

SUCCESS – ATTITUDES & STRATEGIES

Qualities of Successful People

Ask yourself, what does success mean to you or what is success to you? You could come up with more than one answer. Dr. Robert Schuller writes that success for different people can mean different things.

For a Husband and Wife it could mean making their marriage work. Keeping their families intact with communication lines open so this community of caring and sharing persons will enjoy each other in love.

For a Student it could be passing his college degree, developing mind and talents to make a beneficial contribution to the human race.

For a Surgeon or a Doctor it could be saving a patients life.

For a lawyer it could be helping confused persons extricate themselves from the tangled webs of conflicting involvements, setting them free again.

For a Teacher it could mean motivating students to believe that they are smart – not stupid – and helping students develop self images that will lift them to heights they never before dreamed.

For a Salesperson it could mean discovering people who have problems that will probably be solved by his product or services.

For the Law Enforcement it could mean maintaining law and order.

For people who are ill it could mean restored health or handling illness in such a way that they inspire others around them.

Success can also mean coping with unusual problems. Success is being able to look in the mirror and be proud of the person you have become! Success is noblest when it leaves you with the self-respect that you have been a good steward of the life, liberties, possibilities that God offered to you. **Success is a process** (not an event), that's why it is never-ending. Success is the progressive realization of your dreams.

Larry Diangi the very well known writer writes that every person has two selves – The Inner Self and The Outer Self. The inner self is the real you that is full of love, security, peace, generosity, inspiration, worthiness and all the positive qualities. The outer self includes qualities such as shame, feelings of unworthiness, frustration, insecurity and fear.

You must be purpose driven and focused. To fulfill a dream you must move to a higher level. The outer self when left to itself believes it will be totally fulfilled if it acquires prestige, money and power. The outer self's motivation for moving to a higher level and reaching a dream is to appear successful. The

real you's reason for getting to a higher level is your real purpose for getting there.

Discover your true identity and apply the principles of success with relentless action until you break out of the outer self and into the real you. Expand your expectations, live according to solid principles, verbalize your expectations, Act – Don't React, Stay On Course and Affirm Your Way to Success.

Get in the presence of great people. If you want to be great in any area in your life, you must place yourself in the presence of those people who are manifesting the level of greatness you desire, because Great People have great ideas, contacts and connections. They know where the land mines are and where the gold is buried. They know when to talk and when to be silent and they make great association. Great people also challenge you to be your best. Remember '*Great minds discuss ideas, average minds discuss events, and, small minds discuss people.*'

Avoid 'Low Fliers' or negative people. Get by them with a 'Hi'. They are your one-second people because when someone is shooting negative arrows with their words at you, on the inside you can step aside and let them fly by.

Feed your power source constantly. Remember thoughts determine every aspect of your life. The quality of your life is directly related to the quality of your thoughts. Establish a daily program and reprogram your thoughts.

Do things that you have never done, see life through different eyes. Remember, **people become successful to a great extent, because they see things differently from other people.** The outer vision is shortsighted while great results are accomplished through inner vision. Making mistakes is O.K (Success is the culmination of many failures), do not fear the unknown and don't let others discourage you. Remember you were born to soar, so hold on to your Vision. Your dream purpose plus your vision equals your mission.

When you are on a mission to succeed, its natural there will be challenges. Remember no challenge is permanent and no challenge is unbeatable if you work through it. Lets look at some strategies that will help you. Clement Stone wrote, "There is little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative." Your attitude will determine your altitude. Successful people practice **POSITIVE THINKING**. Alfred Montapert said, "The environment you fashion out of your thoughts...your beliefs...your ideas...your philosophy...is the only climate you will ever live in".

Successful people learn to **OVERCOME FAILURE**. Failure isn't failure unless you don't learn from it. One of the best books I can recommend to you on overcoming the fear of failure is 'Failing Forward' by John Maxwell. Most of the great achievers in history were bitterly criticized, yet they chose to persevere. Learn to get over the fear of criticism, fear of taking a risk, fear of losing self-confidence, fear of getting a second chance. Learn to overcome failure to become a great achiever. Learn to recognize failure for what it is, review failure in order to learn, recognize your weaknesses, readjust your effort, ignore or overcome discouragement and re-enter the game.

"A blind man's world is bounded by the limits of his touch, an ignorant man's world by the limits of his knowledge, a great man's world by the limits of his vision." – E Paul Hovey. The people who make things happen are those who have vision. So successful people possess **VISION**. Vision provides the creative spark that makes great achievements possible.

Ralph Emerson said "The world makes way for the man who knows where he is going." Success is the progressive realization of a worthwhile pre determined goal. Goals are really the building blocks of success. All successful people set **GOALS**. Goals will motivate you, add value to your work, keep your priorities straight, channelise and maximize your potential, helps you communicate, promotes enthusiasm, helps evaluate progress, forces you to plan ahead and shifts your emphasis from activity to output. Some of the good writers who I recommend you to read on the subject of goals are Zig Zigler, David Schwartz, etc.

Henry Ford said, "It has been my observation that most people get ahead during the time that others waste". One of the most important strategies for using your time wisely is to drastically reduce the time you waste. The dividing line between success and failure is often associated with how well a person manages his time. Successful people get good at **TIME MANAGEMENT**. Learn to get good at managing your time well and effectively channelising it into fulfilling your dreams.

A successful person learns to **HANDLE STRESS**. Stress causes some people to break and others to break records. Stress becomes strain when it is continuous. "The punch that knocks you out is not so much the hard punch as the punch you didn't see coming." Says Joe Torres. Remember most of what we experience emotionally is a result of the way we think. Learn to handle stress.

Real success means including others. Relationships either make us or break us. Theodore Roosevelt writes, "The most important single ingredient to the formula of success is knowing how to get along with people". Successful people value **RELATIONSHIPS**. Learn to build good, lasting permanent relationships.

Successful people develop **COMMUNICATION SKILLS**. The success of your marriage, job, and relationships with others depends on a great deal of your ability to communicate. Develop this skill.

"Motivation is the art of getting people to do what you want them to do because they want to do it" said Dwight Eisenhower. Andrew Carnegie says "No man will make a great leader who wants to do it all himself, or to get all the credit for doing it." A successful person believes in **MOTIVATION**. Motivation is connecting with something inside of a person, which causes him to act. You must first be motivated to motivate others.

Everything rises and falls on leadership. Leadership is empowering people and not wielding authority. The successful person demonstrates **LEADERSHIP**. Learn the qualities of a leader. The best place to find it packaged is in two books by John Maxwell, one talks about the Qualities of a Leader and the other about Attitudes of a Leader. Also Rudolph Gulliani's book titled Leadership is a good one. Ofcourse there are others to read - Mahatma Gandhi, Winston Churchill, Lee Iacocca, and Jack Welsh etc.

The secret to success and to wealth creation is really simple – the law of Cause and Effect says that if you do what the successful people do, you will eventually get what the other successful people get. But it is important for you to understand what success means to you, because you are going to get what you see and what you want (to have or to do or to become). Remember nobody is better than anybody when we start, but it is what we do after, that makes the difference. Almost 85% to 95% of self made millionaires or significant people start as ordinary people, from ordinary backgrounds, ordinary education, circumstances and many failures. What distinguished them from the crowd is their dedication and **PERSISTANCE** to learning the principles (secrets) and strategies to success and apply then relentlessly. These are the people fixed on the vision of the result and not the process.

Dream big dreams. You need a dream to make dreams come true. Think of this, 'if you know you could not fail what is the one big dream you would dream of?' I am not talking about the dreams that people dream of in the rusty crevices of their minds at night. But the dreams that successful people dream while they are awake, the dream that excited them and becomes a burning need and a desire. For that is where the decision is made – come what may I'll get this job done. Everything significant in this world was achieved only after somebody dared to dream it first. Read about inventions, the light bulb, the airplane, the telephone, the computer etc. Read about Abraham Lincoln, Mahatma Gandhi or Nelson Mandela. If you ever feel denied, remember you get what you ask for, because a man with a dream will never be denied. A Dream with a deadline or date becomes a Goal, a goal with a Strategy becomes a Plan, a plan with Action translates into Results. Read a book by David Schwartz called 'The Magic of Thinking Big', another by Larry Diangi

called 'The Resilient Power of Purpose', another by Les Brown called 'Live Your Dreams', and another by Steven Scott called 'Simple Steps to Impossible Dreams'. You become what you think about most of the times. Successful people think about what they want most of the time. **Develop a clear sense of direction** – a person with a clear sense of purpose will make progress on the roughest roads. So follow the 7-step formula to setting and achieving goals. Write your goals down and declare them to those who will encourage you and motivate you to achieve them. Learn the techniques to affirmation and affirm your way to your goals.

Develop the **mentality of an Entrepreneur**, learn and work to make things happen, rather than waiting for them to happen. You must see yourself as self-employed (no, not the Robert Kiosaki's way in S – Quadrant) Self-employed here is being employed by yourself in your life's mission. That's why learning to be highly independent, self-responsible and self-starting becomes important.

One of the greatest secrets in financial success is **doing what you love to do**. Brian Tracy writes "When you start doing what you really love to do, you'll never work another day in your life." Most successful people say that they have never worked a day in their life because they have found something that has totally absorbed them in their endeavor that completely fascinates them and holds their attention. Perhaps the greatest challenge of the adult life is to find out what one really loves to do.

Vince Lombardy says, "The quality of your life will be determined by the depth of your commitment to excellence no matter what your chosen field." Successful people **commit to Excellence**. You can resolve to be the very best at what ever you do. You can set a goal for yourself to join the top 10% in your field. Remember your life gets better when you get better. Make a plan and work on getting better in that field everyday.

Successful people start early and work late. Work all the time you work, don't waste time. Avoid straying from your work by saying " I have to get back to work." The harder you work, the luckier you will get. **That's why successful people work harder and longer**.

Doris Waitley, the famous writer says, "Continuous learning is the minimum requirement to success in any field." Our mind is like a muscle. It develops only with use. Like physical exercise is to the body muscles, reading is to the mind. Success principled audiotapes can inspire you and help you overcome negative thoughts and surroundings. Attending principle-based seminars will put you among successful people and expand the horizon of your vision and belief in your mission. An hour of reading everyday will mean about one book per week or 50 books per year or 500 books in 10 years. Since the average adult reads less than one book per year this alone will give you an incredible edge. **So dedicate yourself to lifelong learning**.

Successful people learn to pay themselves first. Putting a percentage of your income regularly into your money

accumulation account does this. This is the part that is yours to keep. Learn to **pay yourself first**. Robert Kiosaki who is a guru in the field of financial intelligence has written many books. Two of them that you should read are 'Rich Dad, Poor Dad' and 'Cash Flow Quadrant'. Do not think you know the subject of financial intelligence until you have read these books.

Zig Zigler says, "You can get everything you want in life if you just help enough other people get what they want." Large corporations talk of customer service; similarly successful people put others before them, so also you must **dedicate to serving others**. Success is in direct proportion to what you do after you do what you are expected to do.

Your success will be determined by the number of people who trust you and are either willing to work with or for you. The first key to integrity is **being honest to you**. The second key is **being honest to others**. Claude Bristol says, "Thought is the original source of all wealth, all success, all material gain, all great discoveries and inventions and all achievements."

A double minded man is unstable. **Determine your priorities and concentrate on them with unflinching attention**. Successful people do things with **speed and dependability**. Develop a reputation for this.

You have surely heard, 'Life is two steps forward and one step back.' Vince Lombardy says, "Winning is not a sometime thing, it is an all time thing." Successful people climb from **peak to peak**. Learn the peak-to-peak principle and remember there are valleys in between and let the excitement of the next peak help you negotiate the valley.

Successful people **practice self-discipline in all things**. Self-discipline is the ability to do what you should do, when you should do it, whether or not you feel like it. It is important to have a long-term perspective with the understanding of delayed gratification. Focus on pleasing results rather than pleasing methods, the more you practice this doctrine your self-esteem will go up and with it the results you produce.

Have you realized you are smarter than you have ever imagined? You are a potential genius. Your creativity is hidden inside you. Intensely desired goals, pressing problems or focused questions can stimulate your creativity. **Unlock your inborn creativity**. Remember Einstein said, "Imagination is more important than facts."

Charlie Tremendous Jones says, "You will be the same person in five years except for the people you meet and the books you read." The GIGO computer jargon equals QIQO in life (Quality In, Quality Out).

Our outputs in thoughts, actions, words or attitudes depends on quality input into our brain. The input only comes from the people who surround you and the books you read. Its important you **get around the right people** with positive attitudes, with those who are constantly working on their own goals with passion.

A sound mind in a sound body is a key to happiness. Health, Nutrition & Wellness is a fast growing industry, understand the concepts of supplements (besides exercise) and their importance, **and take good care of your physical health.**

Remember a plan with proper action translates to results. The key to triumph is trying. Successful people try far more things than others and are very decisive too. So become **decisive and action oriented.**

Thomas Watson, the founder of IBM (and a high school dropout) says, "If you want to be successful faster, you must double your rate of failure. Success lies on the far side of failure." Dare to go forward. **Never allow failure to be an option.** Setbacks are not failures, rejection can be someone's opinion, being broke is not bankruptcy and can be fixed, and health can be restored. Remember babies are born small but grow healthy and big, a student outshines the teacher, an athlete outruns his coach. In the same way you will succeed when failure is not an option for you.

Passing the persistence test will get you to the side of success. Persistence is the iron quality of your character. Epictetus, the Greek philosopher wrote, "circumstances do not make the man, they merely show him to himself." Every time you respond in a positive and constructive manner you become stronger and better. Like a force in nature, irresistible. Persistence will make you a person who never quits. Quitters never win and winners never quit.

Remember a designation is not success, a good 'self employed' situation (misunderstood for business) is not success, earning by unprincipled or unethical means is not success. Success is not success if it cannot be multiplied. If you are really successful you must plant of success and help others to grow. For beyond success is significance and significance is being able to touch other lives and make a difference.

I will end by quoting you an extract from Les Brown's book – Live Your Dreams.

"In his book *An Enemy Called Average*, John Mason writes of a tree in Asia called the giant bamboo that has a particularly hard seed. It's so hard that to grow that you must water and fertilize that seed everyday for four years before any portion of it breaks the soil. And then in the fifth year, the tree shows itself. But the remarkable thing is that once it breaks the surface, this bamboo plant, like many of the species, is capable of growing at rates as fast as *four feet a day* to a height of ninety feet in less than a month! *You can practically stand there and watch it grow!*

Now the cosmic question here is, did the bamboo tree grow ninety feet in under a month? Or did it grow over five years?

Over five years of course! Most people do not realize that if the grower had stopped watering or fertilizing that seed at any point, the tree would have died.

When they don't see instant results, many people become discouraged with their dreams and goals. They become impatient. And I believe many of them walk away from their dreams just as they are about to break through and flourish. You must have patience. Your time is going to come if you work diligently and meticulously. It doesn't matter if no one else recognizes that. It matters only that you see it and you have patience to wait for it.

The author Og Mandino said, "I will persist until I succeed". Continue getting better and NEVER stop looking for ways to win. It doesn't matter if friends or family abandon you, as some of mine deserted me. It hurt very badly, but I kept on pushing. I think giving up can hurt far more than anything that anybody else can do to you. When you operate out of that level of focused consciousness, a new order is established. You become master of your own destiny. Things materialize for you at a much faster rate."

About the Author

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