

**Mack Newton on. . . LOSING VS. GETTING BEAT**

Did you lose or did you get beat? Although the words are interchangeable, I choose to define them this way:

**L**osing is to defeat yourself because you believe you are not as good as or are inferior to another person, circumstance, situation, or team. When you lose, you haven't done the things that it takes to win, because your own mind has already defeated you.

**G**etting beat is to do all the things it takes to win, to not be intimidated, and yet you still do not win the game, the promotion, the situation. When you get beat, it usually is to someone who performed better than you at that point in time. They were better prepared and maybe they wanted it more.

The Cubs have only lost two or three games this year. We've been beaten several games, but those games I feel good about. When we were beaten, we had done all the things necessary to win, yet those games were determined by a bounce of the ball, an inch here or there, an opposing player who made an excellent play, a great catch, or pitched a good game. We didn't lose those games, we got beat.

Winning requires two actions:

**WIN** means always doing What's Important Now. Be in the present. Don't worry about the past or future. Focus completely on what you need to do to win in that particular situation.

**WIT** means doing Whatever It Takes. Use conscious language. I'm not going to try, or give it my best, *I'm going to do it*. Your best may not be good enough and simply trying gives you an excuse for losing. Doing *whatever it takes* provides that extra quarter-inch that leads to victory.

When you understand the principles of WIN and WIT, you can make a commitment to do the things it takes to win. If you're at the bottom end of the score, you can ask *did I lose or did I get beat?*

When you get beat, you can form very clear ideas as to what to do next time. Analyze why this person beat you. Were they better at the basics, did they hustle more? Now you know exactly what you need to do the next time.

When you lose, it has nothing to do with the other team or person, it only has to do with you. Now you must look inside and learn to focus on the basics of winning principles.



**POWER HOUR RETURNS!**

Beginning in late May, Mack Newton will again host a weekly Power Hour on KFNX 1100 AM radio. A stack of e-mails and letters from former Power Hour fans say they want the program back on the air. "I constantly hear from people who tell me how their lives have been changed," says Mack. "I take the show very seriously." Mack plans to eventually syndicate the Power Hour as well as post it on his website. "This show is needed on the air," he states emphatically. "It appeals to people's better natures. It will challenge you to make positive changes in your life."

**TRAINING FOR VICTORY**



The Chicago Cubs are determined to end their "lovable loser" status after six weeks of intensive spring training with Mack Newton. Throughout their April and early May games, their wins kept them consistently above the .500 percentage—in fact, they led the National League in percentage of wins most weeks.

Their 15 wins in April were the most for the Cubs prior to May 1 since 1969. "People are now seeing what we talked about in spring training," says Mack. "We haven't played our best yet. We're still learning how to win. We *are* going to win. We're going to be in the World Series." Mack Newton continues his monthly visits to Chicago to inspire the Cubs to victory.

Mack gave two speeches in April. A talk to Habitat for Humanity at ASU received a standing ovation. A speech at Westview High generated a flood of thank you notes and praise from students

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Aeneas Williams, who was traded to the Rams from the Cardinals, recently gave a very well-received press conference in Mack's studio.

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# GOING..GOING...GONE!



You saw her in our September newsletter and even less of her in our January news. On April 13, after about a year of working out at Mack's studio, Jean Rice lost 100 pounds. Her goal is to lose 35 pounds more, at which point she will have lost an entire person.

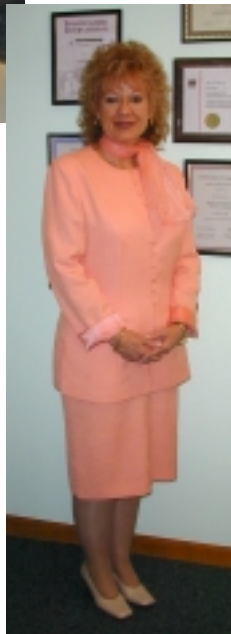
"My energy level is phenomenal now," says Jean. As owner of Action Health Care Management, Jean routinely works in her office 12 to 14 hours a day. "I have the stamina, I have the energy, and I want to do it."

She has some advice for newcomers who have difficulty maintaining a hard workout regimen. "You have to find something in your mind that realizes how positive this is for you.

"When Mack gives you extra mountain climbers, you have to look at it as extra Mack love. He cares. He wants me to reach my goal. It's self-love too. I love myself and I care enough about myself that I want to reach my goal."

As a registered nurse, Jean knows the workouts and the 3-2 eating plan have been essential to her success. "What I crave now are the green vegetables, the salads, the proteins. I want to eat healthy."

"Jean receives constant compliments on her progress. "Of course my family is thrilled to death. I've had people in church come up to me and say 'we've been watching you shrink away and you look beautiful.'"



The "Get Healthy" Program is the "most challenging and creative move I've made since I started teaching conditioning," says Mack.

The six week program will begin June 1, and is specifically designed for people 20 to 30 pounds overweight. Mack will teach healthy lifestyle changes that will show immediate results.

A much-needed program for those who are unable to work with Mack in the studio on a regular basis, this program is something people can follow on their own after the first intensive six-week session.

"People will lose weight but it's more about getting healthy, because I'm not in the weight loss business," says Mack. "We will debunk many of the weight loss myths and you will learn how to take charge of your life and health."

Participants will receive a copy of his book and a mini-Mack workout tape, as well as plenty of group support.

Over the six week program, participants will alternate the following: attend two sessions a week in the studio with Mack for both a workout and learning lecture; walk for exercise two days a week after learning proper techniques to get the most from walking workouts; do the mini-Mack workout at home on the other two days..

"The goal is to teach people lifestyle changes that will result in good health and ideal weight," says Mack. "They'll know how to keep weight off."

The "Get Healthy" Program will be advertised in print, television, radio, and on AOL.



## GET HIGH SCHOOL SKINNY! MACK NEWTON'S "GET HEALTHY" PROGRAM STARTS SOON



*Real generosity  
towards the  
future lies in  
giving all to the  
present.*

—Albert Camus



Check out NTKD Fitness on the Web!  
<http://www.macknewton.com>

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