



BELIEVING IN SUCCESS

Answer this question before reading on:
What 5 things would you do if you knew you couldn't fail?

The meaning of success is debatable - it's often used in reference to one's financial position. Most people will agree a strong financial position is only meaningful if you are happy in life. But, since many people are not happy when they are in financial trouble, you could go in circles discussing this topic.



Let's agree that financial success means having more money than you need to pay off all of your debts. You may think that means you're financially successful if you have money to cover all your debts plus three months' worth of expenses. Or you may think you are only successful when you are making well over \$100,000 a year. However you want to look at it is fine, as long as we agree on the next point:

To be truly successful, your emotional needs need to be met; such as love, friendship, and a true sense of happiness.

- Do you laugh often or do you usually feel 'blah'?
- Do you always feel you can depend on at least one person, or are you lonely?
- Are you usually in a good mood or do you get cranky on a regular basis?
- Do you feel your life has meaning?

These are very important questions and it doesn't make you a bad person if you discover you are not happy. It just means you should identify the cause of your unhappiness. If you find the cause is not related to money, then it's very important you search for this happiness in ways that are unrelated to having financial success. **SUCCESS = Emotional Needs + Financial Needs**



Please refer to other Get in the Game projects, including the Leadership project to further discuss ways to fulfill your life and meet your needs.

There are numerous books on the market about being successful. A nice, easy to read, coffee-table book is called "*The 100 Simple Secrets of Successful People*" by David Niven, PhD.

SUCCESSFUL HABITS

Most successful people would agree the number one trait to avoid if you want to stay on a direct path to success is **PROCRASTINATION!**

You might have many great habits to pave your path to success, but they are counterproductive if you are a procrastinator. Think about it:

- Be persistent and eventually things will go your way!
Persistence cannot be achieved if you are procrastinating.

- Make plans, set goals and be flexible enough to know how to modify them!



Beware! Procrastinators are usually excellent at making plans and setting goals...it's following through that stumps them.

- Network and make connections in your industry!

You may be good at meeting people and making connections that pertain to your goals, but you must follow through with contacting the people and upholding your end of the relationships.

- Exhaust all your resources before you give up! If you think you can't get something you need, think creatively (and thoughtfully & legally) and really look in every corner to find it!

Procrastinators often give up easy. Some may not give up on the entire dream, but they tend to abandon important tasks needed to fulfill their dreams. And if the task doesn't work out, they will quit and move on to the next task.



A truly ambitious person will exhaust every resource and every effort to complete a task before giving up on it!

In the line-up for prize skills, having decent **organizational skills** is the runner-up to not procrastinating. It's a necessary skill for long-term success.

There *are* people who are energetic go-getters that are successful even though they are scattered and unorganized. They probably get away with this because they do not procrastinate. But they find it very difficult to juggle the components leading to their success if they are not organized. Disorganization makes it difficult to use your time wisely and to be efficient.

~ Here are Some Examples of Disorganization at its Worst ~

Bob has an important meeting with an investor. He has the perfect proposal and a mutually beneficial contract all prepared for his investor. He has worked very hard and has earned this chance to have someone invest in his company! But... he has the contract and not the proposal...where did the proposal go? His office, house and car are so cluttered he doesn't know where to look.

The investor sees this as a horrible business trait and backs out of the deal. Bob is bummed!

Jane gets things done just fine, but only if she is working with someone in-person or on the phone. She's good at getting out there and making things happen. But behind the scenes where she must keep records, notes and information - she is a mess! Her office looks like a tornado hit it. Everything she tries to accomplish takes triple the time it should because she's always losing things and having to re-create forms or documents, look up information she should already have, or re-discover paperwork she has misplaced.

George is a lot like Jane, but instead of his disorganization affecting his time management, it affects his relationships. He is just horrible at keeping names and numbers straight. As a result, he doesn't call people back. People try to do business with him and help him but he blows them off by not calling in a timely manner and eventually he loses friends and business contacts.

"Eat That Frog" by Brian Tracy is a must read for anyone desiring success! It's a small, user-friendly book that discusses procrastination in a way that is easy to apply to your own life! "20 % of your activities will account for 80% of your results."



Take Baby Steps!

If you have eliminated all procrastinating habits and you have developed good organizational skills, you are ready to take steps toward your success. Take baby steps!

This is as much a "mind frame" as it is a physical action. When you are thinking of everything you have to do, break it down into small goals and then break those goals down into tasks. For example one phone call is one task - but you might have to complete 6 tasks to reach one goal. For example the following tasks

1. An Internet search to discover what products you need
2. A trip to the office store
3. Another phone call to verify something about something
4. An email that must be written perfectly describing the something you did
5. A meeting with the someone you emailed about the something you did
6. The phone calls you have to make to discuss the results of your meeting

These 6 tasks might be necessary to achieve one goal. So, let's say tasks 1-5 go well but the sixth task is a disaster and takes three days before you complete it accurately. Maybe you knew the

whole time that it would be a very difficult task but by taking baby steps you'll feel the satisfaction from each task that went well, and that will motivate you to do that last most difficult task with confidence.

Baby steps are a very important method and mind frame to overcome procrastination and fear of failure.

Create an atmosphere that helps you get tasks done. For example, if you hate making phone calls because you are shy or just because it's something you don't have patience for then do this:

1. Learn how to tolerate it because it's imperative for success.
2. Practice saying what you want to say with a smile on your face.
3. Put yourself in a room that doesn't make you feel anxiety ridden and that ensures privacy.
4. Put a picture or something in front of you that represents your goal while you are on the phone. This will remind you why you're doing whatever it is you are doing.

Or:

If you are most ambitious at the end of the day and you drag in the morning, use the end of the day (your peak time) to get the tasks done that you enjoy the least.

If you don't have a peak time necessarily, then it's usually a guarantee that if you accomplish what you like the least, first - you'll be relieved to have it done with and that 'icky' feeling in your gut will be gone. Now you are even more confident than the day before and you'll breeze through the tasks that you actually enjoy.

Working like this will certainly make you accomplish more in one day than if you waited all day procrastinating to do what you dislike. **JUST GET IT OVER WITH!**



Reward yourself after you've completed a task you dislike, or after accomplishing a big goal! Rent a movie, go to dinner, go shopping, or eat some chocolate cake...whatever it is that motivates you to continue completing your tasks!

IN CONCLUSION

There are numerous techniques to help lead you to success. So far we discussed not procrastinating; having good organizational skills; and taking baby steps.

Get.in.the.Game so you will have the opportunity to utilize numerous resources to pave your personal path toward success!