

# Strategies for Success

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**A Workshop for Creating  
Rational Life Strategies**

## Strategies for Success – Setting the Stage

As we begin our time together, I would like you to read the following paragraph and give it some careful thought. If only for today, I ask that you do your best to follow the prescriptions on this page. To suspend your normal way of thinking. To question everything and accept only what actually makes sense to you. Do not believe what I tell you, do not believe what others in the class might tell you... believe only what you believe in your heart – what you know to actually be true for you. If you will do this – today will be a very important day.

Do not believe what you have heard.

Do not believe in tradition because it is handed down many generations.

Do not believe in anything that has been spoken of many times.

Do not believe because the written statements come from some old sage.

Do not believe in authority or teachers or elders.

But after careful observation and analysis, when it agrees with reason and it will benefit one and all, then accept it and live by it.

Buddha (563 BC – 483 B. C.)

**It is one of the great Human Absurdities,  
that just because we have a life –  
we think we know how to live.**

# Strategies for Success – PLAN

I have studied this subject for years, and have developed a number of models, theories and systems – but I have not been able to come up with anything more elegant than the life success model put forward in the book “True Success” by my friend Tom Morris. It is simple, easy to remember – and yet highly effective and comprehensive. So I will use Tom’s PLAN model as the framework for our discussion of success. To be successful (by whatever definition of success you choose) you must have a PLAN...

## PREPARE FOR THE JOURNEY

Analyze, visualize, prioritize and strategize. Study the area of your aspirations – become an expert on your success.

## LAUNCH INTO ACTION

There are two kinds of people in this world: those who watch things happen – and those who make things happen. No one is going to do it for you. If you want changes – you must take action.

## ADJUST AS YOU GO

Expect the unexpected. This is one of the best pieces of advice about life that anyone can give, or live. We should not be frustrated by the inevitable – and surprises are inevitable. Some change in our plans are unavoidable – but with a clear vision of our goals, we can work the detours into our plans as we go.

## NETWORK WITH THOSE WHO KNOW

At each and every step we need to recognize the values of networking with those who already know what it is we need to learn or whose past experience can help us come to the knowledge we need for the progress we want.

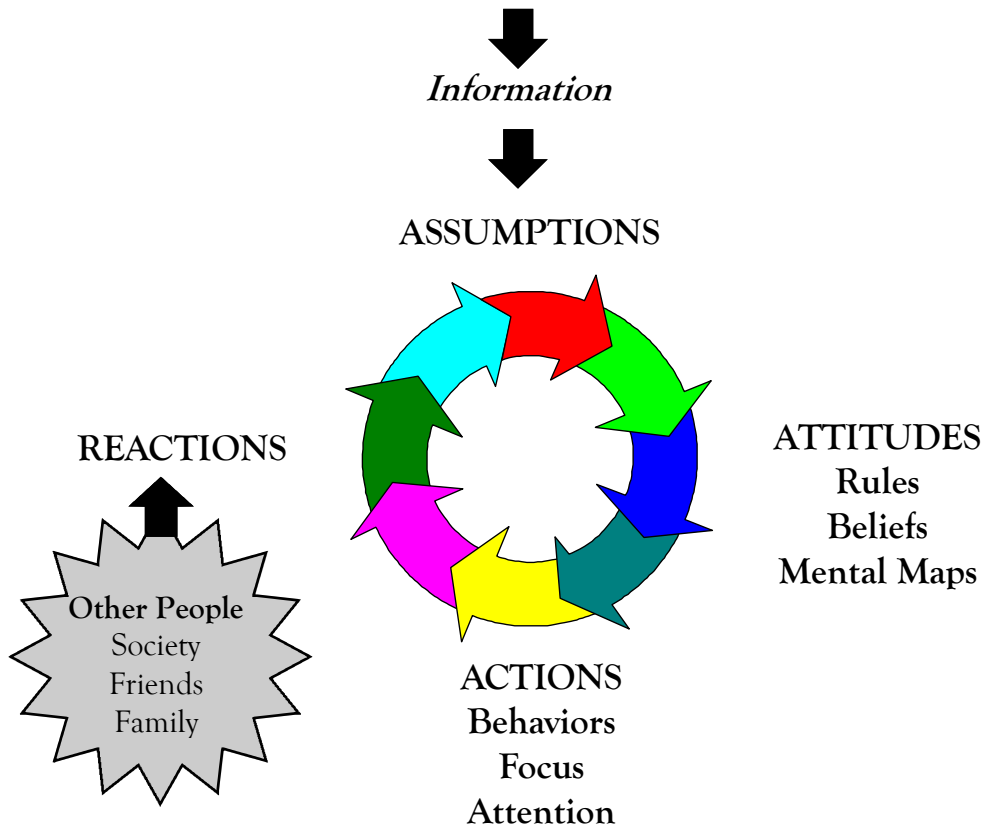
**A Definition of Personal Success: “When you live a life where your core values and self-concept are in harmony with your lifestyle and behaviors”**

## The Seven Cs of Success

1. We need a clear *conception* of what we want, a vivid vision, a goal or set of goals powerfully imagined.
2. We need a strong *confidence* that we can attain our goals.
3. We need focused *concentration* on what it takes to reach our goals.
4. We need a stubborn *consistency* in pursuing our vision, a determined persistence in thought and action.
5. We need an emotional *commitment* to the importance of what we are doing, and to the people with whom we’re doing it.
6. We need a good *character* to guide and keep us on a proper course.
7. We need a *capacity* to enjoy the process along the way.

# Strategies for Success – The Reality Cycle

Family – Friends – School – Church – Society – TV – Advertising – Books – Work – Peers – Public...



- Based on the information you have gathered – since childhood and from numerous sources...
- You form certain assumptions.
- Based on those assumptions, you create for yourself a set of attitudes and **rules** about life and the world.
- After you have accepted an attitude (rule) you rarely – if ever – question or test it again.
- Those attitudes cause you to take specific actions.
- Those actions are then judged by the various people around you and...
- Based on their reactions to your behaviors, you either continue the behavior or begin to question it.

## KEY POINTS:

- ⇒ Wrong assumptions = wrong attitudes = wrong actions = wrong results
- ⇒ New information = new assumptions = new attitudes = new actions = new results.
- ⇒ Change your assumptions and you can change your life.
- ⇒ You created your current set of assumptions – you can also create new assumptions.
- ⇒ Two areas of major impact: **Information & People**

**\*\*\* You become what you focus on... and like the people you spend time with \*\*\***

# Strategies for Success – Focus Workshop

List the top 3-5 areas of life that you tend to focus on the most right now:.

- 1.
- 2.
- 3.
- 4.
- 5.

Now ask yourself: Are these really the most important things in my life? Is this truly the best use of my attention and time? If not, what should I be focusing on?

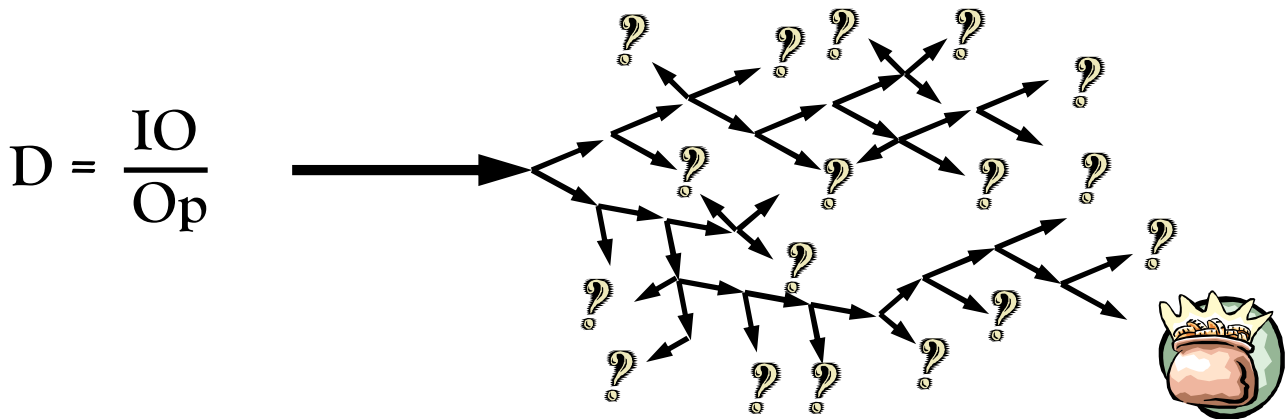
List the people that you spend the majority of your time with on a daily basis:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Now think about each of these people, do they add value to your life? Or do they diminish your ability to achieve the things you want to do? Do they support you? Or do they criticize and condemn your behaviors? Do they truly want you to succeed? Do they encourage you? Or do they cause stress and anxiety in your life? **Give each of them a score between 1-10.** One = horrible for me, a very bad influence. Five = No strong effect positive or negative. Ten = a super influence on me.

**Give serious thought to anyone under a five!**

## Strategies for Success – Decisions



Although non-mathematical, the formula is quite straightforward:

### Decisions = Intended Outcome / Number of Options

When you are unclear about what you want your Intended Outcome to be... you can be overwhelmed by the endless myriad of possible Options. If you don't know where you are going, any path *might* take you there. A lack of focus or direction is one of the greatest producers of stress for most people – and failure for many companies.

However, when your Intended Outcome is VERY clear and specific – the number of Options to successfully achieve that outcome are limited. It becomes quite obvious what you need to do – what decisions will move you toward your Intended Outcome – which decisions will inhibit you.

*“The man (or woman) who succeeds above his fellows is the one who clearly discerns his object and towards that object he habitually directs his powers. Even genius itself is but fine observation strengthened by fixity of purpose.” Edward G. Bulwer-Lynton*

Those who lead successful lives have made a disciplined effort to systematically pursue an objective rather than drift about aimlessly.

- **Your Intended Outcome is your Vision – your Worthy Purpose.**
- **Your Vision is the stand you are willing to take and live your life by.**
- **Your Vision must be Values-based.**

*“A successful life does not result from chance, fate, or good luck, but from a succession of successful days lived in pursuit of a Worthy Purpose.” Ari Kiev*

# Strategies for Success – Values

**What are your Values ?** Here is a short list of some possible values, traits, and ideas that you might consider important. Look over the list carefully and circle just the ones that are truly core to you. This is by no means a complete list – please add any other values that you feel strongly about.

Honesty	Independence	Respect	Accomplishment	Discipline
Adventure	Security	Laughter	Success	Truth
Fun	Honor	Ecology	Service	Achievement
Learning	Safety	Friendship	Possessions	Dedication
Love	Responsibility	Exploration	Travel	Humility
Family	Conformity	Serenity	Tradition	Recognition
God	Diversity	Nature	Beauty	Discovery
Creativity	Spiritually	Art	Contribution	Imagination

**My core values are:** On a separate piece of paper, write down each of the values you have identified as core to you. Then, next to each, write a brief explanation as to why this specific value is so important in your life.

**In priority order my values are:**

- 1.
- 2.
- 3.
- 4.
- 5.

## Strategies for Success – Vision / Worthy Purpose

In as much vivid detail as possible, write out a clear statement of your vision for your life – your Worthy Purpose. Be honest with yourself. Make it exciting, challenging but realistic, specific and compelling. You can write it in one succinct paragraph, a series of short sentences, or in bullet points. Make sure you understand EXACTLY what it means to you – **and that you are willing to commit to making it actually happen!**

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Observing the lives of people who have mastered adversity, I have repeatedly noted that they have defined their **vision**, established their **goals**, and irrespective of obstacles, **committed** themselves to their achievement. The moment in which they fixed an objective in their mind and decided to concentrate all their energies on that objective, they began to surmount the most difficult odds.

With a Vision, a person can overcome confusion and conflict over incompatible values, contradictory desires, and frustrated relationships with friends and relatives, all of which often result from the absence of **Rational Life Strategies**.

KNOWLEDGE

STRATEGY

ACTION

# Strategies for Success – GOALS

I am sure that you have heard and read a gazillion times: “Goal setting is the key to success – you have to set goals...blah, blah, blah goals.” Well, unfortunately, this is true!

Goals are the “how to” of your big picture vision / Worthy Purpose. They are the step-by-step process for getting from where you are today – to where you want to be in the future. Without goals your vision is really nothing more than a dream.

## Why Goals Are So Darn Important...

- They tell you exactly what you should be doing now
- They tell you exactly what you should be doing next
- They help you decide what NOT to do
- They serve as a way to mark progress
- It is a repeatable process

Now I am going to break with tradition here. Many people will tell you that you need to create a detailed plan for the rest of your life. Exactly what you want to have happen right up to the part where they throw dirt on you. I don't buy that!

Sure, you need some long-term goals, some “Life” goals. But heck, the world is a very fast-changing place and we are ever-changing creatures. I honestly don't think you can possibly know – *in great detail* – what you hope to be doing in 20 years. But you should have a pretty good idea of what you would like to be doing next year.

I personally only set my goals 4-6 months out. Yes, I do have some very important long-term goals – but they are a function of my short range goals. The way I look at it, it can be very intimidating to write out detailed plans for when I am old and gray. So I figure that if I can focus on making the next 6 months or so the very best possible – the long-term will be taken care of by default.

## A reminder: Goals should be SMART

**S** = Specific – in as much vivid detail as possible.

**M** = Measurable – you need to be able to tell if you have achieved them or not.

**A** = Agreed upon – get the people who will be involved in your goals to buy-in.

**R** = Realistic – make them exciting, but reachable. Don't set yourself up for failure.

**T** = Time bound – set a specific date when you plan to achieve each goal.

# Strategies for Success – Goals Workshop

Take a few minutes to write out some of your most important goals. Write a few that are long-term “Life” goals – and also write out a few that are short-term (next 6-18 months).

**Make your goals:**

- SMART
- Answer the 5 W's
- Congruent

# Strategies for Success – Pay the Price

## The three-step formula for success:

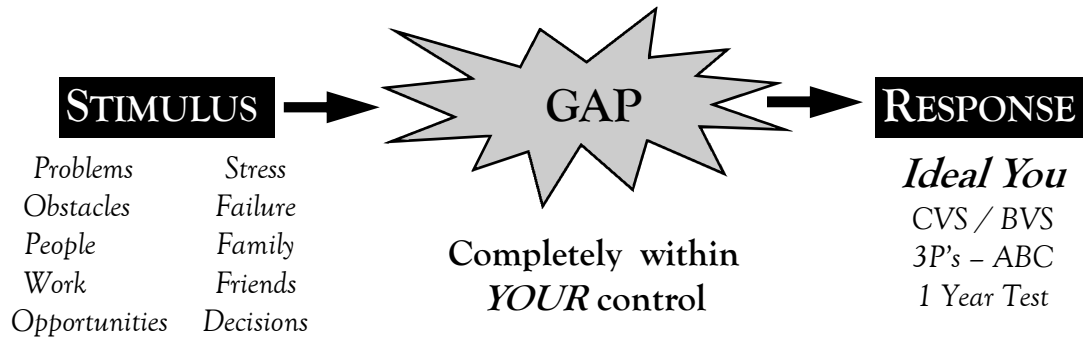
1. Decide exactly what it is you want.
2. Determine the price you must pay to achieve it.  
(time, money, effort, education, travel, people, tools, supplies, sacrifice...)
3. Commit yourself to paying that price – **no matter what!**  
\*\*(as long as it is ethical and you don't hurt anybody)

WANT	PRICE	GET /GIVE / GIVE UP
<i>To earn \$80,000 in 2002</i>	<i>Additional 40 hours per month at the office making cold calls and writing personal letters.</i>	<i>Go in 1 hour earlier each day and 2 Saturdays per month.  100 cold-calls per month.  10 letters asking for business or referrals per week.  Join 3 professional clubs (Rotary, Toastmasters, Kiwanis) and attend ALL meetings.  Cancel 2-week summer fishing trip this year to attend conference instead.</i>

**Why aren't more people successful in life?** Because most people do not select and pursue a vision *without regard to other objectives*. Most people shift from one activity to another without any focused or directed Worthy Purpose, naively assuming that things will take of themselves or will be taken care of by someone else.

**No one is coming to save you. Your life is your responsibility.**

# Strategies for Success – Response – Ability



How you react to the many stimuli that bombard you each day, will depend on how *you have trained yourself to react in the past!* It is merely habit – and habits CAN be changed. You can master a complex crisis if you can identify the important information, refrain from acting impulsively, and do not simply react to the anxiety caused by the crisis. If you cannot do this, you will be governed by your own untrained emotional impulses, which overwhelm your consciousness and impact your potential to respond intelligently. You can train yourself to master stress. To do this, you must first recognize and then bypass all those negative thoughts grounded in superstition, custom, habit, and convention, which color your responses and attitudes and prevent you from assessing each crisis as a new situation with its own special features.

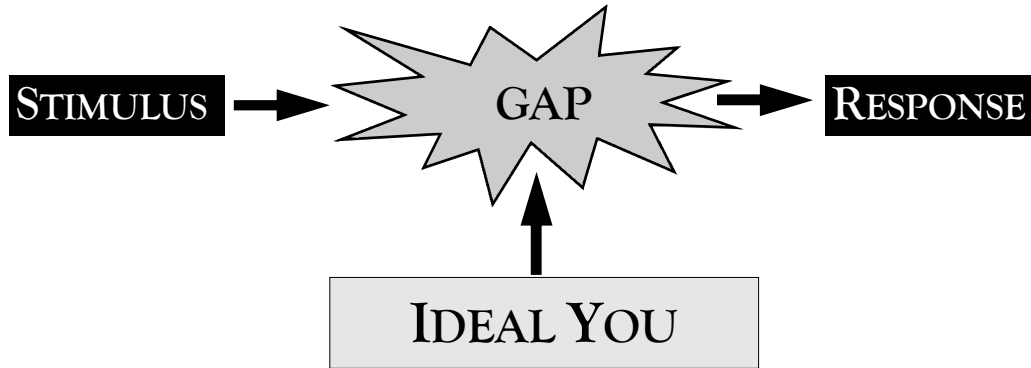
You must train yourself to examine the **facts**, to **assess reality**, and to **correct** for the distortions you introduce by virtue of habit and assumptions.

- ◆ **No one can make you angry – you anger yourself.**
- ◆ **No one can offend you – you take offense.**
- ◆ **No one can make you unhappy – you take away your own happiness.**
- ◆ **No one can give you stress – you create your own stress.**
- ◆ **No one causes you emotional pain – you create it in yourself.**
- ◆ **Nothing comes from outside your own mind!**

Our thinking shapes our experience of life. The way we think about something and, most importantly, the way we relate to our own thinking, will determine its effect on us. Our thinking is not “reality,” but only an attempt to interpret what we are experiencing. Our interpretations of what we think we see creates an emotional response. Our emotional responses are not the product of what happens to us, then, *but are derived from our own thinking – our belief system.*

Once you discover that you can govern your own thinking and that in doing so you can overcome adversity and move in the direction of your Vision – you will have gained the self-mastery necessary for a truly happy and successful life.

## Strategies for Success – Ideal You Workshop



When you are confronted with a difficult situation, there is great power in having the discipline to stop – *if only for a moment* – in the midst of all the confusion and turmoil, and choose the empowering response of the “Ideal You.” But to do this, it presupposes that you have given some **serious** thought to what the Ideal You would actually be like – and are familiar enough with your vision of that person – to be able to quickly go to that touchstone.

In any manner that you are comfortable – but in as much vivid detail as possible – write a full description of the Ideal You. How does that “You” act, talk, think, react, manage emotions, interact with others, impact the world. Try to be as specific and descriptive as possible.

*Now the challenge is – can you become that person. You do this by holding that image of yourself clearly in your mind at all times – and striving to live into that “you” – to become that person one decision, one action, one word – one moment at a time.*

# Strategies for Success – Rules / Mental Maps / Assumptions

All of us have created in our minds a set of “rules” for how we believe our life, and how the world in general, is supposed to work. These are basically the “assumptions” we spoke about in the very first exercise.

**There are two types of rules:**

1. Inhibiting
2. Empowering

Interestingly, few people ever really take the time to thoroughly examine their own rules, explore where the rules might have come from, determine if they are valid or invalid – inhibiting or empowering, and decide whether to KEEP them or CHANGE them!

***Remember: you created your rules – you can change them any time you want to!***

## **Key Point:**

It is critical to keep in mind that your rules for life are **NOT** the same as anyone else’s – and they have just as much a right to their silly rules as you have to your silly and distorted rules.

Yet every day, we set ourselves up for pain and anxiety by incorrectly assuming such things as:

- ◆ My values are your values.
- ◆ My rules for friendship, relationship, love, family - are the same as your rules.
- ◆ You know what I want without my asking for it.
- ◆ I know what you want without you telling me.
- ◆ Because something is important to me it should be important to you.
- ◆ My understanding of a term or word is the same as your understanding.
- ◆ You see the situation exactly the same way I see it.
- ◆ You should like my friends because I like them.
- ◆ If you don’t believe the way I do, something is wrong with you.
- ◆ My rules are the correct rules.

Change your inhibiting rules –  
Make new rules that allow you to win!

# Strategies for Success – Rules / Workshop

Now it is time to discover and examine just a few of your rules! Answer the following questions – but answer them quickly, don't dilly-dally. Write down what comes to your mind immediately.

1. In order for me to feel loved, I must see, feel, or hear...

2. In order for me to be successful I must...

3. A friend should never....

4. People are...

5. My job in life is to...

# Strategies for Success – Control

Some of the greatest sources of stress that people create in their own lives on a daily basis, come from trying to control what is simply out of their control.

There are actually only a very few specific areas in which you have control / impact / influence (in varying degrees). The key is to identify those things over which you can exert influence – *then focus very clearly on taking as much control of those areas as you possibly can* – and learn to let go (as much as possible) of those things that you do NOT CONTROL.

## Things you CAN control:

- Your mind (the most important of all).
- Your attitude
- Your beliefs
- Your speech (what you choose to say – and what you choose not to say)
- Your appearance
- How you spend your time
- Who you spend time with
- Where you spend your time
- How you spend your money

## Things you do NOT control:

⇒ **Other people**

⇒ Politics / Government

⇒ Weather

⇒ Economy

⇒ Accidents / Sickness

⇒ Getting old / Death

⇒ Prejudice / Hate

# Strategies for Success – Questions

The quality of your life will be determined by the quality of the questions you ask. To other people – and to yourself.

*There can be no answers... without questions.*

Every day, in hundreds of different ways, you are constantly asking questions.

- When you need information
- When you need help
- When you don't understand something
- When you make decisions
- When you choose behaviors
- When you create emotions
- At work, home, the gym, the mall, church, out to dinner, with family, friends, peers...  
A constant, never-ending series of very important questions.

How you ask those questions, the words you use, the phrases, the assumptions – all have a tremendous impact on the answers you will receive.

- What are my **Core Values**, that I will live my life by?
- What is my **Vision** for my life?
- What **must I do** to achieve this vision?
- What **resources** (time, money, education, supplies...) will I need to achieve my vision?
- **Who** can help me achieve my vision?
- **Where** do I need to go to get the resources / people to help me?
- What can I do **right away** to start moving in the direction of my vision?
- Why is this so **important** – Why **must I** achieve this vision?
- What **limiting beliefs** or rules are holding me back?

## Limiting Questions

### *Focus on ...*

Blame  
Failure  
Things gone wrong  
Guilt  
Fear  
Poor decisions  
No action  
No learning  
How come I am so bad at...  
Why can't I ever succeed...

## Empowering Questions

### *Focus on...*

Solutions  
Growth  
Learning  
Opportunities  
Make problems smaller  
Future / now oriented  
Action based  
Values based  
How can I...  
What must I do to...

## Strategies for Success – Questions / Workshop

Here is an additional list of questions for you to think about. It is a great idea to sit down and quickly jot out your first-blush responses to 8-10 of them, then look back and reflect deeply on your answers. This exercise can be very revealing. I also highly recommend repeating this exercise every few months and comparing your current answers to past ones – Wow!

*Remember: don't give each item too much thought – read the question – answer from your heart.*

- I love to:
- I hate to:
- I should:
- I should not:
- I value:
- I don't care about:
- The 3 most important things in life to me are:
- I am fascinated by:
- I am afraid to:
- I want everyone to know:
- I don't want anyone to know:
- When I die, I want people to say:
- My greatest personal skills are:
- I would make an awesome:
- I am passionate about:
- I could dedicate my life to:
- I really admire people who:
- If I knew I could not fail, I would:
- I will never:
- I will always:
- My mission in life is to:
- Before I die, I really want to:
- My most valuable possession is:
- If I knew I only had one week to live, I would:
- A bad habit I know I need to break is:
- **Three things I could do right away that would have a dramatic positive impact on my life are:**

# Strategies for Success – Pain / Pleasure

All motivation in life – ALL of it – basically boils down to two extremely powerful drivers:

## The drive to *Gain Pleasure*

## The drive to *Avoid Pain*

If you want to change any behavior, it is a simple (but not easy) two-step process:

**1. Attach as much PLEASURE as possible to the new desired behavior.**

**2. Attach as much PAIN as possible to continuing the undesirable behavior.**

A.) Write down one undesirable behavior that you currently manifest – that if you could change would make a dramatic positive difference in your life:

B.) Now – write out *in extremely vivid detail* all of the horrible, sad, painful, disgusting things that will happen to you *and your loved ones* if you continue this behavior. Write down the worst-case scenario – the most terrible things that could actually happen to you. Be realistic – but be very, very tough on yourself.

C.) Now write down the new behavior you would like to manifest – and all of the awesome, fantastic, exciting things that will happen to you *and your loved ones* when you change your behavior. Be as specific, vivid and detailed as possible – write down every great thing you can think of. This is the fun list.

# Strategies for Success – Self-Responsibility

An excerpt from: “Taking Responsibility” by Nathaniel Branden – Simon & Schuster

“The practice of self-responsibility begins with the recognition that I am ultimately responsible for my own existence; that no one else is here on earth to serve me, take care of me, or fill my needs; I am the owner of no one’s life but my own. This means that I am willing to generate the causes of the effects that I want.

Furthermore, as I live my life, I have the choice to operate mindfully or mindlessly or anywhere in between. I am accountable in any issue for the level of awareness I select. To think is to act of choice. Self-responsibility entails my willingness to be accountable for my choices, decisions, and behavior. I take responsibility for thinking about the consequences of my actions and hold myself accountable for them as well. When I choose an action whose consequences I can foresee, I am also choosing the consequences, and I accept that fact.

I am responsible for how I deal with other people; spouse, children, colleagues, associates, friends, family. If I behave destructively toward them, I don’t claim that they or anyone else “made me do it.” I do not give away my personal power – or delude myself that others have power over me in ways that they truly do not.

Practiced consistently, self-responsibility implies my willingness to be accountable for the ideas and values by which I conduct my life. This entails intellectual independence: the willingness to think for myself and act by the judgment of my own mind. I learn from others to be sure, but I do not grant to others authority over my consciousness or follow blindly where I do not understand or agree.

If I accept the principle of self-responsibility I recognize that the achievement of my happiness is no one’s task but my own. No one owes me happiness.”

**In sum, I am responsible for my life, well-being, and actions in all those areas and issues open to my choice.**

# Strategies for Success – From: The Four Agreements

## BE IMPECCABLE WITH YOUR WORD

Speak with integrity. Say only what you mean. Avoid using the word to speak against yourself or to gossip about others. Use the power of your word in the direction of truth and love.

## DON'T TAKE ANYTHING PERSONALLY

Nothing others do is because of you. What others say and do is a projection of their own reality, their own dream. When you are immune to the opinions and actions of others, you won't be the victim of needless suffering.

## DON'T MAKE ASSUMPTIONS

Find the courage to ask questions and to express what you really want. Communicate with others as clearly as you can to avoid misunderstandings, sadness, and drama. With just this one agreement, you can completely transform your life.

## ALWAYS DO YOUR BEST

Your best is going to change from moment to moment; it will be different when you are healthy as opposed to sick. Under any circumstance, simply do your best, and you will avoid self-judgment, self-abuse, and regret.

The most important agreements are the ones you make with yourself. In these agreements you tell yourself who you are, what you feel, what you believe, and how you should behave. The result is what you call your personality. In these agreements you say to yourself, "This is who I am. This is what I can do – this is what I can achieve – This is what is possible in my life and this is what is impossible."

However, ninety-five percent of the beliefs we have stored in our minds – are nothing but lies – and we suffer greatly because we believe all of these lies.

If you want to live a life of joy and fulfillment, of happiness and love – you have to find the courage to break those agreements that are fear-based and claim your personal power to create new agreements – empowering agreements that will lead you to the life you have always dreamed of.

# Strategies for Success – From: A Strategy for Daily Living

## DAILY CHECKLIST

1. Work to improve that which you do best and most readily. As much as possible, rely on yourself to accomplish the goals you have set for yourself.
2. Concentrate first on activities related to the objective that are most important to you. Much can be accomplished in a short time if you devote yourself to your highest priorities. Keep track of time expended in activities so that you can better monitor your daily routines. Don't succumb to the feeling that you have insufficient time to do what you want. If you focus on your major objectives, you will minimize or halt those activities that have no real importance. You will be increasingly free of the pressure to pursue less important activities.
3. Focused and informed activity reduces fear and anxiety. Study of a task and the actual effort of testing it lead to knowledge. Make the most of the information and resources you now have, and don't dwell on potential sources of difficulty that are beyond the limited amount of information available to you. This will only magnify illusions of fear and anxiety.
4. How you handle an anxiety-producing situation—on the job, in the home, or in the community—will depend on your own particular temperament, constitution, previous training, and experience. Don't resort to mechanical formulas to solve problems. Find the method most compatible with your own personality and lifestyle. You can learn from emulating others, but you should strive to conduct your life in ways suited to yourself. New situations require new solutions. The more you look for your own solutions to new and problematic situations, the more likely you will find the best approach for you. Don't blame your inaction on others and take credit for sacrificing your vision on their behalf. This demeans them and creates insecurity about your “true feelings.”
5. Acting in terms of your vision will give you strength in dealing with the most complex situations and will minimize the psychological threats of specific situations.
6. **The key to transformation is recognizing how trapped you are by the mind.** Learn to notice how you keep getting caught in mind traps and learn to let go of them by overseeing the processes and allowing yourself to really be. See how you are trapped by your thinking and create a new way of seeing the world. The solution is in transcending, not eliminating the trap or suppressing your responses.
7. When you choose what you have rather than try to escape from it, you reduce the internal split or separation that causes all the suffering. Accept events as they are.

As Shunryu Suzuki wrote: “The result is not the point; it is the effort to improve ourselves that is valuable. There is no end to this practice.”

## Strategies for Success – Quotes

“First, therefore, we must seek what it is that we are aiming at; then we must look about for the road by which we can reach it most quickly, and on the journey itself, if only we know the right path, we shall discover how much of the distance we overcome each day, and how much nearer we are to the goal toward which we are urged by natural desire. But so long as we wander aimlessly, having no guide, and following only the noise and discordant cries of those who call us in different directions, life will be consumed in making mistakes – life that is brief even if we should strive day and night for sound wisdom. Let us, therefore, decide both upon the goal and upon the way, and not fail to find some experienced guide who has explored the region towards which we are advancing; for the conditions of this journey are different from those of most travel.”

Seneca, “On the Happy Life” (AD 58)

“Men are anxious to improve their circumstances, but are unwilling to improve themselves.”

“Men do not attract that which they want, but that which they are.”

“Man is manacled only by himself: thought and action are the jailers of Fate – they imprison, being base; they are also angels of Freedom – they liberate, being noble. Not what he wishes and prays for does a man get, but what he justly earns. His wishes and prayers are only gratified and answered when they harmonize with his thoughts and actions.”

“Let a man alter his thoughts and he will be astonished at the rapid transformation it will effect in the material conditions of his life. For all that a man achieves and all that he fails to achieve is the direct result of his own thoughts. As a man thinketh – so he becomes.” **William James (1864-1912)**

# Strategies for Success – Lama Surya Das

## Reconnecting to Your Own Truth

One of the ways we can begin to cultivate a more authentic presence is by giving ourselves some time in which we make a commitment to be as true, honest, and real as we possibly can be.

### 1. BE NATURAL

Where do you feel most comfortable and natural? Think about the places and activities that make you feel most grounded. Think about the people who make you feel as though you can be yourself.

### 2. BE SIMPLE

As you interrelate with the world, try to keep your language and your dealings with others as simple and straightforward as possible. Keep your dealing with yourself as simple as possible as well. Don't get involved in long convoluted conversations or interior monologues. Have a simple meal; take a simple walk; perform a simple chore without hurrying; sit in a chair and look at the trees and sky. When you speak, take care to be absolutely truthful. Try not to add anything unnecessary or extraneous to your life. Instead, in the immortal words of Thoreau, "simplify, simplify, simplify."

### 3. LOOSEN YOUR TENDENCY TO CONTROL

As you do inner work and become more authentic, try to let go of some of your anxieties and tendency to control situations and others. Resist the impulse to interfere unnecessarily with outcomes. Don't struggle unduly to make things happen the way you want them to. Just rest and enjoy the moment. Let others be. Let yourself be as well.

### 4. BE AUTHENTIC

Put all your stories about yourself and others aside. Instead try to become like a child and experience everything as though it were brand new. Don't be unduly influenced by external values and conditions. Be honest and straightforward with yourself and others. Live moment to moment, with focus and centeredness.

### 5. STAY OPEN TO THE WORLD AROUND YOU

Be inclusive and accepting. Try not to be judgmental and critical. Lose some of your armor; invite and allow others to share your experiences. Be open to sights, smells, and sounds in your immediate environment. Enjoy and appreciate reality as it unfolds. Edit and control less; and savor the qualities of whatever comes your way.

### 6. STAY AWARE

Pay attention and be mindful of your experience moment to moment. Just relax and let yourself be. Don't let superficial judgments get in the way of reality. Attend to the present.

### 7. STAY WISE

Practice nonattachment and letting go of the extraneous. Let go of judgments and attitudes. Let go of old hurts and angers. Let go of prejudices, biases, and preconceptions. Cultivate a fresh, penetrating, vividly wakeful and accurate sense of discernment and discrimination. See if you can really think for yourself and directly apprehend things just as they truly are.

### Your Day is Your Life

Vision = Focus

Focus = Attention

Attention = Action

Action = Results

Consistent Results = Destiny

*Until you can see, and admit, that YOU are the problem...*

*You will be unable to realize that YOU must be the solution.*

*We see the world not as it is... but as we are.*

*We often talk to ourselves in ways that we would never let a stranger or even a friend talk to us.*

*All that you achieve and all that you fail to achieve is the direct result of your thoughts.*

*We are the producers of our own thinking. Thought is not something that happens to us, but something that we do to ourselves.*

*Habits, good or bad, can always be traced back to your own thinking.*

*Since life is uncertain, and death alone is certain... what should I do?*

*What you do today determines who you will be tomorrow.*

# Strategies for Success – Additional Thoughts...

From: “The Confidence Course” by Walter Anderson – Harper Collins (this was the only thing worth reading in the entire book – and it was on page 216 of a 224 page book – but you got to read those first 215 pages to find the gold!). I added a few things of my own too!

## **1. Know who is responsible.**

Accept personal responsibility for your behavior, attitude, and thinking. When you say, “I am responsible for my own life,” you can build a new life – even a new world.

## **2. Believe in something.**

Your life is worth a noble motive. Go on a sacred quest – change the world.

## **3. Practice tolerance.**

You will like yourself a lot more, and so will others.

## **4. Be brave.**

Remember, courage is acting with fear, not without it. If the challenge is important to you, you are supposed to be nervous. Great deeds are only accomplished by those who dare to be great.

## **5. Love somebody.**

Because you should know joy. Love is the greatest beauty in life. Find it. Share it. Live it.

## **6. Be ambitious.**

No single effort will solve all of your problems, achieve all of your dreams, or even be enough. To want more than we are is real and normal and healthy.

## **7. Smile.**

Because no one else can do this for you. Life is supposed to be fun.

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From Denis Waitley’s book – “*Empires of the Mind.*”

## **The Price You Must Pay for Success**

1. Taking responsibility for giving up bad habits and invalid assumptions.
2. Taking responsibility for setting an example in our own lives.
3. Distancing ourselves from a peer group that isn’t helping us to succeed and therefore tends or wants to hold us back.
4. Leading ourselves and others down a new and unfamiliar path.
5. Working toward a goal and being willing to delay gratifications along the way.
6. Being able to face criticism and jealousy from people who would like to keep us stuck in place with them.

# Strategies for Success – Three Things to Keep in Mind

## **First: Life is hard.**

It always has been and it always will be. It's never been any different for you or me or anyone else. The good thing is that if you accept this basic truth, life somehow becomes a little easier because you don't suffer quite so much from feeling frustrated. Life is supposed to be fun – but not especially easy.

And one more thing, just when you think you've got it all figured out – you finally have your life completely in balance – something will come along to knock it slightly off kilter. So expect it, be prepared for it – and laugh when it happens. You know the old story about the only people who don't have problems...

## **Second: Everything you are or ever will be is up to you.**

You are where you are today because that is what you have chosen to be. You are always free to choose your actions, or inaction and your life today is the sum total of your choices, good and bad. If the choices you have made so far have not gotten you to where you want to be, you always have the freedom to choose anew.

**If you want your future to be different, you must start making better choices today. Period.**

## **Third: (and perhaps most important) You can learn anything you need to learn to become anyone you want to become, to achieve anything you want to achieve.**

There are few limitations in your life – and most of them are on the inside, not the outside!

As we said in the very beginning, one of the great human absurdities is that many (most) people believe that just because they are alive – they should automatically know how to live a successful and happy life. That is simply NOT true – if you want to get better at anything you have to study, read, practice and learn. You have to work to improve – and it is exactly the same with your life. It will take effort, time, study, focus and dedication – but is there anything more important in your life – than your life?

## Strategies for Success – The Six Mistakes of Man

- I. The illusion that personal gain is made up of crushing others.
- II. The tendency to worry about things that cannot be changed or corrected.
- III. Insisting that a thing is impossible because we cannot accomplish it.
- IV. Refusing to set aside trivial preferences.
- V. Neglecting development and refinement of the mind, and not acquiring the habit of reading and study.
- VI. Attempting to compel others to believe and live as we do.

*Marcus Tullius Cicero (106 BC – 43 BC)*

I find it amazing that more than 2,000 years ago our brilliant and thoughtful ancestors – were speaking and writing about the identical problems and concerns we all share today!

What is even more astonishing, is that there are clear and specific answers to address these issues, and yet two millennia later we still struggle to find and embrace the truth.

## Strategies for Success – The last word...

**This could quite possibly be the most important page in this book.**

I have spent the last decade of my life collecting, reading, learning, analyzing and trying to personally practice the information I have shared with you in this short workbook. It has made a huge impact on me and it is a path that I will continue to walk for the rest of my life – always questioning, watching, studying and having fun.

But there is something very important that I would like to leave you with. After teaching this material to more than 20,000 people in just the past 3 years – there is one last point that makes all the difference.

**All of this information is absolutely, completely, totally useless...**

**if YOU don't take ACTION**

It sounds so simple, but it is really the most important lesson of all.

Nothing will change in your life – if you don't make the change happen.

I wish you great happiness, success and joy – LOVE, **John Spence**

# Strategies for Success – Books to Read

It should be no surprise that an awful lot of the information, the quotes, and the ideas that I presented in Strategies for Success was creatively swiped (stolen) directly from these fantastic books. It's great that you don't have to be a genius yourself – you just go get their books and find out what these geniuses have already figured out!

\*\*“**You Can Be Happy No Matter What**” by Richard Carlson – New World Library

\*\*“**The Four Agreements**” by Don Miguel Ruiz – Amber-Allen Publishing

\*\*“**Living, Loving and Learning**” by Leo Buscaglia – Fawcett Columbine

\*\*“**A Strategy For Daily Living**” by Dr. Ari Kiev – The Free Press

\*\*“**As A Man Thinketh**” by James Allen – Barnes & Noble Books

“**Managing Your Mind**” by Butler & Hope – Oxford University Press

“**Life Strategies**” by Phillip McGraw – Hyperion

“**The Breakthrough Factor**” by Henry Marsh - Simon & Schuster

“**Taking Responsibility**” by Nathaniel Branden – Simon & Schuster

“**Empires of the Mind**” by Denis Waitley – Morrow

“**Learned Optimism**” by Dr. Martin Seligman – Pocket Books

“**True Success**” by Tom Morris – Owl Books

“**Seven Habits of Highly Effective People**” by Stephen Covey – Simon & Schuster

“**Unlimited Power**” - by Anthony Robbins – Fawcett Columbine

\*\* “**Quantum Leap Thinking**” by James Mapes – Dove Books

\*\*= My top personal picks