

FLAIR@WORK

Inspired Words For Everyone
Who Works



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About the Author

Jason Jay is a motivational speaker who believes we all have flair – we all have the ability to perform tasks and activities to a level of unconscious competence, or effortless mastery. .

Starting in his father's bar before he was legally old enough to drink, Jason went on to blaze a trail through the Australian liquor industry, becoming a champion flair bartender (think Tom Cruise in Cocktail) before establishing his successful hospitality training practice in 1997.

In 2000, he partnered with Diageo to design and implement the biggest industry training initiative of its time, the Perfect Serve program®. In 2007 he was awarded with the prestigious Outstanding Contribution at the Australian National BarAwards held at the Hilton Hotel, Sydney.

Jason's work has lead him to sip cocktails in bars from Melbourne, to Mexico and Miami (he calls it 'market research'). In 2010, Jason was named as one of the Bar Industries top 50 'Most Influential' People in the last decade.

Jason believes mantra is 'it's not what you do – but how you do it'. He believes that the key to better performance and higher engagement lies in unlocking our secret desire to be remarkable at what we do for a living.

He now speaks and consults across industries in the areas of workplace engagement and staff performance.



How to use this book

Some days you just need a boost...

As I pen these words there are flood waters receding up north in Queensland and rising down South in Victoria. So far 25 people have died and thousands are homeless.

I rang my friend Marc, who lives and works in Brisbane, not far from where some of the devastation has occurred. Thankfully his home & factory was spared but many of his friends & colleagues were not so lucky. Some have lost homes; some possessions and many have had their livelihoods greatly affected.

I ask him how he is doing, and, understandably he is exhausted. He has been helping out friends strip out their homes, removing the sodden and smelly carpets, furniture and memories. Then I ask him how he is feeling and he surprises me by saying that he has a deep sense of satisfaction and, at least in some sense, feels privileged and almost blessed to be able to lend a hand.

He, along with countless other selfless volunteers have embraced the dirty and heavy-duty labour required to clear and start rebuilding a town. The work is long, hard and involves no monetary reward. Instead the reward comes by way of kinship, heartfelt thanks and cups of tea.

Despite the difficulty of the work and the lack of pay – here were men & women throwing themselves into action for the betterment of their fellow man. The simple joy of service to those in need being enough to sustain them through 12 hours days and back-breaking work.

It really is a labour of love.

This eBook is the first in a series designed to ‘flip’ our current thinking about work - and take it back to being a whole-hearted endeavour, something that we shape and that shapes us.

Far from being a 4 letter word, work is something to test ourselves against, to strengthen our cunning and agility.

Enjoy the following quotes and thoughts, who knows, maybe they may help ‘flip’ some of your thinking about work and your relationship with it.

Cheers! Jason

“Work is our gateway to self transformation.”

"Work is love made visible".

Khalil Gibran
Artist, Poet & Writer



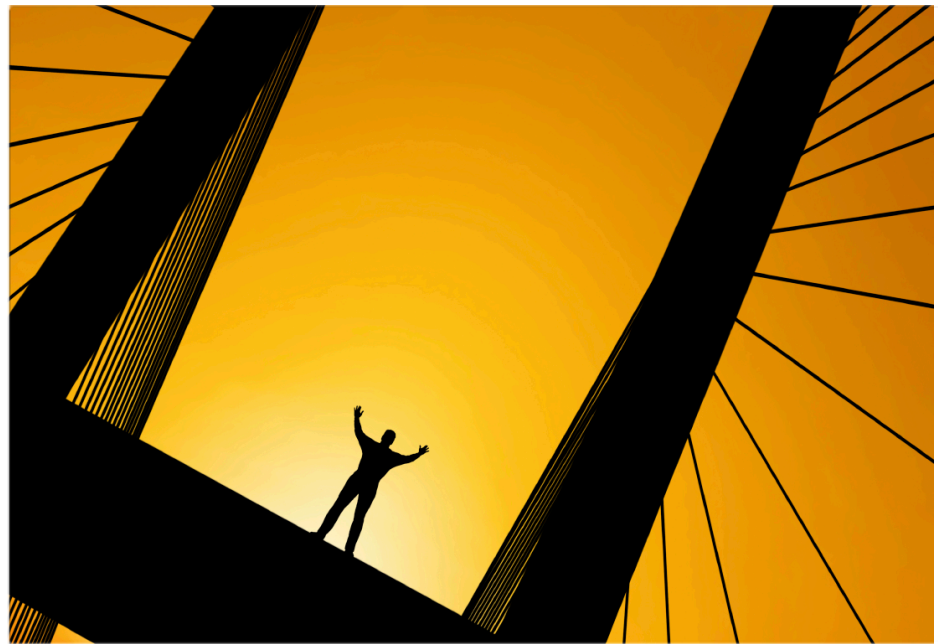
Jason's thoughts...

It's all too easy to look at work as the enemy, as something you 'have to do'. But what if work was one of the keys to your self actualisation? What if your peace of mind was integrally linked to what you do?

Once we are able to accept that our work is intricately connected with our life, we begin to glimpse the power behind doing something well; it not only makes us feel good but creates a halo-effect across the rest of our lives. Once we love our work, we start really loving ourselves.

"Every calling is great, when greatly pursued"

Oliver Wendell Holmes, Jr.
US Associate Justice of the Supreme Court



Jason's thoughts...

It's not what we do that really counts - but how we do it. This is true for the Barrister as it is for the Bartender, for the Singer to the Street Sweeper. Respect is not earned from the job title alone, it is awarded to those who pursue excellence in that they do for a living.

When you make the choice to be great your full creative power is brought to bear; creating energy, creating inspiration and creating life in both yourself & those around you.

"The purpose of life is a life of purpose".

Robert Byrne
American Chess Player, Grandmaster & Chess Author



Jason's thoughts...

We all need a purpose, something that drives us to invent, extend and enlarge ourselves. Without purpose we are like a small boat lost at sea, at mercy of the waves and currents, anxious about our situation and security.

Purpose makes us a captain of our lives, allowing us to set sail for a destination; no longer being tossed and tumbled by the waves but slicing through them as we drive towards our future, confident and calm.

"Never forget that doing what you love is the cornerstone of having success in your life"

Wayne Dyer
International Speaker & Author



Jason's thoughts...

Yes, we need to pay the bills.
Yes, sometimes we've got to do things we'd prefer not to.
Yes, work can be difficult.

But the mission to move yourself into a position where you love what you do is not a short-term task - it's a lifetime achievement. Start by focusing on the aspects of your work that you enjoy and look to do more of these, then relax enough to allow your instincts to guide you towards your calling. You already know - you just need to rediscover...

"The sole meaning of life is to serve humanity".

Leo Nikolayevich Tolstoy
Writer



Jason's thoughts...

It's easy to get caught up in the 'me' mentality; worrying about getting ahead or stuck on what someone said or did to us. Our ego's thrive on self-importance but this will never bring meaning to our lives.

Meaning only comes to us once we put ourselves aside and make the success and happiness of others our goal. This is as true for business as it is for our personal lives. The paradox is that the more we bestow importance to others, the more important we become.

"The degree on consciousness with which you act determines the effectiveness of what you are doing".

[Ramm Dass](#)
Guru, Spiritual Teacher, LSD Explorer



Jason's thoughts...

Imagine if you were 100% present in everything you did, if all your physic energy was marshalled into the job at hand - no matter how menial. What do you think would be the impact?

I'd guess that, apart from doing a great job, your level of fulfilment and energy would increase. You would also start to inspire those around you to follow suit.

You already know this - this is just a reminder..

"Work is a kind of voyage toward self improvement".

Louise Bourgeois
French-American Artist/ Sculptor



Jason's thoughts...

We may love to hate work - but we need it.

Imagine not working - not doing any type of productive endeavour. What would happen to you? You'd probably sink into depression and sloth (maybe you've been there already..)

Work provides us a means to 'sharpen the saw', to build strength and self-awareness. Is it sometimes uncomfortable? Yes, often it is. Does it mean it's bad? No, it just means you're alive and able to feel it.

Take the lessons my friend and use them to fly higher.

..

"Only one who devotes himself to a cause with his whole strength and soul can be a true master. For this reason mastery demands all of a person".

Albert Einstein
Physicist, Philosopher



Jason's thoughts...

Indeed absolute mastery does demand all of a person - but you don't necessarily have to sell your soul to achieve in your field. Einstein had trouble managing relationships with his wife and children owing to his obsession with physics, so we need to be aware that mastery can come with a cost.

Focus, commitment and balance are the keys;

Focus on the greater good you can do that stirs your soul. Commit to taking action and weathering the blows to progress and balance this against what we need to feel nurtured, loved & safe

Be great, be all of yourself..

**"If people knew how hard I worked
to gain my mastery, it wouldn't
seem so wonderful".**

Michelangelo
Italian Renaissance Painter, Sculptor & Architect



Jason's thoughts...

Creative endeavour can be exhausting. It involves firing-up the mind, stimulating the senses and exercising the body to bring the idea to life.

But what's the alternative? Not creating? What does that involve? Sitting, waiting, boredom...that can be tiring too (often more so!).

I'd rather be tired from trying to make something new & great happen than from allowing the life to seep from me

..

"When you can do the common things of life in an uncommon way you will command the attention of the world"

[George Washington Carver](#)
American Scientist, Botanist, Educator



Jason's thoughts...

We all know of someone who, despite their job role or position, has made an indelible impression on us by the way they did what they did.

It may have been a bus driver, a post-office clerk or even your lawyer; whomever it was, they found a way of doing their job which lifted them above the rest, which made them seem especially talented.

What were they doing different to the rest?

I would suggest that they had fully immersed themselves their role; not just their body, but their mind & spirit as well. They were what they did and, when this happens, we cannot help but surrender our deepest respect and admiration to them

"Discontent is the first step in the progress of a man or a nation"

[Oscar Wilde](#)
Irish Writer, Poet



Jason's thoughts...

We all feel crappy at times; maybe with work, maybe with the way we approach our health - there always seems to be something that we feel may not be right or could be better.

But is this necessarily a bad thing? Feeling discontent can often be the first rumblings of a forthcoming positive change in our lives. It's our subconscious tapping us on the shoulder and saying 'Oi! Time to let go and grow!'

Instead of beating yourself up or blaming others - why not take it as a early warning signal that you need to make some change. Take charge and remember to thank your intuition for the heads-up..

**"All good is hard. All evil is easy.
Dying, losing, cheating, and
mediocrity is easy. Stay away from
easy".**

[Scott Alexander](#)
British millionaire



Jason's thoughts...

Life can be hard, it keeps on asking you to do more, be more, love more.

And just when you think you are getting the hang of it, you find yourself facing a new challenge, something that will test your emotional, physical or spiritual resolve to it's very limit. The 'past you' may not have been ready for this, but the 'present you' is primed and capable; you have earned this challenge and through it you will open to your next stage of evolution.

Of course there is an alternative: refuse and resist the work. Deny yourself the lesson. Take the easy way out. Just be aware that the easy way becomes the hard way as days roll on....

"Things won are done, joys soul lies in the doing".

[William Shakespeare](#)
English Poet & playwright



Jason's thoughts...

Shakespeare had a knack of tapping into an almost spiritual context in his work, which I think is what makes it so beautiful.

'Things won are done' refers to the attainment of a goal; once it is achieved it become past tense - it's moving away in the rearview mirror. The joy (joy's soul) rests in the activity, the application of your focused energy - this is the creative force that shapes & changes the world.

Focused doing connects to the present moment, which in turn connects you to joy.

**"The really idle man gets nowhere.
The perpetually busy man does
not get much further".**

Anonymous



Jason's thoughts...

We live in a frenetic world, often full of bluster and mental clutter. We feel we must Do, DO, DO to get what we want; so long as we are DOING we will be achieving.

But is this really so?

Simple doing has no impact if it is not connected to being. The world will not stop if you slow down, in fact it may even start making sense... Take time out to connect with life; with nature, with silence . Like a tree, you cannot grow tall and not grow deep. Don't stop watering the roots for the sake of reaching the sky.

Focused doing connects to the present moment, which in turn connects you to joy.

"All truly successful action comes out of that field of alert attention, rather than from ego and conditioned, unconscious thinking".

[Eckhart Tolle](#)

Writer, Speaker & Spiritual Teacher



Jason's thoughts...

We often rush around our daily affairs with much blow and bluster trying to tick everything off our to-do list, while the results and significance we crave stays at arms length away. Like the frustrated driver zooming in and out of traffic trying to get ahead - only to be caught and passed by those drivers who are more connected within themselves and their situation.

When true success is desired, one must be prepared to slow down - even when faced with an environment that is urging you to accelerate further. We must try and decouple ourselves from our runaway thinking, breath deeply and compose ourselves.

Only then are we ready and able to sieze those opportunities that we've been searching for - which only seconds before had been but a blur on the landscape.

"Failure should be our teacher, not our undertaker. Failure is delay, not defeat. It is a temporary detour, not a dead end. Failure is something we can avoid only by saying nothing, doing nothing, and being nothing".

[Denis Waitley](#)

Motivational speaker, writer & best-selling author



Jason's thoughts...

I am a failure. I am a success.

Both of these statements are impostors. We are conditioned to see success as 'good' and failure as 'bad'. We see ourselves somewhere in between - striving towards success and struggling to avoid failure. That sounds like a lot of effort, huh?

Maybe we should change the meaning of failure and success to simply 'FEEDBACK'. If we are getting good feedback we know we are heading in the right direction. If we are getting not-so-good feedback we may need to change our approach.

Instead of being winded by 'failure', use it to lift you higher & take your further.

**"In order to discover new lands,
one must be willing to lose sight of
the shore for a very long time".**

[Andre Gide](#)

French Author and Nobel Prize winner in literature



Jason's thoughts...

The shore is familiar, comforting while the vast ocean; intimidating, uncertain. But life is lived best when we are riding the waves, following the wind, scouting for adventure.

There is no point pining for a better job, partner or life but then refusing to embark on the physical or emotional journey required to bring them closer. This is how dis-ease starts.

So weigh the anchor and hoist the mainsail - your destiny awaits!.

"One can choose to go back toward safety or forward toward growth. Growth must be chosen again and again; fear must be overcome again and again".

[Abraham Maslow](#)
Noted Psychologist



Jason's thoughts...

Which way to go? The easy way or the road less travelled?

Most of us prefer the easy way i.e. just relying on what & who we know already. One would think that should suffice (and maybe once it did).

But as a tree grows, we must also grow. A tree cannot simply stop for a while - it must unfold and stretch skyward just as it's DNA intended, and so must you.

So be curious, try new things, meet new people, stretch yourself. Soon you will find you've grown taller - and become more alive.

Thanks for reading!

Pursue Mastery - Be Happy

When we do something well at work, we feel great; and when we feel great, we tend to produce great results.

Seems simple doesn't it?

But all too often we slip into the mindset of work as something we 'have to do' rather than 'choose to do'. We see our work as separate from us, something to get through in order to reach our sacred 'free' time.

We settle for 'good' or even 'mediocre' rather than striving for mastery and, in doing so, start finding work less fulfilling and our energy draining away. We start blaming work for our ills and lack of motivation rather than looking at ourselves and our mindset towards our tasks at hand.

I believe that it's the work in front of us offers us the best chance of experiencing personal growth, career progress and happiness. By switching our mindset to one of the pursuit of excellence and task mastery, we are able to re-energise ourselves; we are able to take more control and create new opportunities that move us away from 'alienated doing' and towards 'awakened doing', where what we do becomes an expression of who we are.

We become more focused, more energised and more productive. We start inspiring others to perform by simply doing what we do well.

This is all summed up in my mantra: Don't 'Just Do it' - Do it with FLAIR!

Go on - be AMAZING! (you know you want to..)

“Flair comes from a perfect marriage between our skills, the challenge and a feeling of one-ness .”

For any comments & feedback please feel free to contact me on jason@theflairguy.com.au.

Cheers! Jason