whom you're most closely associated. Not everyone is healthy enough to be in the front row of your life. It's amazing what you can accomplish when you minimize your association with draining, negative, pessimistic people. A

pessimistic front row can be enough in itself to condemn you to a lifetime of failure and underachievement.

The more you seek quality, respect, growth, love, truth, and peace of mind, the easier it will be to decide who sits in your front row and who needs to be moved to the balcony. If you can't change the people around you, you should change the people you are around.

New members of my class often mention the positive attitude and the support they receive from others. The air just crackles with intensity. Everyone helps everyone else. It wasn't always like that. One Sunday night, nine years ago, I realized that I dreaded going to work on Monday morning. I had opened this studio and built the business of my dreams. So why did I not want to go to work? The answer, I realized, was that I was accepting payment from a lot of people who I didn't actually like very much. The students were nearly all negative, pessimistic people. When you allow that influence into your life, it tends to grow and submerge other attitudes. So I came to work and fired 27 of my 30 cli-

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ents. Only three remained—Beverly Rubinstein, Mary Hook, and Art Gonzalez. They were in the front row of my class and my life and I wanted to keep them there. It may have appeared ill advised to fire most of the clients of a fledgling business, but it was that important to me to rout out negative influences. Now I truly have the kind of business of which I dreamed, and it is unlike any other. I can't wait to go to work in the morning.

Now I have a consultation for anyone who wants to join the class. It gives me a chance to find out if I actually like them, and if they can bring a positive attitude to the class. As a result, now my clients are electric people. They

have their lights on. They're willing to go out on a limb and express concern about someone else. They are brave. They express appreciation. I have chosen friends and clients more carefully. You should do the same.

How do you get rid of negative people and influences? Abandon any contact with them. This is especially true if it is a family member. They can be the most destructive because of their easy access to you. When you want someone out of your life, simply avoid contact with them. If they want to know why, tell them so directly. Most of the time they will not even ask why. They already know why, or don't care. But if they ask, tell them. If it is because they are cynical, negative and pessimistic, tell them so. If you simply make excuses instead of giving them the real reasons, they will eat away your resolve with counter-arguments.

If you don't rid yourself of negative people and influences, you will never be able to fulfill your possibilities.

WHO SHOULD BE IN THE FRONT ROW OF YOUR LIFE? WHO SHOULD BE SENT TO THE BALCONY?

- Who are the people who lift you up, who appreciate you and try to understand you? Who makes negative comments about your attributes and capabilities?
- Who are the people who encourage you? Remember that to encourage means to give courage to, and discourage means to take courage away. Who discourages you?
- Which of your friends are on an uphill path of growth? Which are the ones that are going nowhere?
- How do you feel when you leave their company? Do you feel full of energy or do you feel drained?
- Who supports you? Who are the perpetually needy drama queens and kings of your life?

NIKKI CELEBRATES TWO YEARS



Nikki Wooldridge celebrates her two-year anniversary with Newton Fitness on August 14. As Mack's capable office manager, she has found many advantages over her previous job managing the office of a feed mill in Oregon.

First, she loves working for Mack. "He's the best boss I have ever had," she says.

Second, she likes the Arizona weather. "I'm like a lizard. Put me out

in the sun!" Third, her task of weighing in clients during workout sessions encouraged her to make some changes of her own.

She began the 3-2 eating plan, arrived at work an hour early to work out to Mack's videotapes and ride a stationary bike, and consequently has shed over 30 pounds. Jean Rice was a particular inspiration, she says, as she watched her and others lose weight and become fit.

Nikki lives with her husband and her 15 and 16 year-old sons. She is a sports enthusiast and loves it all—baseball, football, auto racing, basketball. She enjoys meeting the professional athletes who frequently drop in at the studio. "It thrilled me to meet Meadowlark Lemon, because as a kid I loved to go watch the Harlem Globetrotters."

"Nikki is the most effective employee I have ever had," says Mack. "She has been crucial to the growth of my business in the last two years. She is a dream employee because she treats the business as if it is her own, taking personal responsibility, thinking ahead, and caring about the clients and me. I am very fortunate she is here." Fortunately, Nikki has no plans to leave. She says Newton Fitness is the best job she has ever had and plans to be here for years to come.



NICK KAPANDE RETURNS

Nick Kapande (to right of Mack Newton, above) arrived again on August 1st for additional training at Newton Fitness. Nick, a protégé of Mack Newton's, is now a 4th degree black belt and is in the process of learning additional techniques and patterns. "Nick has trained with me for over 20 years," says Mack. "He is like a son to me and I am very fortunate to have him in my life."

Nick has patterned his own Taekwon-do and conditioning studio in Evergreen, Colorado after Newton Fitness. He regularly brings his clients with him to Phoenix for a few days of workouts with Mack.

TAKING OFF FOR THAILAND

Thailand is on the agenda in April 2003 for friends and clients of Newton Fitness.

The seven-day seminar will include 5-star hotel accommodations, delicious healthy meals, shop-



ping and sightseeing in Bangkok, and workouts, lectures, hikes in nature, and stretching on the beach. Cost per person will be \$3500 and includes air travel, 5 Star hotel accommodations in Bangkok and Krabi, and all meals and tours. The trip is for a maximum of 50 people. All friends, former clients and subscribers to this newsletter are encouraged to join us on this exciting trip! Itinerary and further details will be posted on the website.

Inside Edition

Mack will be speaking on August 5th to 500 incoming freshmen at Westview High School. &&&&&&

The Taekwon-do class has two upcoming promotion tests.

Laelle Valdez, who has been training since she was 6 years old, will be tested for second degree black belt. Tanya Walsh is testing for first degree black belt. The next newsletter will feature an interview with these high achievers.

MACK NEWTON SPEAKS OUT ON CUBS AND BASEBALL'S FUTURE

Why did you originally work with the Chicago Cubs?

For two reasons—one was Don Baylor, who I considered to be a visionary. Don and I both worked with the Oakland A's in the late eighties. Don was always thirsty for knowledge and I felt strongly that he would become a very successful manager. The second reason dated back to the time I played on the Parker High School baseball team in Chicago. I have always loved baseball. Even though I lived on the south side, I spent a lot more time in Wrigley Field than I did in Comiskey Park. The Cubs handed out cards to all the high school baseball players for free admittance to the bleachers at Wrigley Field games. I still have a card from the 1962 season, signed by P. K. Wrigley. After getting into the bleachers, by the fifth inning I was down in the box seats with my friends, yelling at National League players like Ernie Banks and Billy Williams. So I wanted to go back to Chicago and say nice things about Parker High School, and use my experience to help the Chicago Cubs become winners.

What happened last year? Why did you stop working with the Cubs?

The team did become a winner. At this time last year, right after the All Star break, the Chicago Cubs were 3 games out front in first place, the best record in 30 years. This was due to the efforts of the players, Don Baylor's leadership, and my contributions in terms of creating a positive attitude, understanding the philosophy of winning, and keeping them physically fit. They had not one muscle pull or injury throughout spring training, and very few throughout the year. As Don Baylor later realized, however, the expected support from management never materialized for him, and this filtered down into management also not supporting me and my efforts. Players are not going to voluntarily seek on their own the discipline and commitment that lead to teamwork and winning habits. It takes a good leader—with the support of management—to bring these qualities to the front.

When the team experienced some adversity, and needed firm leadership even more, management gave in to the whims of the players. There were negative factions within the team, but that is always the case. With the support of management, you can ride out these storms and create positives out of the negatives. Without support, these negative influences will grow and begin to predominate. The Cubs have a long history of negativity and losing. They have not won a World Championship since 1908. That's a lot of losing. At that point, I simply chose to not work with them anymore. I have no ill feelings for the Chicago Cubs, but I know that they will remain the Cubs and will ultimately only be able to rise to a certain level unless a change of attitude takes place from the top down.. After all, this is a team that raises a flag when they *lose*.

Have you talked to any of the players on the team recently?

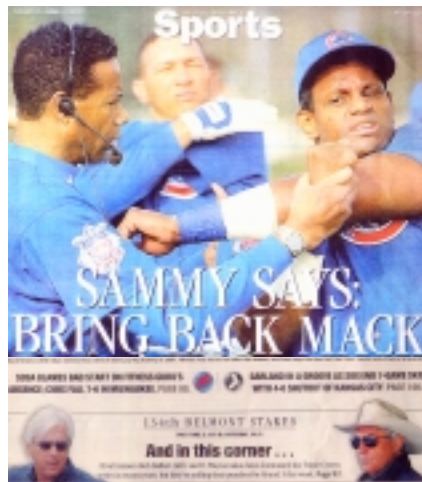
Sammy Sosa and I remain good friends. Sammy has been heartbroken by the sequence of events, but he is a professional and realizes he still has to go to work and do his best, and that is what I have always encouraged him to do. There are several other players and coaches that I count as friends and to whom I will always be available, including Sammy, Gene Glynn, Roosevelt Brown, Sandy Alomar and Corey Patterson. I have friends throughout professional sports, and these friendships endure and are unrelated to the teams for which they play.

Several articles in the Chicago media earlier this year suggested the Cubs wanted you back. Did they contact you?

I was contacted by several members of the media, who seemed to be acting as proxies for the team, then several coaches and players contacted me, and finally Don Baylor. I felt good about this because it dispelled several misconceptions. This campaign to bring me back was a vindication, at least in the eyes of those who mistakenly thought that I had not been successful or that I was forced out. I appreciated that. As a professional, I care about the impact of my professional performance. I never set out to defend myself, but it was nice to see the strength of what I had done stand up over time and be recognized.

However, I sensed the eventual outcome. I knew that Don Baylor still did not have the commitment of management. I don't know why they hired him in the first place if they had no plans to support him. Don Baylor was the first black manager in the history of the Chicago Cubs, and he may have been hired simply to dispel a persistent perception that the Cubs are a racist organization. Much has been written on the Cubs and racism, including a very perceptive chapter in the book "The Million-To-One Team" by sportswriter George Castle.

I knew that Don Baylor could not be a successful manager without full support, and soon wouldn't be around. Shortly after Don Baylor requested a proposal from me to come back, he was fired. I didn't want to be part of the organization in his absence.



Baseball has received a great deal of negative press recently. Disgruntled fans resent spoiled players and there has been talk of a boycott. How do you feel about baseball as a sport?

I think the game of baseball is the best sport. I have wonderful memories of running across the grass, seeing a baseball sail against a blue sky, trying to figure out where the ball is going to land and how to catch it; about watching a player round a base just ahead of the ball that is supposed to get him out; and trying to figure out on which pitch the runner is going to try to steal

second. Baseball is a wonderful game, but it is about the game and the fans. It's not just about the players.

Baseball is now an incredibly dysfunctional family, from the players to the owners. Steroids, and even marijuana and cocaine use are ignored. Players are not tested for drugs, and the only way they get treatment is if they are caught in the act. Their arrogance is amazing. They will just ignore a child ten feet away, calling the player's name. Would it hurt to just look up and wave or briefly acknowledge them? Some players who are batting .240 and .230 are acting like superstars. When I hung across the wall at Wrigley Field in the sixties, Billy Williams would wave and give us a thumbs-up. Ernie Banks would bring us over a broken bat. Even players on opposing teams were friendly and eager to interact with fans. Today, signing an autograph is a chore for a player, or they actually charge for it. At this year's All Star game, most of the players that had been voted in by the fans left the park by the third inning.

And teams are ripping the fans off by having a variety of uniforms, long sleeves and short sleeves, different colored tops and hats, and all for one reason: to sell more stuff. At a game, a hot dog cost \$7 and a beer costs \$8. Parking is \$15. The average person cannot afford to take his family to a ballpark today and actually have a seat where they can see the field. And yet the owners are asking the fans to buy their stadiums for them.

Baseball has been broke for a long time and nobody's fixing it. The people within baseball just don't get it. They wonder why stadiums are empty and fans are so disgruntled. They don't understand that successful businesses and organizations need to be in a constant process of reinvention. Baseball is about the game and about the fans, and unless the teams and their owners learn this, I hope they go on strike and stay on strike for 10 years.

TAKING A FAST TRACK TO FITNESS



David Scheen used to enjoy watching Mack Newton's Power Hour on television. "I didn't know Mack or anything about him," he says, "but that show always drew me in." Then he began encountering people who told him about Mack's classes. "They would always say how difficult it was and yet the results were so good. It was something I always wanted to do."

Although Dave owns a fitness club and is a long distance bike rider, his weight often fluctuated. "When my weight was way high again in March, I decided to work out with Mack. I know how positive he is and I need that positive influence around me."

Within four months, Dave has dropped over 40 pounds. His body fat went from 29% to 18%.

Even the trainers at his fitness club are envious of his results. "I worked out with a personal trainer at

my business for three years and I never had the results that I've had with Mack in 3 or 4 months." Trainers are startled that this has been accomplished without the use of weights.

"I also didn't have a very good eating plan before," says Dave. "I'm on the 3-2 now and enjoy it because I like to eat a lot. This allows me to eat whenever I want as long as I eat the right things."

He's also excited about the fall season when he competes in long distance bike races. "My flexibility has increased dramatically. I can tell the difference when I ride. My endurance has increased, and my times have gotten a lot better."

Dave has found that he not only enjoys the workouts, but also Mack's talks at the end. "They have really changed my whole outlook. I feel a lot better about myself. I've read his first book and can't wait for the next one."



*Life
shrinks or
expands
in
proportion
to one's
courage.*

—Anais Nin

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SOON!**

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Factor**

by Mack Newton and
Michele St. George



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3243-A E. Indian School Rd.
Phoenix AZ 85018
Tel: (602) 957-6492