



# EXERCISE 6

One of the most important things we can learn about ourselves is how we handle losing. Contrary to what the general public is taught in schools, losing is not bad. **It's necessary!** Anyone who has ever **achieved** anything **worthwhile** knows that **losing is part of the process** on the road to success.

**The difference between winners and losers is this:**

**Losers let the loss *define* them,  
winners let the loss *refine* them.**

**There are two types of “losers”:**

**Loss Avoiders:** Avoiders will go to great lengths to avoid being in a losing situation. They play it safe. They play not to lose, instead of playing to win. They don't venture outside their comfort zone. They will remove themselves from any situation where they might be faced with a loss or the fact that they aren't good enough. They go to great lengths to stay in their lane. Loss avoiders never really go all in because they're afraid of being defined by what's on the other side. Avoiders tend to react to the possibility of loss by removing themselves from it.

**Loss Minimizers:** Minimizers downplay the win so they don't feel bad about losing. “I didn't really want that thing anyway”, “There is more to life than \_\_\_\_\_.” Minimizers are always quick to rain on other people's parades, trying to convince themselves and others of the validity of their lack of engagement. “Who needs a house like that anyway?” They excuse their loss by devaluing the win.

**Take some time and reflect on the last three most significant losses you've had in your life, and then check whether the loss was because you avoided or minimized.**

	Avoider	Minimizer
Loss 1:	<input type="checkbox"/>	<input type="checkbox"/>
Loss 2:	<input type="checkbox"/>	<input type="checkbox"/>
Loss 3:	<input type="checkbox"/>	<input type="checkbox"/>

What do you find in common with these loses? Are you primarily an **Avoider** or a **Minimizer**? In each situation, consider why you choose Avoider or Minimizer.

Now that you have a better understanding of Losing Habits, what would you do differently the next time you are in a similar situation?

