



weLEAD Book Review

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Pivot

How One Turn In Attitude Can Lead To Success

Peak Performance Publishers - 2006 (186 pages in hardback)

Author Dr. Alan Zimmerman

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Dr. Alan Zimmerman is a *performance* consultant who energetically believes in the transforming power of a positive attitude. It is a basic and ancient philosophy that understands we must change our *inside* before we will be able to change the outside in a positive way. Steven Covey has taught for years that *principle-centered leadership* must have an “inside/out approach” to life. Dr. Zimmerman has also taught for over twenty years an authoritative message regarding attitude and success.

Pivot is a book that consolidates Zimmerman’s experiences and teachings to thousands over many years. As he states in the book’s introduction,

“I’ve noticed that attitude makes a huge difference in determining a person’s level of success in life. In fact, attitude seems to make a bigger difference than age, sex, race, education, circumstances or any other factor. Two people can have the same background and face the same situations, but experience very different outcomes. It’s all about attitude.”

As a book, Pivot covers *three* important points. These are how to *recognize* a wrong attitude in yourself, how to *develop* the right kind of approach to life and situations, and how to *maintain* a productive attitude. The first three chapters discuss what a “wrong attitude” is and how to recognize it in yourself. Many individuals have harbored negative thoughts and feelings so long they fail to recognize how detrimental they are to personal growth and achievement. Chapters four through seven teach the reader how to develop a positive approach to life and situations. The emphasis here is that even *with* problems and major obstacles, the positive person is able to stay motivated and “upbeat” with the right viewpoint. Finally, chapters eight and nine reinforce how one can maintain a positive attitude in spite of all obstacles.

Each of the nine chapters in the book presents a *single* quality or discipline that dovetails nicely with the overall purpose of the book. For example, in chapter 8 entitled “Worry”, the author communicates how to overcome the guilt and emotional burden that plagues so many people and stunts their potential. Zimmerman is also not afraid to discuss the importance of spirituality in life and the benefits it offers. This chapter, like many others, also provides *exercises* or a *plan* to develop the quality discussed within the chapter.

Pivot is a motivating and inspiring book. Not only does Dr. Zimmerman spice it with many of his own experiences, but you will finish it feeling *your* life can... and will... be better for having read it. Even if you consider yourself a positive person, the principles and content of Pivot will reinforce and energize your perspective on the world. Heaven knows... we can all use more of that!

weLEAD Rating – highly recommended

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