

Taking Responsibility For Your Own Destiny

To be successful, you must create your own reality, says Dr. Richard Harshberger of Virginia Polytechnic University: "You will never get any more than you expect."

Winners expect to win, and success thus becomes a self-fulfilling prophecy, he notes.

Harshberger defines success as "the progressive realization of a worthwhile dream or goal."

"The goal should be out of reach, but not out of sight," he says.

Here are proven methods you can use to climb your way to success, no matter what your job description or duties:

1) **"Whenever something bad happens, find out what you can salvage."** Harshberger says that you shouldn't let the aura of failure dominate your outlook, but when disaster strikes, try to learn from it and not make the same mistake again.

This is a matter of growth. Consider the toddler who must fall down time and time again before he learns to walk. Consider the expansion baseball team that must first win a few games, then play .500 ball, then make the playoffs—a process taking years at the least—before it wins the World Series.

2) **"If you want something, you have to give up something else. It's always a matter of priorities."**

Although there are widespread concepts of what exactly defines success, we each define it for ourselves. For one person, success might mean working 18 hours a day to make \$250,000 a year and thus being able to provide for a family. But for another person, it might be making 1/10th of that, yet having the spare time to devote to actual family activities.

3) **"Remember that success is a journey, not a destination.** The minute you get where you want to be, you're dead."

Goal-setting is an on-going process. When you meet your first set of goals, establish another reachable set. Then again, and again. Adopting this philosophy, you may never be able to claim you're wholly successful, but you'll be able to look back with pride at your accomplishments.

4) **"Competition is a negative concept: you try to beat somebody to the punch. But success is a win-win proposition: it's finding a new way of doing things."**

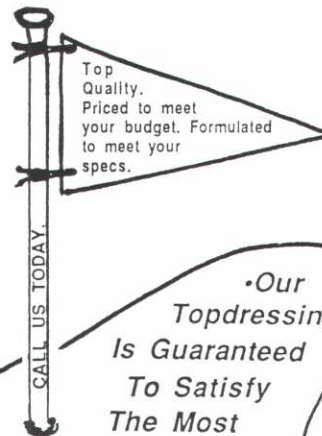
Harshberger says you shouldn't necessarily set your sights on just competing, but on succeeding. And there's a big difference.

5) **"Envision success.** See yourself succeeding at whatever it is you want to do." High achievers mentally picture ideas that are goal-oriented, much like the professional golfer envisions his next shot hitting the green, bounding toward the pin and ultimately rolling into the cup. Use your imagination. See it happen.

6) **"Don't worry about being liked, be respected. Be fair, honest, above-board."** The old sports adage "Nice guys

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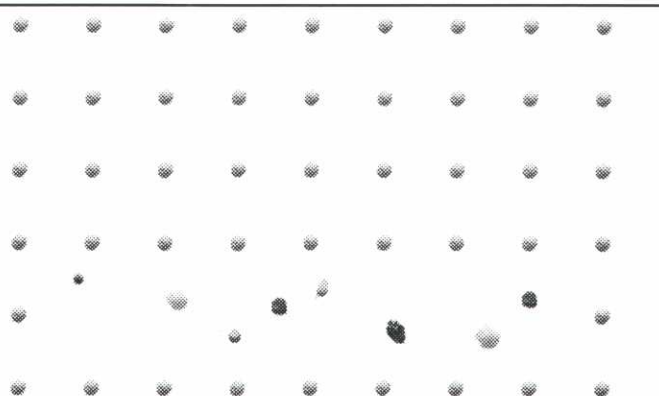


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Seed Priming—

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Priming large quantities

Various problems arise when we need to prime large amounts of seed using this petri-dish concept. This is because grass seed has several requirements that have to be met if the set is to germinate to its full potential:

□ **Grass seed has a light requirement.** Grass seed is photosensitive. That is, it does not germinate as well in total darkness as it does with even a small amount of light. That is one of the reasons why you plant many seeds shallowly. Seeds have the same requirements during the priming process that they have during germination in the field.

□ **Grass seed has a high oxygen requirement.** Water does not contain enough free oxygen to meet the needs of germinating grass seed. The seed realizes this and will go dormant in standing water. That's why we aerate the water, preferably with an oxygen supplement.

□ **Grass seed excretes toxins that inhibit germination.** When seed *imbibes* (takes in) water, it excretes chemical toxins. In large quantities, these chemicals are harmful to the seed and can inhibit seed germination.

□ **The germination rates of grass seed differ among species, varieties and seed lots.**

We designed the experimental seed-priming apparatus to meet the needs of the grass seed and deal with the problems of priming large quantities of seed. The aquarium holds 18 clear testing columns, each containing priming solution and seed. A pump supplies a combination of air and pure oxygen through the bottom of the columns to aerate the solution. We fill the aquarium itself two-thirds full with water to create a waterbath, which we heat or cool to maintain a constant temperature. The seed gets adequate light, oxygen, the right temperature and the right water concentration. We change the priming solution every 24 hours to remove all excreted toxins.

Because germination rates differ among species of grass, among varieties within a species, and among seedlots within a variety, it's hard to know how long to prime a given batch of seed. If the seedlot has a long drawn-out germination, priming needs to run longer than if the seed germinates fairly rapidly. It is possible to end up with seed that hasn't primed sufficiently or seed that has primed too long and deteriorated.

Other research

Priming is very successful with other species of grass, such as bermudagrass. Bermudagrass seed has a very impervious seedcoat causing it to have a long, drawn-out germination rate. But, priming has a dramatic effect on bermudagrass. To quantify the germination rate, we used a germination index; the larger the number, the faster the seed germinates, and the more uniform the germination. Our testing showed that priming with an experimental salt was more successful than PEG.

The high germination index numbers we found also demonstrate

another advantage of priming. Weaker seeds take so long to germinate that they become targets for fungus and bacteria; however, when we give these weak seeds a boost by priming, the weak seeds develop much faster and our final germination count is higher.

Priming can also aid a slow-to-establish species in competing with a more aggressive species when you plant a mixture. This is the case with perennial ryegrass and Kentucky bluegrass. We compared Prelude perennial ryegrass with primed and untreated Baron Kentucky bluegrass to test this concept. The primed Kentucky bluegrass started to germinate on the same day as the perennial ryegrass, whereas the untreated bluegrass lagged behind.

To show what this edge can do for Kentucky bluegrass, we set up another experiment using Prelude in a mixture with untreated Baron Kentucky bluegrass. After 3 months when the stand was fully established, there was twice as much Kentucky bluegrass in primed lots than in the untreated Kentucky bluegrass plots.

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finish last" might not be wholly true, but it does contain an element of truth. Don't run a popularity contest. Harshberger contends: "If you don't stand for something, you'll fall for anything." By striving to be fair and honest with those around you, you'll win their respect and allegiance. Finally, "the secret of success is very simple, get involved emotionally," Harshberger concludes, "We have have imagination. We must learn to use it. Fantasize, daydream and win."

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