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Scripture passages marked TNIV are from today's New International Version®. TNIV®. Copyright © 2001, 2005 by the International Bible Society. It's being used with Zondervan's permission. All rights reserved. The litv-marked scripture quotation comes from a literal translation of the Holy Bible. Copyright © 1976-2000 by Jay P. Green Sr. Is used with the permission of the copyright holder. Courtesy of Sovereign Grace Publishing and the World of Christian Literature. The Redhead, my 62-year-old fiancée, the only woman I've ever loved, and the most important person in my life, loves you very much, sweetheart. Zig Ziglar dedicates this book to my beloved husband, James C. Norman. He's the most important person in my life. His sense of humor gives me great pleasure, but it is his wisdom and spiritual strength that honors me, admires and loves me. I feel safe in his love, and every day I treasure what belongs to us. Julie Ziglar Norman Content Foreword: Tom Ziglar Introduction: Zig Ziglar 1 The Fall and the Future 2 We are all linked to the fight with Megan Mellquist, Paula Reed, Bernie Lofchick 3 To Embrace is to accept Art Anderson 4 Transparency Tamara Lowe, Julie Ziglar Norman 5 Physical Struggles with Elizabeth Witmeyer, Logan Shannon 6 financial struggles Logan Shannon, Richard Oates, Michael Godwin, Dave Ramsey, Christian Community Action 7 Three Mothers , Three fights Gail McWilliams, Kristi Brown, Deborah 8 from addiction service John Plank, Pam, Preston Dixon 9 lives changed immediately with Mike Powers, Orphan Kennedy, Randy Welch, Charles Keith Hawkes 10 Marriage Struggles Sharon and William Cothron, Linda and Gary Van Buren 11 My Family's Struggle with My Struggle Julie Ziglar Norman, Cindy Oates, Tom Ziglar, Katherine Lemons 12 Spiritual Struggles Kristena Smith-Rivera , Owen Arnold, DeDe Galindo, Bill Blain 13 Battling Disease and Grief Dennis and Marilyn Faulkner, Laura Johnson (Reichert) 14 Life on Life's Terms Jodie Butler, Bill McArthur, Laurel Marshall 15 The Future in God's Hands Van Zig Ziglar Accolades foreword Zig Ziglar, my father, the struggle is now a struggle so deep and so real that sharing with you I think it will be full of hope and encouragement. The gift that God has given Father is the gift of encouragement and the ability to pass hope to others that they will rise above whatever circumstances they are in. Like dad always said, knocking him down in life is a given. Getting up, starting from where you are, and moving forward, is a choice. On March 7, 2007, our family experienced what Dr. James Dobson calls a sudden. I was out of town when I got the call. I got numb listening to my sister Cindy's voice. Dad fell down the stairs. He's got a severe head injury. Suddenly, our family joined millions of other families in similar circumstances, and life changed a lot. Dad, at the age of eighty, lost the vitality for being famous; he is no longer even with the energy and agility of a 65-year-old man. Almost overnight she aged fifteen-plus years and so began the struggle to live together and overcome the effects of a brain injury. In the following weeks they were nervous too as we figured out the impact of the accident and the opportunities for recovery. The calendar was filled with doctors and several doctors. Life changed quickly. But the most amazing thing was that Dad's attitude hasn't changed. I knew everything hurt, that he fell down a 16-step staircase to a marble floor. I saw that his balance had deteriorated and his short-term memory was very short, as he used to say, but he was still so optimistic and, if possible, even more loving than before the fall. As always, he was more worried about us than he was about himself. Focus on what you are, not what you don't. I've heard that a hundred times dad said that. It's not what happens to you that matters, it's how you react to what's happening to you. Go as far as you can see, then keep looking. These are the words my father taught me and the words he lives in every day. And that's why I'm so excited about the book. My father is once again using his circumstances, however unfortunate they may be, to encourage others in their own struggles. As my sister Julie says, she is willing to be transparent and she will continue to write and talk because she wants to show the audience that life in terms of life is worth living. Life may never be the same again, but that doesn't mean it can't be just as wonderful and satisfying, in a whole new and different way. I wish you, as you cross this book, to count your blessings until your gratitude is full, and if you are someone you love, I will fight bravely, for as the Ziglar family has learned, it is in the depths of the struggle that God will declare His eternal blessings. Embrace the fight, Tom Ziglar Proud Son Zig Ziglar Embrace the Struggle Introduction I'm convinced that over the past year the vast majority of people have been struggling with some kind of concern- personal, family, business, health, relationships- whatever you want. I know for sure! It seems that the struggles just happen over time. The question is, how do you handle them? Over the years I have spoken and often written about how to overcome negative situations, but as a motivational/inspirational speaker and author, I personally have spent most of my time focused on how to achieve the next positive achievement. In the past, I think I've given you an honest and realistic view of how to deal with struggles, but as you know, what we know is the result of what we've learned. And the things we learn firsthand have a much greater impact on us and better position us to help others deal with similar circumstances. In fact, the Bible says this is right: Blessed be the God and the Father of our Lord Jesus the Father of mercy and the God of all comfort who comforts us in all our trials so that we can comfort those who are in any trouble with the comfort with which we have comforted ourselves (2 Corinthians 1:3-4 NKJV). Until now, my biggest life struggle has been the death of my 46-year-old daughter Suzan. I wrote extensive confessions of a Grieving Christian about how he wrestled with my grief and how God comforted me. Not surprisingly, the book was one of mine that generated most of the letters from readers. Why? Because this topic directly addresses an emotional struggle we all end up facing in our lives. You don't usually read books about grief unless you're grieving. And you're not usually attracted to a book about fighting fights unless you or someone you love is in the middle of a fight. If he finds this to be your case, then my friend is reading the right book! I know beyond a reasonable doubt that the personal struggle I've been going through since my fall has given me insight that I couldn't have done otherwise. I've been overwhelmed over and over again as I have discovered that the principles I have taught over the years apply to current circumstances are more complete than I have ever been in my life. And, amazingly, the simplest concepts have all proved to be the most applicable life buoys to me. The pages that follow this introduction are full of inspirational stories about individuals who have faced struggles and not only survived, but have lived a much more satisfying life than they had ever experienced before their struggles began. Many of the stories come from individuals who, hearing about my brain injury, sought to encourage and comfort me with the comfort God had given them in their struggles. I will share with you the principles and scriptures that have served as a lifeline to me and explain how I applied them in my struggle. You will hear that my fight has affected and influenced the life of my wife, the redhead (When I talk about it, I call her the Redhead. When I talk to him, I call him Sugar Baby. His name is Jean.), my son Tom, my daughters Cindy and Julie, and my grandson Katherine. You can also find out how this has affected my speaking career, my writing, and the wonderful staff I'm happy to have with our company, Ziglar, Inc. In my personal struggle with health, but this book deals not only with struggling to create physical barriers, but also with financial, psychological, family and relationship struggles. This book is about living life on the terms of life. It's about knowing what can and can't be changed, and learning how to live your life is an enthusiastic expectation of what's left to do. Where there's a fight, there's life. We should be grateful for that. 1 The fall and the future I get many ideas when the lights go out at night and it gets very quiet. Sometimes when, when lie down to sleep; other times I wake up with an idea of racing through my head. But regardless of when an idea comes along, I've made it a habit to get out of bed and write down the idea before it disappears in my dreams. You should do the same. I also made it a habit not to disturb redheads if I could help it, and that night was no exception. I quietly slipped out of bed and hurried towards my office, which is across the hall and to the right of the head of the stairs. As always, I didn't turn on the lights. I've traveled this road a thousand times in my twenty-two years in our home. However, in those years I have never accidentally put my left foot down where the second floor ended and the first step down the stairs began! Let's just say this misstep has more than disturbed the Red Hair. Most of what I write at this point is the information my family spent on me after the accident. Since I was unconscious for a few minutes, I can't remember what happened at all after I fell, but from what the Redhead said, he grabbed the phone and dialed 911 as soon as he realized I was falling down the stairs. An ambulance was sent and help was in the house a few minutes after my fall. The call, while the paramedics were watching over me, the redhead called our kids. By then, it was around 10:30 p.m., so seeing our names on the caller ID at that hour caused fear in our children's hearts. And this time, I regret to inform you that your fear has not been unfounded. My son, Tom, refers to that night as the night he got the call. I'm sure we all had a call at one time or another and relate to what our children were experiencing. I am grateful that all three of them, including Tom, who was out of town, rushed to the hospital to help their elderly parents—that's what I call them when I call you half-banter and half-relieved that our children are hovering around us, willing and willing to help. Over the next few hours it became apparent that my left side took the brunt of my fall. When I landed at the bottom of the stairs, I hit my head on the marble floor and slammed into the front door. Please do not ask for a reenactment-you get the picture! I had to spend a few nights in the hospital, so the doctors could monitor the two areas where my brain was bleeding, and I needed some time to get used to the positional dizziness I started to experience about twelve hours after I fell. Amazingly, I didn't suffer broken bones, but I can attest that I was a sore and dizzying guy! What we didn't know when I finally left the hospital was how seriously it

affected my short-term memory. Sometimes it's nice to be a little puzzled. Everyone in the family had enough time to adapt to the fact that my short-term memory is very, very short. Now we are all learning how to live with this fact. Life changes. On March 7, 2007, my life changed in a simple, wrong place. Some people would say, the worse, and human norms would be absolutely right. Fortunately, and I can assure you that this is no coincidence, the only verse I have written in most of the books that I have asked to be autographed, the poem that I think encourages people most in the midst of the Troubles, Romans 8:28, We know that all things work together for the good of them, that they love God, to those who are called according to their purpose (KJV), this is the verse that allows me To know that God will use this season of my life, it is difficult, though it may be, for His glory and my ultimate benefit. By human standards I fall down the stairs and have dizziness and brain injury, which makes my short-term memory loss seem to dictate the end of my long and much-loved career, but I'm here to tell you that even with my problems, my life is more inspiring, interesting, and more fulfilling than ever. For me, when life doesn't take an unexpected turn, it's somewhat like taking a hike on a new trail; I can't wait to see what's at the next turn. If the advanced gets really rocky, I might start hoping smoother ground is just ahead, or that I'm close to the end of the track where I can take a long desirable opportunity of the gruelling journey. But the eager anticipation that we have yet to do what God has planned for me and my life never fluctuates. I trust him. I trust my family, too. Many years ago, I told my family that I was worried that maybe they wouldn't notice me if I started losing my edge and my speeches weren't as effective as they should be. I didn't want to embarrass myself, so I asked them to promise to tell me if they ever thought it was time for me to give up the stage. As I got older and started experiencing some of what I would call the usual memory loss that happens when we pass the age of fifty, sixty, and then seventy, my kids often check on me to make sure I was still able to perform. Luckily, they were discreet, and until after the accident, I didn't even know they'd started checking me out regularly. They took their job seriously, and I'm glad they did. It is true that as I approached the age of eighty, I began to rely on notes to help keep my place as I spoke. But I realized that most people rely on notes by the time I'm eighty, so I'm not at all worried that my audience will perceive my occasional pass to the podium to refer to the sketch. My daughter Julie reviewed the DVD of the Get Motivated seminar engagement I made in San Bernardino, California, on March 6, 2007, the day before my accident, and she assures me that I'm still completely theatrical at this point. Unfortunately, my brain injury had such a profound effect on my short-term memory that the ability to refer to the sketch was beyond me. I was able to look at the sketch, but I couldn't remember the last point I made. To add insult to the damage, the vertigo vertigo

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