

Be A Class Act

Topic #55 in Jack Canfield's Book "The Success Principles"



In every society, there are “human benchmarks” – certain individuals whose behavior becomes a model for everyone else – shining examples that others admire and emulate. We call these individuals “class acts”.

- Dan Sullivan

Strive to become the kind of person who acts with class, who become known as a class act, and who attracts other people with class to his or her sphere of influence.

But to do this, you need a model of class act behavior to guide your own thinking and behavior.

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- **Characteristic 1:** Live by your own highest standards. Class acts liberate themselves by establishing personal standards of thinking and behavior that are more demanding and exacting than those of conventional society. They are consciously chosen, established, and applied.
- **Characteristic 2:** Maintain dignity and grace under pressure. There are three aspects of this characteristic. The first is imperturbability in the face of chaos. Because you are used to leading yourself by living by your own highest standards, you are able to lead others as well. The second is a calmness that gives you courage. Your calmness gives others hope that things will turn out all right. The third is a quality of certainty. The greatest twentieth-century example of this characteristics of a class act was Winston Churchill by his ability to stay calm and provide confident and courageous leadership that focused both the British and the Americans.
- **Characteristic 3:** Focus and improve the focus of others. Because a class act individual is a good role model, other people around them begin thinking and acting at a level that surprises both themselves and others.

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- **Characteristic 4:** Operate from a larger, inclusive perspective. Because class acts are in touch with their own humanity, they have a deeper understanding and compassion for the humanity of others. They feel inextricably linked to others, are compassionate about human failures, and are courteous in the midst of conflict.
- **Characteristic 5:** Increase the quality of every experience. Class act individuals have the ability to transform seemingly insignificant situations into something enjoyable, meaningful, and memorable because of their conscious thinking and actions. They are creators rather than merely consumers, and they constantly enrich the lives of others by introducing greater beauty, significance, uniqueness, and stimulation into every experience. How you are treated at a Four Seasons Hotel is a good example of this characteristic.
- **Characteristic 6:** Counteract meanness, pettiness, and vulgarity. The hallmarks of this characteristic are courtesy, respect, appreciation, gratitude, and generosity of spirit.
- **Characteristic 7:** Take responsibility for actions and results. Class act individuals are accountable when others hide; they tell the truth about their failures; and they transform defeats into progress.

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- **Characteristic 8:** Strengthen the integrity of all situations. Class act individuals are always establishing and achieving larger goals that require them to constantly grow and develop as well as add increasing value to the world.
- **Characteristic 9:** Expand the meaning of being human. Class acts individuals approach everyone, including themselves, uniquely, and as a result constantly find new ways to make life better for themselves and others. In pushing boundaries for themselves, they do the same for others by giving them freedom to express their uniqueness in the world.
- **Characteristic 10:** Increase the confidence and capabilities of others. Class acts are energy creators rather than energy drainers. Class acts build confidence in themselves by constantly choosing their governing ideas and ideals and creating structures that support the fulfilment of their aspirations and capabilities. These new structures also support others in their full expression by creating environments that encourage greater creativity, cooperation, progress, and growth.

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Benefits of being recognized as a class act by others

- Simply choose to live by a higher set of standards, and watch people respond enthusiastically toward you. Soon, you'll notice the effect that it evokes: "Wow, that's someone I want to be friend with, be in business with, and be connected with."

Why being a class act helps you succeed

- People want to be involved in your sphere of influence. They perceive you as successful and someone who can expand their possibilities. They trust you to act with responsibility, integrity, and aplomb. Class acts tend to attract people who are at the top of their game.

Make the decision now to re-create yourself as class act, and see what kind of people you start attracting. Do fewer things, but do them better. Raise the quality of your attitude and change your behaviors for the better.

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Class acts teach others to treat them with esteem.

- The bottom line is that certain people command a certain level of respect not only because of how they treat others but, more importantly, because of how they treat themselves.
- When you establish a higher level of personal standards, not only do you get better treatment from those around you but suddenly you also begin attracting others with the same elevated standards.
- You get invited to places where those standards exist.
- You get to enjoy the activities that people in the upper echelons enjoy. All by becoming a class act.