

FOR THE LOVE *of* IT

WITH DEWITT JONES

WORKBOOK

For Evaluation Only
NOT TO BE USED FOR TRAINING



For The Love of It

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For The Love of It Workbook

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Welcome to For The Love of It

“Dewitt, begin each day with a full cup!”

That’s what my mom used to tell me. And every year, this idea becomes more and more important to me. To live my life with passion. To have a full cup. And to love what I do. It is so critical to have things in my life that fill me with energy and joy. For me, it’s the people I meet. It’s my family. And it’s my photography.

While not everybody can do what they love for a job, most everyone can certainly love what they do! Because loving what you do is about an attitude. It’s about finding the positive in what you do and focusing on that. Although it is not always easy, it is possible. And when you do work for the love of it, you will serve as an inspiration to those around you.

Another important element of living with a full cup is expressing gratitude. Because the more we are grateful for, the happier we will be. I thank you for your interest in *For The Love of It*.

I wish you all the best!

A handwritten signature in black ink that reads "Dewitt Jones". The signature is written in a cursive style with a large, sweeping initial "D".

Dewitt Jones

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About Dewitt Jones

Dewitt Jones is one of America's top professional photographers. Twenty years with National Geographic photographing stories around the globe has earned him the reputation as a world-class photojournalist. As a motion picture director, two of Dewitt's films were nominated for Academy Awards.

In the business community, Dewitt's work is also well known. He rose to the forefront of creative marketing by photographing national advertising campaigns for organizations such as Dewar's Scotch, Canon, and United Airlines.

Dewitt has published nine books including *California!* and *John Muir's High Sierra*. His most recent book, *The Nature of Leadership*, was created in collaboration with Stephen R. Covey.

Speaking to audiences across the country, Dewitt is recognized as a renowned lecturer. His genuine style and ability to communicate with audiences make his presentations truly outstanding. Dewitt's inspirational messages are further discussed in his best selling training programs.

Dewitt graduated from Dartmouth College with a B.A. in drama and holds a Master's Degree in filmmaking from the University of California at Los Angeles.

To learn more about Dewitt Jones, please visit www.dewittjones.com.

Dewitt Jones Training Films

Everyday Creativity

How do we look at the ordinary and see the extraordinary?

Join Dewitt Jones in his best selling training program, *Everyday Creativity*, as he shares inspirational stories and stunning examples of his work, using the camera lens as a metaphor. Viewers will learn that creativity is not about being artistic, but about an attitude! An attitude that can change our perspective, invite limitless opportunities, and help us see the extraordinary.

KEY CONCEPTS:

- Creativity is a matter of perspective.
- There's always more than one right answer.
- Don't be afraid to make mistakes.
- Learn to break the pattern.
- Reframe problems into opportunities.
- Train your technique.

Celebrate What's Right With The World

In *Celebrate What's Right With The World*, Dewitt Jones asks:

Do we choose to see possibilities? Do we really believe they're there? He assures us that we will only see it when we believe it. And when we believe it, we will find possibilities that give us the courage to soar.

KEY CONCEPTS:

- Believe it and you'll see it.
- Recognize abundance.
- Look for possibilities.
- Unleash your energy to fix what's wrong.
- Ride the changes.
- Take yourself to your edge.
- Be your best for the world.

Focus Your Vision

How can we find our direction, our purpose? When we combine our energy and passion with our focused visions, we give ourselves direction and power. *Focus Your Vision* encourages us to develop our visions and turn them into reality.

KEY CONCEPTS:

- Keep your vision focused.
- Stop, look and listen.
- Hold onto the best, let the rest fall away.
- Trust your intuition.
- It's not trespassing to go beyond your own boundaries.
- Make your vision big enough.
- Do you have juice in your camera?

Using the Workbook

The workbook examines the concepts presented in *For The Love of It*. As you watch the program and go through the workbook, think about how the concepts apply to you and your organization.

The workbook was designed for you to use individually or with your group. It corresponds to the leader's guide and follows the format described below:

Presenting the Concept

- KEY CONCEPTS:** The key concepts are training points taken directly from *For The Love of It*.
- FROM THE FILM:** A quote from the program.
- CONCEPT INSIGHT:** General information about the key concept.
- QUESTIONS:** Questions to reinforce the message.

Activities

The activities reinforce the concepts learned in the program. Many of them correspond to the leader's guide.

Program Reference

A section with information about details found in the program.

Two Tramps In Mud Time by Robert Frost

A copy of the poem Dewitt Jones references in *For The Love of It*.

The Key Concepts

Listed below are the key concepts explored in the program and further explained in this workbook. The workbook includes comprehensive information on each training point, as well as questions you can answer to help apply these concepts to your situation.

Key Concept 1: Begin With A Full Cup

Key Concept 2: Find Guides

Key Concept 3: Act As If

Key Concept 4: Express Gratitude

Key Concept 5: Make A Contribution

Key Concept 6: Pass It On

Key Concept 7: Chase The Light

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KEY CONCEPT 1 Begin with A Full Cup

FROM THE FILM

Mom used to say to me, “Dewitt, begin each day with a FULL CUP.”... And she’s right, she’s right because, ultimately, love is about passion and passion is about energy. And if we’re going to fall in love with what we do, we need all the energy we can get.

—Dewitt Jones, *For The Love of It*

Program Insight:

Why do we go to work everyday? There can be any number of reasons. To make money —that’s probably the biggest one. Good insurance. Vacation time. Stability. But what about the other reasons we go to work? A sense of accomplishment. Motivation. Relationships. Can the two ideas mix? Absolutely.

Perhaps you only need to change the way you look at what you do to fill up your cup. To find your passion. Consider the contribution you are making to your organization and your colleagues. Consider the relationships you are building!

While it is not always realistic for people to do what they love, it is possible for people to love what they do. This is where beginning each day with a full cup comes in! When you have a positive attitude, when you can find your passion and come to work excited about something, anything, it can make the day so much more fulfilling. Having a full cup will provide you with increased motivation, drive, and a better ability to overcome everyday challenges.

Although finding joy in your work is important, it is also important to fill up your cup outside of work. Finding who or what it is, that connection that brings you passion and that fills your heart. There are endless ways to do this. It doesn’t matter what it is, as long as you honor yourself and your passion and do it!

It is possible to start every day with a full cup.

Questions:

What are the primary reasons you get up and go to work everyday? Are you satisfied with the answer?

If not, what can you do to change it?

Make a list of three things that fill up your cup. How much time do you dedicate to these activities or people?

How can you increase the amount of time you spend filling up your cup outside of work?

1. _____
2. _____
3. _____

In your opinion, what is the difference between loving what you do and doing what you love?

Are they equally as motivating? Is it possible to do both?

Every now and then, everyone has a bad day. How can thinking about your full cup and embracing your passion help you handle these bad days?

KEY CONCEPT 2 Find Guides

FROM THE FILM:

Want to fall in love with what you do?
Then hang out with folks who are in love with what THEY do.

—Dewitt Jones, *For The Love of It*

Program Insight:

In *For The Love of It*, Dewitt Jones says that the first thing he does when visiting a new location is to find guides. Not local tour guides, but guides who are passionate about the area, guides who have something to share. Their own unique story. He proceeds to tell the story of Ole and his enormous cabbages!

Why is it so important to find guides? Because these types of guides can share a different perspective and provide insight into a new place or experience.

While most of us do not explore new sites for our work everyday, this is still relevant to any job. Join projects and groups where the people involved have positive attitudes. Find someone within your organization who loves what they do! Someone who's passion is contagious. Someone so enthusiastic about their work that they can serve as an inspiration to everyone around them. Someone who wants to share what they know to make the organization a better and more positive place to be.

When you and the people around you have a positive attitude, it brings a higher energy level into an organization. It will enhance interpersonal connections and create a welcoming environment. On the other hand, being around people with a negative attitude can be draining. Although it is sometimes necessary to work with people who have a bad attitude, if you find yourself in this situation, set boundaries. Don't let that energy diminish your positive one.

Make an effort to find guides in everything you do, from work to family to extra curricular activities, these mentors will help you live for the love of it!

Questions:

Who are the guides in your life? Who do you look to for inspiration?

Who is the first person you would call for advice?

Do you consider yourself to be the kind of guide Dewitt Jones discusses in *For The Love of It*? If so, why?

If not, how can you act more like a guide, a mentor?

In your organization, do you tend to focus on positive or negative interactions?

When you focus on the positive, how do you feel? When you focus on the negative, how do you feel?

How can you move past negative interactions and find a positive attitude again?

KEY CONCEPT 3 Act As If

FROM THE FILM:

What I've learned is sometimes, you just have to act as though you can do it. Whatever it is! Even if you aren't that good, haven't worked out the kinks yet.

Give it a try. ACT as if you can.

—Dewitt Jones, *For The Love of It*

Program Insight:

In every job, in every home, there are projects we don't think we can do—or simply don't want to do. Perhaps it's that accounting project that's been on the “to-do” list for weeks or the phone call you've been meaning to make. Perhaps it's cleaning out that basement closet full of boxes from the move two years ago. Whatever it is, we all have them.

In *For The Love of It*, Dewitt Jones discusses how acting “as if” we can do it—whatever IT is—can help us be successful. When we act “as if” we're enjoying something, when we have that positive mindset, it can not only help us accomplish our goals, but it can also encourage the creation of a positive habit. And creating positive habits will ultimately lead to success—whether that desired goal is improved business or personal relationships, health, household responsibilities, it does not matter.

Additionally, acting “as if” is a wonderful instigator for change. As mentioned earlier, it can create a habit. It can also enhance self esteem and self confidence. When you act “as if” something is possible, it allows you to take control of a situation and make good decisions. If you act “as if,” there is no room for self doubt—you already have what you need to change or improve a situation.

Acting “as if” you are in love with something is a powerful tool to help you find joy and purpose in even the most dreaded project. Eventually, it might not even be dreaded anymore!

Questions:

What is the difference between acting “as if” you can do something and being fake? Is there a difference?

Think of a time when you had to act “as if” you were interested or involved in a project.
What happened? Did you become more interested in the project?

Think about how acting “as if” can encourage long term change in an individual and in an organization.

Most people innately resist change, internal or external. How do you deal with change?
How can acting “as if” make the transition easier?

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KEY CONCEPT 4 Express Gratitude

FROM THE FILM:

Whenever I take a photograph, I can't help saying thank you. I'm not really sure why I do it or when it started, but I do know expressing my gratitude increases my happiness.

—Dewitt Jones, *For The Love of It*

Program Insight:

In today's society, it can be very easy to live our daily lives without recognizing others. Yet, nothing we do, we truly do on our own. Almost every accomplishment, every achievement happens impart through other people. That's why giving thanks, expressing gratitude is so important.

Expressing gratitude is more than just saying "thank you." It is about demonstrating gratitude through our actions to those we work with and care about. Giving thanks shows our peers that we respect them. Additionally, expressing gratitude also provides us with a sense of fulfillment and abundance. Recognizing what we have, as opposed to what is missing.

Everyday, find something or someone to be thankful for. Something as simple as a beautiful sunset or a nutritious meal, or as exciting as winning an award or getting a big promotion. Thank the person who let you merge a little easier on the highway or the neighbor who watered your flowers without being asked. You can even look for opportunities to recognize people and give thanks. Encourage them; let them know they have your support.

When you work expressing gratitude into your daily life, you will find you are more positive, fulfilled, and happy!

Questions:

How do you express gratitude to the important people in your lives?

Think back to the important and meaningful moments in your life. Who helped you get there?
How did you thank them?

In *For The Love of It*, Dewitt Jones discusses how after every photograph, he feels an innate need to say thank you.
What in your life makes you feel this way?

When is the last time you recognized a peer for something they did? Why? How can you make an effort to give thanks on a more regular basis?

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KEY CONCEPT 5 Make a Contribution

FROM THE FILM:

I'm not going to worry about making a difference. If that happens, it happens. I'll just take the responsibility of making a contribution, the best that I can, by falling in love with what I do.

—Dewitt Jones, *For The Love of It*

Program Insight:

In *For The Love of It*, Dewitt Jones emphasizes that when he takes a photograph, he truly does it for the love of it. Not because of the money or the fame that might go along with the photograph, but for the love of it. To give others the best he has to offer.

What about you? When you are working—in the office, at home, in the community, why do you do it? Are you trying to achieve a goal? To make a substantial difference? Or are you instead, trying to make a contribution? How do you measure success?

Wanting to make a huge difference, create significant change in the community or even in the world is extremely admirable. These people are taking risks and standing up for a cause. But not everyone can do that. Not everyone wants to. And people should not feel as though they have to. Instead of feeling pressure to always make a difference, consider the importance of making a contribution.

When you make a contribution, you can do something for the experience and put your whole heart into the process. It is simple. If what you do can make one person's day a little easier or one person smile, then you have made a successful contribution. It does not always have to be about having the highest sales, raising the most money, or planning the most inspirational event.

When you work or when you follow your passion, do it because you love to do it and are looking to make a contribution. Give the best of yourself — of what you have and what you can give. And if it makes a substantial difference, wonderful. If it doesn't, that's ok too!

Questions:

In your opinion, what is the difference between making a difference and making a contribution?

Is one better than the other?

How do you make a contribution in your work? How does it enhance your organization's big picture?

Have you ever experienced a time when your contribution went unnoticed? How did that make you feel? How did you handle the situation?

KEY CONCEPT 6 Pass It On

FROM THE FILM:

Pass it on?

He nods and says: “Yes, Dewitt, when you love what you do, you pass it on.
That’s the way it is —Pu’uwai Aloha —a loving heart.”

—Dewitt Jones, *For The Love of It*

Program Insight:

Pass it on. In *For The Love of It*, Dewitt Jones talks about Uncle Jimmy, the Hawaiian paniolo or cowboy. Uncle Jimmy says, “Take care of your family by passing on what you know. Teach them how to fall in love with the work.”

Chances are good that your daily responsibilities have never involved working with livestock or herding cattle, yet the concept of passing it on is applicable to so much more than a cowboy. You have the ability to pass on what you know to your family, your colleagues, and your friends. When at work, it is teaching the new or even existing employee everything you can about your company and making a personal investment in the organization. When at home, it is about teaching your children, nieces and nephews, siblings what you know about being the best person you can be. In both instances, it is about ensuring the future and passing along all that you can.

When you pass it on, it can be an attitude or a passion. It can be a gracious, thankful way of living. It can be a positive, innovative way of thinking. As the paniolo said, “When you love what you do, you pass it on. That’s the way it is —Pu’uwai Aloha —a loving heart.”

Questions:

In your organization and in your personal life, what have others passed on to you? What have you passed on to others? Do you think that passing it on is important in your organization?

Who do you look up to? Who are your mentors? Why? How do you emulate them in your life?

What have you passed on to others in your work? At home?
How does it make you feel when you see others doing something you have taught them?

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KEY CONCEPT 7 Chase The Light

FROM THE FILM:

A lot of people think photographers wait for the light to be just right. Maybe some do. I don't. I can't. It might not ever happen. I have to take action, to follow the light... no, not follow it, chase it. Chase the light. I just can't wait.

—Dewitt Jones, *For The Love of It*

Program Insight:

In his photography, Dewitt Jones does not sit around patiently and wait for the light to be perfect. Instead, he chases it; he makes whatever situation he is in work. By taking action, whether it be using a strobe light or changing a lens, he has the ability to make less than ideal circumstances into a beautiful photograph as opposed to waiting for something that may not ever occur.

How does this relate to your work if you are not a photographer, if you aren't working in a creative endeavor? In so many ways. Chasing the light means finding what makes you happy, what can bring you joy, in your work as well as in your personal life. Instead of waiting for your situation to change or for the next promotion, instead of waiting until summer to start eating healthy or putting off organizing the family photos, do it now. Help yourself fill up your cup by falling in love with what you do, by having a positive, grateful attitude, and when needed, making the necessary changes.

Chasing the light also means understanding that we don't have the power to control everything that happens. When we have this understanding, we do not waste time on trying to find perfection, but instead, we can feel in control of our options, know where we are going, and be successful.

Perfection is illusive — because usually, once we accomplish a goal, make a change, there is something else to achieve. While this is the nature of life and this is what keeps us challenged, it is still possible to fall in love, everyday, with what you are doing. Take action everyday, have fun, and find your joy!

Questions:

Sometimes, we are not motivated to “chase the light” and take action.

How can we change this mindset and motivate ourselves to make a change or take action?

Think about the times you waited to take action. What happened? Did you continue to wait or end up taking action?

Usually, people have a hard time dealing with things they cannot control. In your work, think of a few scenarios where challenges arise that are not under your control. How can you deal with these challenges by working with what you can control?

Activities

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ACTIVITY 4 Important Lessons

Spend two to three minutes answering the following questions:

What is the most important lesson you are taking away from *For The Love of It*?

Do you believe you can fall in love with what you do? How?

What do you value in a mentor/guide?

What do you want to be doing in five years? What actions can you take to get there?

Do you look at the big picture or have a narrower perspective? Why are both important?

What are ways that you show others gratitude? What are some ways people have thanked you in the past?

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ACTIVITY 5 Pass It On

Answer the following questions:

What do you want your legacy to be?

What is your legacy currently?

What are you passing on?

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ACTIVITY 6 Loving What You Do

Use the following questions to think deeper about loving what you do.

Think of the people you know who really love what they do.

Who are they?

What do they do?

Why do you think they love what they do?

What can you learn from them?

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ACTIVITY 7 Find Your Smile Again

Consider the following statements:

Have we become so serious, so concerned about the bottom line that the only time we laugh at work is when someone emails their latest bad joke or forward?

Take a moment to think about the following questions:

When you are at work, what makes you smile?

When you are at work, what makes you laugh?

When you are at work, what makes you absolutely roll with laughter?

When you are at work, what do you do that makes other people smile or laugh?

ACTIVITY 8 A Little Tension Is a Good Thing

The difference between where you are and where you want to be can create a feeling of tension. Typically, this is a good thing. The challenge is using this tension to help you move forward and get to the place you want to be.

In this activity, use the chart below. First write down where you are, otherwise known as your current reality. Next, write down where you want to be, your intended goal.

Take as much time as you need to write down your thoughts. After you have done this, come up with steps you can take to achieve your goal.

CURRENT REALITY (WHERE I AM)	GOAL (WHERE I WANT TO BE)	STEPS TO ACHIEVE THE GOAL

Program References

In this section, you will find information about some of the topics and ideas referenced in *For The Love of It*.

Paniolos

Paniolo means Hawaiian cowboy. The story of the Paniolo begins in 1793 when King Kamehameha received the first cattle in Hawaii. For the next 40 years, the cattle multiplied into the thousands. In the 1830s, expert Mexican cattle-handlers were brought to Hawaii to teach them how to handle the cattle.

Since then, the paniolo have maintained their way of life and their culture. The term paniolo is equated with respect and admiration. They are known for their unparalleled work ethic and commitment to their family.

Maya Angelou

In *For The Love of It*, Dewitt Jones references the following quote by Maya Angelou:

“A bird doesn’t sing because it has an answer, it sings because it has a song.”

As stated on the website www.mayaangelou.com: Maya Angelou is hailed as one of the great voices of contemporary literature and as a remarkable Renaissance woman. Being a poet, educator, historian, best-selling author, actress, playwright, civil-rights activist, producer and director, Dr. Angelou continues to travel the world making appearances, spreading her legendary wisdom.

A mesmerizing vision of grace, swaying and stirring when she moves, Dr. Angelou captivates her audiences lyrically with vigor, fire and perception. She has the unique ability to shatter the opaque prisms of race and class between reader and subject throughout her books of poetry and her autobiographies.

Random Acts of Kindness

In *For The Love of It*, Dewitt Jones references the book *Random Acts of Kindness*. This book was published in 1993 by Conari Press. It was named a USA Today Best Bet for Educators.

As stated in the book: “Imagine what would happen if there was an outbreak of kindness in the world, if everybody did one kind thing on a daily basis. This book will inspire you to start—with the small, the particular, the individual—to bring delight and goodness to yourself and others.”

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Two Tramps In Mud Time

BY ROBERT FROST

Out of the mud two strangers came
 And caught me splitting wood in the yard,
 And one of them put me off my aim
 By hailing cheerily "Hit them hard!"
 I knew pretty well why he dropped behind
 And let the other go on a way.
 I knew pretty well what he had in mind:
 He wanted to take my job for pay.

Good blocks of beech it was I split,
 As large around as the chopping block;
 And every piece I squarely hit
 Fell splinterless as a cloven rock.
 The blows that a life of self-control
 Spares to strike for the common good
 That day, giving a loose to my soul,

I spent on the unimportant wood.
 The sun was warm but the wind was chill.
 You know how it is with an April day
 When the sun is out and the wind is still,
 You're one month on in the middle of May.
 But if you so much as dare to speak,
 A cloud comes over the sunlit arch,
 A wind comes off a frozen peak,
 And you're two months back in the middle of March.

A bluebird comes tenderly up to alight
 And fronts the wind to unruffle a plume
 His song so pitched as not to excite
 A single flower as yet to bloom.
 It is snowing a flake: and he half knew
 Winter was only playing possum.
 Except in color he isn't blue,
 But he wouldn't advise a thing to blossom.

The water for which we may have to look
 In summertime with a witching wand,
 In every wheel rut's now a brook,
 In every print of a hoof a pond.
 Be glad of water, but don't forget
 The lurking frost in the earth beneath
 That will steal forth after the sun is set
 And show on the water its crystal teeth.

The time when most I loved my task
 These two must make me love it more
 By coming with what they came to ask.
 You'd think I never had felt before
 The weight of an axhead poised aloft,
 The grip on earth of outspread feet.
 The life of muscles rocking soft
 And smooth and moist in vernal heat.

Out of the woods two hulking tramps
(From sleeping God knows where last night,
But not long since in the lumber camps.)
They thought all chopping was theirs of right.
Men of the woods and lumberjacks,
They judged me by their appropriate tool.
Except as a fellow handled an ax,
They had no way of knowing a fool.

Nothing on either side was said.
They knew they had but to stay their stay
And all their logic would fill my head:
As that I had no right to play
With what was another man's work for gain.
My right might be love but theirs was need.
And where the two exist in twain
Theirs was the better right— agreed.

But yield who will to their separation,
My object in living is to unite
My avocation and my vocation
As my two eyes make one in sight.
Only where love and need are one,
And the work is play for mortal stakes,
Is the deed ever really done
For heaven and the future's sakes.

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