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# ***The Power of Words***

By

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Excerpted from the book ***How to Overcome Adversity: A Complete Guide to Getting Up Quickly when Life Knocks You Down*** by Christopher Sutton. Visit [www.fightforsuccess.com](http://www.fightforsuccess.com) to learn more.

## **About the Author:**

Christopher Sutton, author of the *Fight for Success Personal Professional Development Series*, is a lifetime professional martial artist with over 20 years of training and teaching experience. He has also started and built several successful small businesses.

You're part of a large class of individuals out there who have suffered through adversity: the entire human race. Everybody has problems. Everybody has a story. Everybody has issues. It's how we deal with them that separates those who can get over them and move on from those who keep looking back and living in the past.

First let's talk about the power of words. Words are so powerful that they have accomplished everything in this world, and they have destroyed everything in this world. Words can start wars, and they can negotiate peace. They can start marriages, and they can destroy marriages. They can start businesses, and they can end businesses. They can start goals, and they can end goals. They can lead to success, and they can undo your success.

Words are the color of life.

Remember, words aren't just what comes out of your mouth. They're what you think - your active thoughts. People are constantly thinking about yesterday, today, tomorrow, what happened five years ago, what am I going to buy, what am I going to eat, I can't believe he said that or she said that...

Words are constantly rolling like credits down the screen of your mind, and whatever those words say, your subconscious attaches to it and you begin to move towards that. And that becomes your life. If it's negative, your life will become negative. If it's predominantly positive, your life will become positive. You can start to overcome the challenges of your life by rephrasing what you say to yourself.

The number one word you can replace is "problem." Try replacing it with the word "challenge." This word is an incredible replacement for something that would otherwise drag you down like an anchor.

Say the following out loud, and really listen to the words:

"I have a major problem."

"I have a challenge."

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Do you hear the difference? Did you notice how the word "challenge" sounds like something that you can work on? Something that isn't the end of the world? We don't have a major problem; we only have a challenge.

The next time you're confronted with something, try calling it a challenge instead of a problem, and see if it doesn't make a difference in how you feel about things.

Other phrases that I like to use:

"This is what we're going to do."

"I can; I will."

"That's very interesting."

When somebody approaches me and they say something like, "Chris, we have a problem! Oh my goodness, I can't believe it! Somebody misplaced some money, or a file, or a record that we need right now!" I will automatically respond with, "That's interesting. It seems like we have a little bit of a challenge here. All right. How do we fix this?"

Do you see what I've done? I've included everyone else in fixing the situation. I've told myself that it's only a challenge, not the end of the world. My brain hears a message that sounds positive, and it goes to work to figure out how to respond in a constructive way.

Compare this to most people's usual response: "This is a real problem! This isn't good at all! I can't believe you guys did this! Things are really getting out of hand!"

Do you see how the two responses are worlds apart? But your brain will link to either one just as readily. So it pays to train yourself to react in a more positive way.

Remember how powerful words are. Don't ever forget it.