
GRAY MATTER

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“Obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it.” (Michael Jordan)

Dear Valued Reader,

The concept of Pumps vs. Drains has helped me with both my financial and physical health. Traditionally, business / financial gurus talk about pumps and drains in reference to money in vs. money out. **Pumps = Things that make money Drains = Things that cost money**

It's a simple and very effective concept, eliminate drains and create more pumps. To be financially fit, pumps must drastically exceed drains. I use this concept with my diet and nutritional habits.



Pumps = healthy food that gives vital energy

Drains = Junk food that pulls down vital energy



Looking at food in this manner adds a new perspective on the food that we eat everyday and can help us make better nutritional decisions. Another valuable way that we can use this concept of pumps and drains is to look at the effect we have on others and the effect that others have on use.

Pumps = People that are positive and give off positive energy

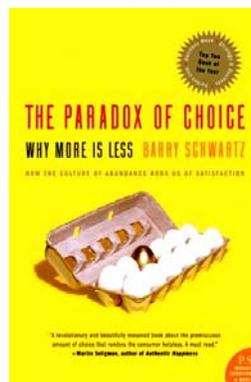
Drains = People that drain energy or give off negative energy

If we are positive, we give off positive energy and therefore create a positive environment that people want to be in. On the other hand, if we are a drain, we make ourselves and everyone around us miserable. I have made a rule for myself to not only be as positive minded as possible but to eliminate the negativity and negative people in both my personal and social life. **The rule is simple- If you're a pump of positive energy, you're in! If you're a drain of energy, you're out!**

I have always been a happy person but have found that I'm even a happier person now that I have eliminated the negativity in my life. As you can see the concept of pumps vs. drains is a valuable concept to apply in all aspects of your life. Put it to work

Your Coach Has Spoken,
Fritzie Villegas

READ



LISTEN



WATCH



ATHLETE OF THE MONTH
Gretchen Bleiler (Snowboarding)

FRITZIEISM

Friends may come and go, but enemies accumulate. Whoever forgives ends the quarrel. So choose being kind over being right.