

## Why Winning Really is Not Everything!

There are some very competitive individuals in life. Some people say to me, 'I don't really care about the outcome, I just have to win.' But you know, that isn't really true. They don't want to win so much as to make the other person lose. If it weren't so, they would be more open to a win/win result because it wouldn't matter if the other person won as long as they did. Winning is not everything, is finding your purpose, where you truly belong that in the end matters.

But how can this apply to our daily life? Finding the better candidate for a position is often a very difficult task, which results in a winner, the only winner.

Choosing the winner can be a difficult choice of course. There might be three candidates for a job, for instance. All are well qualified, all want the job. How did you choose, if you're the employer? You might set them a task, and see how they perform. But you still have to pick the winner. Sometimes it helps to know that because of a person's strengths and weaknesses, this might not be the best job for them, despite the fact that they want it. The wisdom (and the win/win) is helping them to see it.

Paolo F. Tiberi has written a marvellous set of fables for children, which illustrate this profound wisdom. They are the *Chronicles of King Argos, Prince Ultan and Princess Maya* (the first book in the 'Legends from the Altai' Life Lessons for children and adults series), and one story in particular illustrates this particular point so well. It's called 'King Ultan and his 3 Sons'. King Ultan has to decide which son out of a set of triplets born a minute apart, to leave his kingdom to. This is not an easy choice, as all are fine young men. So he gives them a task, and leaves the kingdom for a few years to see how each one will get on. The task is to take care of a collection of seeds and each prince is given a box with seeds to manage.

The first son goes to a farmer and learns how to preserve seeds. He takes the seeds and preserves them in a box, specially lined so that no water will get in which could spoil the seeds. His attitude represents keeping things for future generations by preserving them. Some things are heirlooms and should be handed down for posterity.

The next son takes the seeds to the market and sells them. After learning how to increase profits from other merchants, he uses the money to buy other things, which he can then sell at a profit. His attitude represents speculation. Sometimes the speculative approach is the best, and brings rewards.

The third son takes the seeds and plants them everywhere and gives them to families that want to grow their own food, at once very important condition, that when they harvest the crops all excess seeds are donated to other people that

want to do the same and so on. As they come up in a profusion of fruit and flowers, the prince and the volunteers families harvests them, donate the excess seeds and plants them again. And again. The kingdom is transformed into colour, aroma and produce. This attitude represents munificence, a spontaneous overflowing of generosity and benevolence.

Only the first son had the original seeds left. The other two had used them up.

Which son did the king choose to succeed him?

He praised and valued all three, as in any kingdom you need people that know how to conserve the precious seeds, you need merchant selling goods and you need true leadership.

However, he chose his third son. Kings have to be inspirational; they have to guide, motivate and better the kingdom. In fact he probably knew from lifelong experience which son would make the most suitable king. After all he had brought them up. But by setting them the task, he was able to show each one exactly what his strengths were.

He was able to show that each one of them had a purpose in life and that that purpose was unique, special and appreciated.

All would have roles in ruling the kingdom. But one attitude was the best for rulership.

This is what we can do with our own children. Show them their true strengths. Don't expect them to follow in our footsteps but rather to make their own prints upon the world.

Chronicles of King Argoz, Prince Ultan and Princess Maya is the first of a series of riveting books in the Legends of Altai series by renowned self-awareness expert, Paolo F. Tiberi. If you would like to get a FREE chapter showcasing the book narrative style and story telling, please visit:

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