

Dhinchak Life: Happiness



Dhinchak Life: Happiness

Mush Panjwani

A word from Mush

I turned 48 today, and this e-book is a small gift from me!

This is part of the first section of my book, *Dhinchak Life*. If you already have the book, this may serve as a reminder of the principals that can make you happier. And if you haven't got the book yet, this may inspire you to buy a copy.

Many of the photos used in the book are from my travels during the last year. I hope they inspire you to go out and visit these beautiful places.

Thanks to Sara Mush, my brilliant daughter, for creating this e-book version.

Wishing you a year full of Dinchack moments!

Mush



Who is Mush?

Mush started working at the age of 15, right after finishing secondary education from a charity school in Karachi. He started without any education, money, or a proper house to live in. All he had were dreams, and love for a girl who was only 13 – both of which gave him hope for life and an immense power to change it.

By the age of 25, Mush had educated himself, was heading the most successful direct sales organization in the country, had married the woman of his dreams, had two of his four kids, and was living a life of comfort.

Fast-forward to today (2013)... Mush is 48 years; has established himself as an authority on direct sales in Asia; has positively influenced the lives of thousands of people in the industry as a sales trainer and motivational speaker; has headed the sales and marketing of an international publishing company based in Hong Kong for 16 years; has traveled the world; has celebrated a silver jubilee anniversary with the love of his life; has helped raise four wonderful kids; has got his first book published; and has just started his first company, Dinchack.

The wonderful journey of these 33 years is not what this book is about.





What this book is about

During the 30 years, Mush has spent a lot of time reading self-help books, listening and watching motivational programs, learning from successful people, trying and testing hundreds of ideas to see what works and what doesn't. He has shared many of these ideas during his sales training and motivational programs with thousands of people across Asia. And he heard from hundreds of people: "You must write a book!"

Mush started a blog instead, and wrote over 200 articles in two years. He wrote about happiness, health, productivity, relationships and motivation. Some of these were excerpts from his favorite books or blogs, and quotes that inspired him. What you see in this book is a collection of the most popular posts from the blog:
www.mushpanjwani.com

The ideas presented in this book can help you:

- Become happier, regardless of who you are and what you have
- Get healthier, fitter and have more energy to enjoy life fully
- Increase your productivity so you always have time to do what really matters
- Enhance your relationships with those you love, and even those you don't
- Motivate yourself to achieve your goals, no matter how small or big they are

In short, this book is about living life fully and well. Each piece in the book is independent and complete on its own, so you can read it from the beginning, end or anywhere in the middle. And when you have finished reading it, please share it with a friend.



The meaning of “*Dhinchak*”

Every language has a word that represents positive thoughts and emotions about a person, place or a situation.

People who choose to see the good in everything love these words. People who find faults with most things rarely use these words.

In English, the words are ‘wow’, ‘fantastic’ and ‘awesome’.

In Chinese, it’s ‘ding kua kua’ (dynamite).

In Arabic, it’s ‘azeem’ (great).

In Indonesian, it’s ‘luar biasa’ (extra-ordinary).

In Urdu, it’s ‘zabardast’.

And in Hindi slang, it’s ‘dhinchak’.

I have spelled it as Dinchack for my blog and company – much easier for everyone to pronounce.

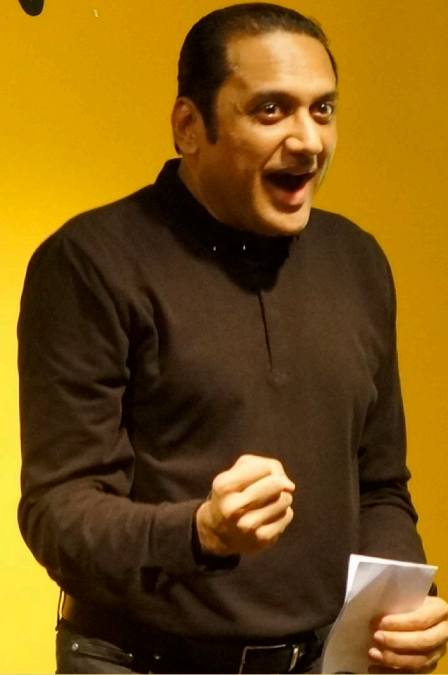
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AT FILL IN THE BLANK

THE GARDEN

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MUSH PANJWANI

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What they say about Mush

These are not celebrities or authors, but ordinary people who have been extra-ordinary successful in their lives, and they have known Mush for a long time.

“I first met Mush in 1989 when he came to see me to ask for the Time Life distributorship in Pakistan. He got it, and in the years since I have had the privilege of working with one of the most consistently positive, energetic, disciplined and determined individuals I am ever likely to meet. To watch him in action was to learn about goal orientation, single-mindedness and success in direct sales. It is great that he has written down in the pages of this book some of the principles and experiences that contributed to his outstanding success. Good luck Mush!”

–Trevor Lunn, Managing Director of Time Life Asia (retired), Academia at Deakin University Australia specializing in Psychology and Nutrition

“Mush has a command of language, nuance and is able to keep his message delightfully simple. At a fast but comfortable pace Mush takes you through all the steps to lead a happy and productive life. His heart is on every page as he shares his own history and experience, giving you his take on how to be that successful person you want to be. I’ve read a number of self-help, inspirational books and this is the best. Thousands, maybe millions, will be helped by this wonderful book to live a more meaningful and fulfilling life.”

–Lewis Edwards, Founder and Chairman of A Better Chance Foundation – a non-profit charitable institution in Philippines

You may read them all at DinchackLife.com

Happiness

“Too often we underestimate the power of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, all of which have the potential to turn a life around.”

–**Leo Buscaglia**

“If you are not happy here and now, you never will be.”

–**Taisen Deshimaru**

“Each morning when I open my eyes I say to myself: I, not events, have the power to make me happy or unhappy today.”

–**Groucho Marx**





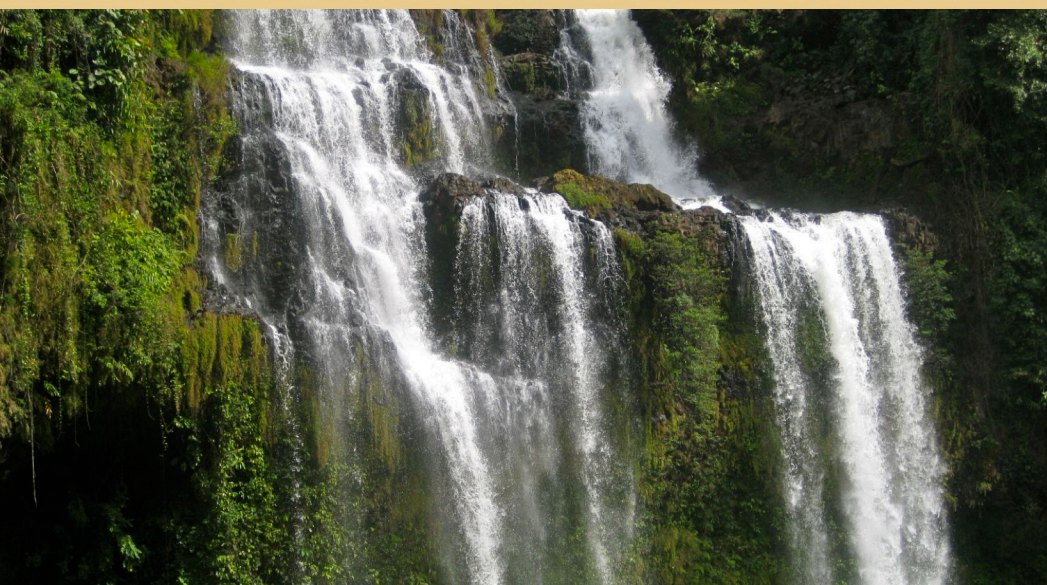
Happiness starts with gratefulness

Did you know?

- 923 million people in the world are hungry!
- 16,000 children die every day due to hunger – that's one every five seconds!
- 880 million people live without adequate supply of water!
- 1.4 billion people live below the poverty line (USD1 per day)!
- 200 million people are unemployed

If we are not one of the above, we have at least five more reasons to be grateful. We can choose to take all the good things for granted; we can continue to complain about the imperfections in our lives and about other people; we can focus on all the things that we don't have. And we are sure to be unhappy, miserable and stressed. Or... we can choose to be happy; we can start acknowledging and being grateful for all the goodness in life, and everything that we do have.

List a few things you are grateful for:







Problems vs. situations

I often share this with my colleagues and although the idea might seem too simple, it has changed hundreds of lives, including mine: There are things you can change (problems) and there are things you can't change (situations).

Most people seem to go through life fighting with, and agonizing over, things they can't change e.g. weather, traffic, economy, their appearance, sickness, death, accidents. The result is frustration, depression, anger, anxiety, lots of stress and general unhappiness in life!

On the other hand, focusing on things we can change, improves the quality of our lives. We can change our attitudes, health, fitness, quality of our relationships, spending habits, level of our knowledge and skills, and many other things in life. Life is too short to try and change situations.

My favorite prayer: God, grant me the serenity to accept the things I cannot change; courage to change the things I can; and wisdom to know the difference!

Happy New Day!

What if we had new month resolutions at the start of each new month, instead of New Year resolutions? Could we have a better chance of fulfilling them, knowing that we only have 30 days?

What if we celebrated every new week, instead of just the New Year? Could we not be as excited about the challenges and surprises that each new week brings?

What if we welcomed each new day with the same gratefulness, cheer and optimism, as we greet the New Year? Could we not wish each other a Happy New Day, every day?

That's part of my New Year resolutions – to celebrate each new day and be grateful for every moment of this wonderful life.





Unrealistic expectations lead to unhappiness

When the pilot announced, "...and the ground temperature is 38 degrees centigrade", I was excited. I was expecting 40-45 degrees. After all, it was Delhi and the month was June. During the next 24 hours, I heard many people complaining of the heat – taxi drivers, colleagues, friends, everyone. And I asked everyone the same questions: What do you expect? And I realized the power of these four magic words like never before. They seemed to diffuse the anger and put things in perspective.

The next time traffic bothers you, ask yourself these four magic words. What do you expect? Did you expect everyone else to stay at home today? Or did you expect everyone else to walk to work today? Or did you expect new roads and flyovers to come up during the night? Or did you expect everyone to move to the side and let your car or bus pass?

Have you noticed how parents expect their kids to behave like mature grown-ups – tidy room, homework on time, healthy eating habits and all. Teachers expect all students to be intelligent and interested in the subject. Salespeople expect an order on every presentation. Managers expect everyone to be competent and committed all the time. And the result is... anger, frustration and disappointment.

I know this seems to go against the philosophy of 'expect the best', 'you get what you think of' and 'the secret: our thoughts become things'. But not really. Positive thinking is not about unrealistic expectations. I expect most people to be nice, but not all. I expect myself to be healthy, active and energetic most of the time – so it's not hard for me to accept illness when it comes once in a while.



Do you respond...

In every situation or problem, we have a choice to respond or react. And our choice determines how we get affected by the situation or problem.

My favorite example is that of a delayed flight. Most passengers choose to react by asking for an explanation for the delay, calling up family and friends to share the anger (“why does it always happen to me?”), demanding to ‘speak with the manager’, expecting free meals, continuing to be angry even after taking off and landing at the destination, and perhaps for the rest of the day. If you choose to respond, you could be grateful that they found out the problem with the plane or the pilot or the weather while you are still on the ground, rather than finding out when you are 35,000 feet up in the air. You could catch up on some phone calls or shopping or reading, or simply enjoy doing nothing for a change. If the flight has been indefinitely delayed, you can also respond by trying to find another connection to the destination.

When someone criticizes you, you can react by offering explanations or starting an argument. Or you can respond by trying to understand the other person’s perspective, by accepting that you aren’t perfect and by being grateful that someone cared enough to tell you about your weakness.

... or react?

Have you noticed how some people react in bad weather by cursing everything and everyone, as if the more they'll curse the better the weather will get. And, how some people get angry and agitated in a traffic jam? So how do you respond to bad weather or traffic jam? You don't. You simply accept it as a 'situation' that you can't change. You expect it, you be prepared for it, you plan better.

The principle applies to everything and everyone in your life that's less than perfect by your definition of perfection – the baby that cries exactly in the middle of the night, the teenager who insists on playing music and chatting on the phone while studying, the colleague who keeps a messy desk, the boss that only notices when you don't do your job, the friend who is always late, the coffee that's not hot enough, the service that's not good enough... the list goes on.

You can't change most of the people and things in this world, but you can change how you react or respond. It's not the people or situations or problems that make us unhappy.

Our reaction does. I believe responding can significantly improve the quality of our life, relationships, productivity and even health.





Do you live in the past, present or future?

Most of the advice we get from motivational books is that we should live in the present, because the 'past is gone and nobody has seen the future'. I think thinking about all three is equally important:

- Thinking of your past successes can boost your self-image in times of disappointment. Reliving the happy memories of the past can provide instant happiness and shift your emotions. Moreover, going back in time and forgiving anyone who ever hurt you can be very liberating!
- Living in the present allows you to notice the good things in your life, right now. It makes you grateful. Staying focused on what needs to be done right now, today, is the only way to achieve your goals. The only way to change your future is to change your present!
- Dreaming of the future is vital too. That's the only way to set and achieve meaningful goals in life. The most common success formula is still: dreams, goals, plan and action!

Where do you spend most of your thoughts: the past, present or future?



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Who is making you unhappy?

We all face stressful situations sometimes. We only need to remind ourselves that there's only one person who is responsible for any stress in our lives.

There's only one person who is responsible for the quality of your life, happiness, health, relationships, motivation, job satisfaction, wealth and wellbeing. And that's you!

And the person who makes you unhappy, unhealthy, stressful, disappointed, frustrated, angry, lonely, lazy or poor is also you!

Who will you choose to be?

Are you guilty of allowing yourself to become unhappy easily?



NEKA FRES

- Juice Nanas
- Juice Semangka
- Juice Wortel
- Juice Belimbing
- Juice Jambu
- Juice Sirsak
- Juice Jeruk
- Juice Sunkist
- Juice Pepaya
- Juice Buah

NEKA FRES

- Es Tash Jelly
- Es Plash Fruit
- Es Kacang Merah
- Es Campur
- Sop Buah
- Es Doger

HOT BEVERAGES

- Regular Tea
- Green Tea
- Lemon Tea
- Cherry Tea
- Milk Tea
- Chocolate

COLD BEVERAGES

- Ice Thai Tea
- Ice Tea
- Ice Lemon Tea
- Ice Coffee
- Ice Mocca

HOT COFFEE

- Aceh
- Madan
- Toraja
- Bali
- Robusta
- Coffee Milk
- Coffee Creamer

SOFT DRINK

- Fruity Tea Strawberry
- Fruity Tea Apel
- Fruity Blackcurrant
- Less Sugar
- Joy Tea Green Tea
- Teh Botol Regular
- Teh Botol Pack 250 ML
- Prim a Botol 330 ML
- Teb's

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Virtuous until proven otherwise

“Some call it a blind spot, others naivete, but Mandela sees almost everyone as virtuous until proven otherwise. He starts with an assumption that you are dealing with him in good faith. He believes that, just as pretending to be brave can lead to acts of real bravery, seeing the good in other people improves the chances that they will reveal their better selves.”

– ***Richard Stengel writes in Mandela's Way – a biography of Nelson Mandela***

I believe:

- People are mostly good, honest and helpful – regardless of their origin, religion or race.
- There's some good and bad in every person, place and situation. We can choose to focus on the good or the bad.
- We don't have to smile only when we are happy. Smiling makes us happy.
- We don't have to wait for motivation before we act. Action brings motivation.
- We don't have to see evidence/results before we believe. Belief produces results.

Your notes, actions steps:

Full contents of the book include:

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Inspiring Lives	79
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Get in touch!

- Leave comments for Mush at mush@dinchack.com
- Connect with Mush through his blog (www.DinchackLife.com), Facebook or Twitter
- Book Mush for speaking engagements through www.Dinchack.com
- Buy Dhinchak Life through Amazon or any of the 30+ online bookstores. Search the best deals through www.BookFinder.com
- You may order directly from Mush at a special price of just **USD12 (20%off)**, before the end of April 2013. Email Mush to place an order.