



The paparazzi loved how Nelson worked the red carpet at the Legends and Leaders for MLB Hall of Fame



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## Mack Newton On...

### “UNCOVERING YOUR STRENGTHS”!

I love it when I hear people talk about being ready when opportunity knocks. That always makes me laugh. Why? Because opportunity NEVER knocks!

I don't care how long you wait, you will never hear opportunity knocking. Not in this lifetime ...not in ten lifetimes! The reason is simple...YOU are opportunity and you must first create and then recognize and then SEIZE opportunity. So, where exactly is the knocking? That phrase is all about people waiting and waiting for something to happen that doesn't exist. That phrase is all about people postponing, uncovering and developing their strengths. Uncovering and developing your strengths is what creates opportunity and leads you to fulfilling your destiny. Uncovering the strength of your personality will allow you to recognize opportunity and uncovering the strength of your character will allow you to seize opportunity. As I said...YOU are opportunity!

When it comes to this subject of strengths and weaknesses, there may be many varying opinions on where to focus your energy. Do I focus on eliminating my weaknesses or do I focus my energies on maximizing my strengths? In the

past, I felt that I would improve faster and more permanently if I focused on improving my weaknesses. At this point, after training and teaching Taekwon-Do for over 59 years and becoming a Senior Master rank, I have shifted my thinking on the subject. Here's why. If you spend all your time working on your weaknesses or limitations, the very best you can hope for is mediocrity. That's right, the best you could be is average. I've seen it time and time again...so much wasted opportunity. However... if you focus your energy on uncovering your strengths and playing to your strengths, there is no limit on how good you can get or how far you can go. This doesn't mean that you completely ignore your weaknesses... it just means that you focus your energy on your strengths. I've also been amazed through time how much power has been given to weaknesses over our strengths. I'm not quite sure how that happened.

Anyway, It's important to note that your strengths should not be suspect or in any way minimized because of your weaknesses. It seems that people do that to themselves and then issue instructions for the rest of the world to follow. When people allow the negative to stick to them by evaluating themselves

- The 3P's to Avoid Laziness
- Taekwon-Do ~ Rediscovering Dedication
- Mini Pee-Wee Classes **NEW!**
- I Will Fight Back!
- Certification **NEW!**

solely by their weaknesses or limitations, they usually stick for life. That is a real opportunity blocker. Your strengths and weaknesses are two completely different issues and are simply a matter of where you focus your energy.

One of the best ways to find out what your strengths are is to ask people you know and trust. It seems that other people always see your strengths before you do. Once you find out what your strengths are, begin to associate with people who have strengths in the areas of your weaknesses. So, now, even as you focus on your strengths... by association, your weaknesses will also improve. As I said...you ARE opportunity...it's all about you and your attitude. Your attitude and integrity. Focus on your strengths and your weaknesses become irrelevant. ■

~ Mack Newton



# A Meeting 15 Years in the Making

A few months back, Cheryl Ducote, the VP of Operations at Nolan Real Estate Services, arranged to have Mack Newton speak for her firm at their annual event. But the story does not really start and end there...



Mack Newton with Cheryl Ducote, VP Operations, Nolan Real Estate

This was a very special event for Cheryl. She had read *A Path to Power* back in 2001 and it changed her world. "I am an avid reader and had read hundreds of books, but none of the others came close to this one. It changed my life in a way that has never stopped." And Cheryl went on to help transform others' lives with Mack's words. Cheryl had all of her employees read the book and when she switched jobs, she had all her

new employees read the book, as well. Additionally, she would give out the books to people she met when she felt it would help them, and she was right.

"I have had over two dozen people come and say to me how the book helped them to reconnect with a loved one that they had a falling out with, or to stop abusing alcohol, or to leave a bad marriage and so many stories like that. I have read the book 8 times... and every time it helped me deal with a crisis I was facing in that moment, whether it was a bad marriage, child rearing issues or a health challenge."

Fast forward 10 years and Cheryl was still deeply affected by what she had learned from Mack through his writings and wanted to have Mack speak at her company's annual event. Unfortunately, there were not enough funds at that time. Cheryl and her team decided to raise the funds holding garage sales, \$2 jeans day (pay \$2 on Friday and get to wear jeans), and other entrepreneurial ventures. Five years later, the entire team voted to use that money to bring Mack in as Keynote speaker that year, and Mack did not disappoint.

Cheryl continues to experience Mack's impact when she is traveling from office to office, interacting with her team. "I often hear the words Mack used like, 'I have to say no to this, so I can say yes to

that.' It is phenomenal that people are able to better prioritize by choosing what they will do more carefully and when someone says "no" this way, no one's feelings get hurt, because we get it."

Other lessons that have really stuck are:

- ◆ To keep your commitments... "We all wrote them down and still carry them with us on index cards"
- ◆ To stay present so that you can do your best right now instead of being distracted by whatever you fear may come to pass in the future
- ◆ To stay positive in the face of great challenges... Instead of letting the negative in, we focus on what we can do that is positive
- ◆ Declaring something done (even if that means done for now until I am ready to come back and put my attention back on it) so you can direct all your focus on what is important now

"By applying these lessons, we have developed greater prioritization, trust, mutual respect, and the deeper relationships that come from implementing the life-changing lessons that Mack provides." ■

~ Rachel Perlmutter

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## New! Newton Fitness Certification Program

Many of my students have expressed a desire to get certified as trainers who could then go on to teach my methods to their own students. After much contemplation, I decided to create a certification program that would support this goal; in a way that would make the quickest and greatest impact for these new trainers and their students. So, I will be launching the program by certifying people as instructors of

my "I Will Fight Back" self-defense program to start. This 4-hour training will teach both mindset and physical skills. Participants will learn to assess their environments and then make the best choices should they be faced with potentially dangerous situations. If you would like updates on the Certification Program, please visit: [www.MackNewton.com/CertForm](http://www.MackNewton.com/CertForm) and get on the update list. ■



# Rediscovering Dedication Through Taekwon-Do!

My name is Brady Salliant and I am a blue belt with a red stripe (3rd gup) at Newton Taekwon-Do. I have always had artistic abilities. I can draw and play musical instruments, but as I became an adult, I did not value them nor have the discipline to get really good at them.



Brady Salliant performing side piercing kick towards 1st Degree Black Belt Kent McKelland

Because of that, I put arts on the back burner.

Taekwon-Do is another art I have come to love. But this time, through my practice and training, I have gained the confidence, self-discipline and dedication to keep working at it and believe in my ability to succeed.

Even though I have been told my whole life that I have potential, I was lazy. Taekwon-Do pushed me to achieve my potential... The Taekwon-Do environment demanded it of me. I now know I really do have the potential to take my skills as far as I want to.

This has re-inspired my interest in art and believing that I do have the

potential to be a success if I apply myself. I do want to eventually be able to sell my artistic works.

Additionally, I love to teach...

Ultimately, I want to be like Master Newton and share Taekwon-Do by teaching others.

One of my favorite lessons from class: People overestimate what they can do in 6 months and underestimate what they can do in 5 years. This lesson comforts me... I know that if I'm relentless in the pursuit of my goals, I will achieve them.

Thank you Master Newton for so many life-changing lessons over the past two and a half years! ■

~ Rachel Perlmutter

## New! Mini Pee-Wee Taekwon-Do Classes



Master Newton and Nelson Newton

Nelson Newton is going to turn 4 years old on April 5th, 2016 and with that, Master Mack Newton has all the reason he needs to start a new Mini Pee-Wee Taekwon-Do class.

The Mini Pee-Wee Taekwon-Do class will focus on training 4-6 year olds in the areas of behavior, manners, stranger danger protection, body awareness,

confidence, flexibility, making new friends and fun.

Master Newton will teach the program starting April, 2016 on Tuesdays at 3-4 pm.

Pee Wees (children 7-12 years of age) will be taught in the classes held at regular Taekwon-Do times.

Contact Master Newton for more information or to enroll your child. ■



Travis Miller at 5 years old with Master Newton in the background



Travis Miller with his mom Pamela



# *I Will Fight Back! Coming In March 2016*



## **Take Back Your Freedom with the Ability to Defend Yourself**

Join us March 5th for the “I Will Fight Back” self-defense class that is open to women, men, children and adults at Newton Fitness. The program is designed to provide participants the mindset, self-defense techniques and confidence to know that they can defend themselves, should it be necessary. Participants will learn how to quickly and calmly assess their environment for danger and be mentally and physically prepared to

take action. The world is not as safe a place as it used to be, and what we once considered normal routines can now place us in an unsafe or dangerous position. Travel brings additional dangers that will be addressed in the class.

Make sure to register ASAP as space is limited. Visit: <http://bit.ly/MN-Fight-Back> to learn more and register online.

Mack will also be making this program available separately as a live online training for his global audience in the near future. ■

## *The 3P's To Overcome Resistance*

What I learned from Mack Newton about overcoming resistance. You are exactly what you believe to be true about yourself and the world you live in!

This includes your thoughts, relationships, business, what you think about other people and what you think, other people think about you. Areas where resistance exists in your life are a direct result of your belief system, challenges are created when we resist facing unpleasant realities.

To change anything you must change what you believe to be true about yourself and the world around you – there are no short cuts. You must constantly monitor your thoughts and be willing to face any unpleasant realities, to build your mental conditioning. If you are not consciously aware of your thinking,

and putting in the effort to consistently think and be present to the situations around you; you are at the mercy of your emotions and have no resistance against them, to base your decisions on intellect rather than the emotional state of that moment. When you give into this resistance, this is laziness, and you are no longer in charge of your life.

The first key to overcome resistance and laziness is Preparation– superior preparation will give you more wins than almost anything else. Mental conditioning is a must, 1 hour of affective, precise, disciplined and intergrated thinking can equal a month or more of hard work!

Patience– requires small efforts that are repeated often, with consistency. The road from where you are right now to

the future point you want to get to – this road is paved with self-compassion!

Persistence– is having the strength of character and attitude of never, never, never giving up!

Laziness is like a ‘default’ system, the avenue of least resistance. Practice all 3P's and the efforts will change your life forever. ■

~ Lynda Gale



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