

# Attitude is the Edge by Denis Waitley

At the world-class level, talent is nearly equal. On the PGA tour only a few strokes for the year separate the top money winners in golf from the rest of the players. In baseball, the American and National League batting champions hit safely about 20 or 30 more times in an entire season than those below the top ten. In the Olympic Games, the difference between the gold-medal winner in the one hundred meter dash and the fourth place, non-medal winner is less than two-tenths of a second.

What's true in sports is also true in our business and personal lives. There is only a fractional difference between winners in life and those who merely exist. The difference is attitude under pressure. It's the winner's edge.

The Edge is not a gifted birth. The world is full of wasted talent.

The Edge is not academic degrees. Education is important, but the world is full of educated misfits.

The Edge is not luck. If it were, Las Vegas would be a ghost town.

The Edge is not capital. Many of today's self-made multimillionaires started building their fortunes with under \$5,000.

The Edge is all attitude. Attitude, not aptitude, is the criterion for success.