



The Holocaust Memorial in Berlin, Germany

### Winning and Success

Winning is not success. We are wrong to equate them. Winning does not make us a success. Winning is a byproduct of success. Never forget the order they come in. As Holocaust survivor, psychologist and author, Viktor Frankel highlights in, “Man’s Search for Meaning,” success is the attainment of becoming the best version of yourself. This requires growth and discomfort is the catalyst for our doing so. To succeed, to become the best physical, mental, emotional and spiritual version of yourself as an individual and as a team, requires discomfort.

However, instead of welcoming discomfort, we make excuses: we don’t exercise because we are so busy at work. We don’t finish a work assignment because of other assigned tasks. We yelled at our spouse or child because *they* did something to upset us.

To be the best teammate and best team leader that we can be on all the teams of which we are privileged to be a part requires energy. The more we exercise, the more energy we have. It will be uncomfortable to do so though. 5AM always is. If we have a work assignment and are assigned other tasks, the best version of yourself still accomplishes the assignment on time. To do so will require us to sacrifice. Our doing so though and handing in that assignment on time



develops trust and trust is the foundation of every relationship. The best teammates trust each other implicitly. Developing it *is* uncomfortable though. Sacrifice always is. If we are going to be the best teammate and best team leader that we can be as a spouse or parent and our spouse or child does something that upsets us, rather than blame them, take 100% responsibility.

Responsibility does not mean that you are at fault, or to blame. It means that you have an ability to respond. Response- ability. Furthermore, if a spouse or parent takes 100% responsibility, it does not mean that their spouse or child can't also take 100%. In fact, if only one member of a team takes 100% responsibility and the other takes none, the outcome will only be 50%. That team will fail.

The goal isn't to "win," an argument with our spouse or child. The goal is a happy marriage and loving family. This requires growth. Constant growth. And discomfort. Thankfully, success will be a by- product of that growth: success in our marriage, our family, athletic team or corporate organization. Success in our life.

All of us are challenged throughout them. Thankfully, never as much as Mr. Frankel and the members of his Jewish faith living in Europe during World War II, but we still experience adversity. We get sick. We are wronged. We are laid off from our job. We get injured. Covid. We experience hardship and suffer loss. Our ultimate success, our ability to become the best version of ourself as an individual and as a team is not determined by those challenges. Rather, our success is determined by our response to them. Rather than a focus on *winning* those challenges, focus on growing from them. Our ultimate success will be a by- product of our doing so.

As Mr. Frankel points out, man built the gas chamber. Never forget that it was man who walked into them unbowed.

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