



DENTAL BUSINESS

Judy Kay Mausolf

The Power of ORANGE

(Optimistic Radiant Attitudes Nurture Good Energy)

A positive attitude is important in any profession

My husband Steve, teases me about living in an orange bubble. Those of you who know me know that the color orange plays a big part in my life and how I brand myself. In fact, I often receive orange gifts from friends and colleagues, which I love.

So, what is the “Power of ORANGE?” Well different colors generate different energy and emotion. The color orange creates feelings of happiness and positive energy. I surround myself with orange to inspire happiness and positive energy. A happy and positive attitude is one of the core values that defines how I live my life. Because I am an acronym addict, I felt the need to come up with one for ORANGE—“Optimistic Radiant Attitudes Nurture Good Energy,” which is simply about having a positive attitude to create good energy in your life. In other words, if you radiate an optimistic attitude, you will nurture good energy in your environment.

So why should we care about radiating a positive attitude? Well, you may have heard our attitude determines our altitude in life. Our attitude affects our altitude by creating positive or negative energy in the environment around us. This energy we create can generate either our success or our failure based on the Law of Attraction. The Law of Attraction is like seeks like based on the frequency of energy emitted. All energy has different vibration frequencies. Positive energy seeks other positive energy with the same frequency and negative energy seeks other negative energy with the same frequency. I would like you to think about a day when your world seemed friendlier. Maybe the birds sang louder, the sun shone brighter, and people even let you merge into traffic. We have all had one of those days when we think “Wow, if every-

day could be like today, it would be awesome.” Maybe they can be. I wonder what your role was in that day and what mood you were in when it started? I wonder what you were wearing, how it made you feel, and if you were smiling? When we feel good about ourselves, we radiate positive energy. The energy we put out there always resonates back to us. We do create our environment whether it is positive or negative.

Not only does attitude affect our environment, it also affects our health. Bad attitudes are harmful to our health. Whether we are the giver, the receiver or even just in the vicinity, consistent negative thoughts, words or actions, such as anger, gossip or complaining, change the electricity in our brain, which changes the energy in our body. The organs that need that energy are no longer nourished and they get disease and sometimes they die. Our attitude is everything in creating a happy and healthy environment.

I am often asked how I stay so happy and positive. I will share with you that it is not only because I meet nice people. I meet some of the same people that you meet who are not always so lovely. It's also not because my life is perfect or that everything is easy. I have had many difficult times and things don't necessarily go my way. Instead it is a choice I make every day. It's a choice to be happy and positive regardless of what may come my way. I choose to smile and impact others in a positive manner regardless of what is happening.

I created two orange rubber bracelet bands as a reminder that I have a choice to be positive and happy. One reads “Smile and Shine” and the other reads “Got ORANGE?” I wear them every day. They are available on my website at www.PracticeSolutionsInc.net. Smile energy is extremely powerful and wide-spreading. A smile instantly

“ Here is the biggest secret about staying happy and positive in difficult times.

It does not take any super powers or anything special. It is simply a clear understanding of the power of focus.”



creates positive energy in the environment and uplifts the mindsets of the giver, the receiver, and everyone in the vicinity.

Sometimes life can seem difficult. Here is the biggest secret about staying happy and positive in difficult times. It does not take any super powers or anything special. It is simply a clear understanding of the power of focus. “Our focus creates our attitude.” If you focus on the positive you will have a positive attitude. If you focus on the negative you will have a negative attitude. Find a reason to be happy and feel good everyday and you will be. It is simple but not easy to do. Focus on the positive. Focus on what is good and right regardless of how simple, normal or mundane it may seem. See the value in even the little things in life. Practice giving thanks and praise daily for what is already in your life.

The hard part is that it is our human nature to emphasize the negatives and downplay the positives. We are drawn to the negative. Just look at the news and the shows that get coverage in the newspaper, magazines and TV. Drama and negativity draw the biggest following. There are very few shows that highlight the positive. Negative is what sells. The sad truth is it is not in our nature to focus on the positive.

However, we can change that by developing SPF—“A Super Positive Focus.” (I told you that I was an acronym addict.) We need to focus on what is already in our life

and our world and appreciate it. It becomes much easier to do this if we embrace these simple facts:

- Life is uncertain
- Life is unexpected
- No one owes us anything
- Life changes in a moment

Once we embrace these facts, we will learn to appreciate what we have and what is regardless of what has happened and what *isn't*. Regardless of how difficult a situation may get you can always find something positive to focus on. Even if the only positive is the lesson learned.

Words that label have tremendous impact on our attitude as well. We have to be careful on how we label the relationships, events and outcomes we have in life. If we label something as bad it becomes our belief and we manifest feelings and emotions that support the label of bad. I find using the word “interesting” instead of “bad” takes away the negative power.

Our beliefs of positive and negative are based on our past experiences. If we do something and we have what we believe to be a negative outcome, we will label it as negative. Yet we may have an entirely different outcome if we attempt to do it again. For example, a few years ago, I went on a hot air balloon ride over Napa Valley for my 50th birthday. It was serene and wonderful. I am

even afraid of heights, but I would do it again in a heartbeat. I would label it as a very positive experience. However, the following day the winds came up unexpectedly and the balloons had a difficult time landing. I may have labeled it as negative had I gone on that day and most likely would never consider going again. The great news is we can change our belief from negative to positive when we add new experiences that our positive.

Truthfully, how can we label something as good or bad if we don't know the end? None of us have a crystal ball. So how do we really know if something is good or bad? There have been many things in my life that at the time seemed interesting that actually turned out generating a very positive outcome. Haven't we all thought or said this is going to be bad at one time or another and yet it turned out to be one the best things to happen to us?

The bottom line is that a positive attitude is really just a skill set that we can learn to develop. Choose to be ORANGE and radiate an “Optimistic Radiant Attitude to Nurture Good Energy” in your life!



Judy Kay Mausolf is owner and president of Practice Solutions Inc (www.PracticeSolutions.net), as well as a dental practice management coach, speaker and author. She coaches dentists and managers who want to be better leaders, get their teams to work together better and ultimately grow their practice. She is President of National Speakers Association Minnesota Chapter (2012–13), and a member of the National Speakers Association, Academy of Dental Management Consultants, Speaking Consulting Network and an Advanced Transformational Trainer TM. She is author of Rise & Shine; An Evolutionary Journey to Get Out of Your Way and On Your Way to Success, and a contributing author for The Progressive Dentist, Dental Economics, AGD Impact, First Impression, Pink Tooth and the Observer. She also publishes a monthly newsletter entitled Show Your Shine. She can be reached via e-mail at JudyKay@PracticeSolutions.net.