

## THEORY TO PRACTICE

## CONCEPTS

1. I've suggested that perspective is the place in mind from where we look for—and assign meanings to—the things we encounter.
2. So here's a question: What does it mean to be 60? What meaning do you assign to that chronological age?
3. Would you agree that the meaning people assign to "being 60" will be determined pretty much by where they're "looking at 60 from"?:
4. How do you think my teenage daughter would respond to that question? What would she say that it "means to be 60"? Here are some words and phrases I would expect from her:
  - "Old!"
  - "Don't set any long-term goals"
  - "More things you can't do than you can"
5. How do you think my 86-year-old uncle would respond? What would he say that it "means to be 60"? Here are some words and phrases I would expect from him:
  - "Young"
  - "Sweet bird of youth"
  - "What I would give to be 60 again!"
6. The same number, used in the same context, being viewed by two people at the same time; *and those two people assign totally opposite meanings.*
7. The meanings they assign are based far more on their perspectives than on the number itself. The number doesn't mean anything until they assign those meanings.
8. This same principle applies to setbacks; different people respond differently, and those differences are based in large part to the perspectives they use for processing those setbacks.

**512-306-1797**