

How to Master Your Success

I would venture to guess everyone has goals of some sort. Goals to grow in their career to a certain level; goals to take a round-the-world vacation; goals to retire at 55; goals to work less and spend more time with your family; and the list goes on. Am I right? Some day, I'll only spend 7 hours a day at the office. Some day, I will go to visit the pyramids. Sound familiar??? Now let me ask you, Are they goals or simply dreams? Dreams are something you just think about doing...some day...

Goals are specific, written, and include a written action plan listing not only the steps necessary to achieve the goal but also timelines for its attainment.

Harry Truman once said "A man has to have a plan...otherwise you will never get anywhere".

Can you picture in your mind's eye an 8 ½ x 11 page full of scattered numbers? There are numbers all over the place in no particular order. Imagine yourself in the middle of that page and all those random numbers are surrounding and confusing you. Life is like a page of scattered numbers. There are lots of distractions coming from all over the place keeping you from what you should be doing.

There is a short game I'd like to share with you. We play it in goal setting workshops. Picture an 8 1/2 x 11" page printed with scattered numbers all over it. The scattered numbers page is given to the participants. The goal is to circle, starting with the number 1 and in order, as many numbers in sequence as they can in 10 seconds. After the 10 seconds is up, I ask "How many circled up to the number 8?" Most people raise their hands. "What is the highest number you were able to circle?" Usually someone will say 14 or 15. And I say "Great! Good job everyone! "

Then I give them the same 8 1/2 x 11" page, but this time it is divided into 4 quadrants, and I give them the same goal - to circle as many numbers as they can in sequence beginning with the number 1 in 10 seconds. But this time I also give them a

plan. I tell them to start in the upper left hand quadrant and find the number 1, move over to the upper right hand quadrant and find the number 2, move down to the lower left hand quadrant and find the number 3, move across to the lower right hand quadrant and find the number 4, and move back up to the upper left hand quadrant to find the number 5, and work in that pattern circling as many numbers in sequence as they can in 10 seconds. Off they go. I call time and ask how many circled up to the number 14? Everyone raises his or her hand. "What is the highest number you were able to circle? 22, 25, 30! " Then I ask who did better this time than last time. And always without exception every single participant raises his or her hand.

Why is that? The first time through, there was no plan, only a goal to circle as many numbers as possible within the timeframe. The second time through, they not only had the goal but a plan to become more successful in circling the numbers.



This illustrates the point perfectly that without a plan most people will be able to go through life and reach some level of achievement. But...with a plan everyone can become more successful than they are today.

Are you ready to learn how to become more successful? We will call this our Personal Success Plan! It is simple to remember and simple to execute.

Personal Success Plan

Focus your Thinking...

Determine what specific goals you want to achieve. Dedicate yourself to its attainment.

Develop a Plan for Achieving the Goal and a Deadline for its Attainment...

Plan your progress carefully; day by day, month by month.

Develop a Sincere Desire for the Things you Desire in Life.

A burning desire is the greatest motivator of every human action.

Develop Supreme Confidence in Yourself and Your Own Abilities...

Enter every activity without giving mental recognition to the possibility of defeat.

Concentrate on your strengths instead of your weaknesses...on your powers instead of your problems.

Develop a Dogged Determination to Follow Through on your Plan, Regardless of Obstacles, Criticism or Circumstances, or What Other People Say, Think of Do...

Construct your determination with sustained effort and concentrated energy.

Opportunities will never come to those who wait...they are captured by those who dare to attack.

Be ready to master your success for all the tomorrows to come!