



KEY TO SUCCESS

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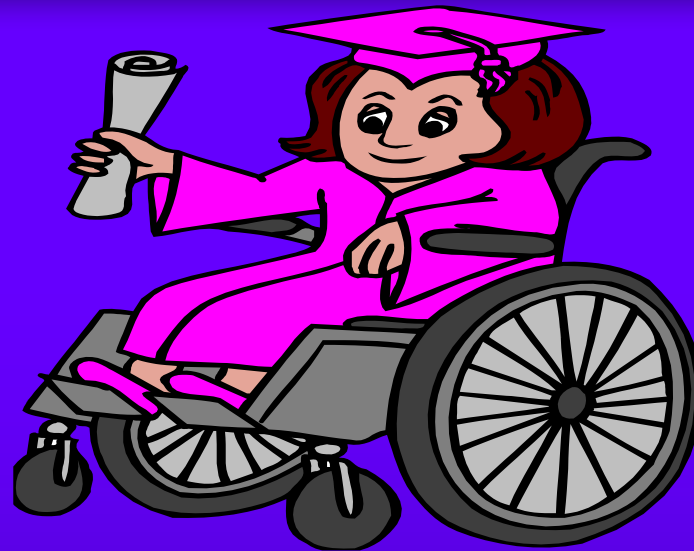
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Success-What Is It AND What Is It Not?

- ❖ It is not uncommon today to see the people who literally wander through life. They simply accept whatever the fate brings them.
- ❖ Out of these few may succeed by an accident, but most of them suffer from frustration and unhappiness.



- ❖ **Success is not a mystery, but simply the result of our consistent effort based on some basic principles. While failure is simply a result of making a few mistakes repeatedly.**
- ❖ **Success is not an accident, it is the result of our attitude is a choice. Hence success is a matter of choice and not of chance. The right foundation of success, regardless of our chosen field is our right attitude.**
- ❖ **Success is not a matter of luck, but of law.**

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- ❖ The basic difference between man and animal is that the man lives to achieve some meaningful and purposeful goals and succeed while animal may not.

Man

- ✓ Do more than exist -----i.e. live
- ✓ Do more than touch -----i.e. feel
- ✓ Do more than look -----i.e. observe
- ✓ Do more than hear -----i.e. listen
- ✓ Do more than listen -----i.e. understand
- ✓ Do more than read -----i.e. absorb

HOW IT MAY BE DEFINED?

- ❖ “Success is the progressive realization of a worthy goal”.

-----Earl Nightingale

To some people goal may mean wealth, to others may mean recognition, good health, good family, happiness, satisfaction, peace of mind etc. It means that success is subjective.

- ❖ Success is a manifestation of good luck that results from, four-rations:

1) Inspiration 2) Aspiration

3) Desperation 4) Perspiration

-----Shiv Khera

- ❖ “Success doesn’t mean the absence of failure; it means the attainment of ultimate objectives. It means winning the war, not every battle”.

-----Edwin C Bliss

- ❖ “Every success story is also a story of great failure”.That is why it has been said; “ Failure is a key to success”.

- ❖ “If you want to succeed, double your failure rate”.

----- Tom Watson

- ❖ Success is not in the achievement but in achieving.



HOW IS IT MEASURED?

- ❖ True success is measured by the feeling of knowing that you have well done a job and have achieved your objective.
- ❖ Success is not measured by our position in life but by the obstacles we overcame to reach there.
- ❖ Success in life is not determined by how we are doing compared to others, but by how we are doing compared with what we are capable of doing. Successful people compete against themselves.
- ❖ Success is not measured by how high we go up in life but by how many times we bounce back when we fall down. It is this bounce back ability that determines success.





QUALITIES

THAT MAKES



A PERSON

SUCCESSFUL

BURNING DESIRE



- ❖ The motivation to succeed comes from burning desire: “ Whatever the mind conceive and believe, the mind can achieve”.

-----Napoleon Hill

- ❖ A burning desire is the starting point of all accomplishment. Just like a small fire cannot give much heat , a weak desire cannot produce great results.

COMMITMENT

❖ *Playing to win requires commitment:*

At this juncture one must understand the big difference between playing to win and playing not to lose

(i) When we play to win we play with enthusiasm and commitment, where as when we play not to lose we playing to avoid failure.

(ii) Playing to win comes out of inspiration, where as playing not to lose comes out of desperation.

(iii) People who play to win thrive on pressure and those who play not to lose don't know how to succeed.

(iv) People who play not to lose want security while those who play to win seek opportunity.





Winners conditions and commit themselves to winning. The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.

❖ ***Conviction leads to commitment:***

There is a difference between preferences and conviction. Preferences are negotiable; convictions are not. Preferences give way under pressure; convictions become stronger. That is why it is important to have a good value system so that our convictions are worthy because convictions in turn lead to commitment.

HARD WORK

- ❖ Without hard work there is no success and there is no substitute of hard work. Even small accomplishments require hard work not a big talk.
- ❖ Every one likes to win but how many are willing to prepare for it and to put in their hard effort or endeavor, one cannot be capable to do anything without hard work.
- ❖ Henry ford said,“ The harder you work, the luckier you get”
- ❖ Success is the result of believing in asking how much work and not how little work, how many hours not how few hours. Even the most successful musicians practice every day.





- ❖ Excellence is not luck; it is the result of a lot of hard work and practice. Great talent without will power and hard work is a waste.
- ❖ Success comes to doers; not to observers.
- ❖ Hard work is both a beginning and an end in itself. The harder the person works, the better he feels; and the better he feels, the harder he works.
- ❖ The best idea will not work unless you work hard on the idea.



PREPARATION

- ❖ Preparation is necessary edge to succeed in any field.
“Every one has a will to win but very few have the will to prepare to win”.

----Vince Lombardi

For progressive realization of the goal one has to prepare of it. Preparation is nothing but planning and practicing.

- ❖ Winners do put pressure on themselves but not of worrying about winning but of preparing of winning. We play as we practice.
- ❖ A complete mental & physical preparation for winning builds confidence but needs sacrifice & self-discipline.



- ❖ Preparation may be viewed as some of seven Ps:
Purpose + Principle + Planning + Practice + Perseverance +
Patience + Pride = Preparation
- ❖ Preparation means tolerating failure but never accepting it.
- ❖ Preparation also means the learning from the mistakes. A person, who makes a mistake and does not correct it, commits a bigger one. The best way of handling a mistake is to
 - Admit it quickly
 - Not dwell on it
 - Learn from it
 - Not repeat it
 - Not assign blame or make excuses



CHARACTER

- ❖ Character is the sum total of a person's values, beliefs and personality and is reflected in our behavior, in our actions. It needs to be preserved more than a richest jewel in the world. It is said that if character is lost everything is lost.
- ❖ To be a winner needs character. Character does not need success; it is success that needs character. It is not the polls or opinions but the character of the leader that determines the course of history.
- ❖ The road to success has many pitfalls. When one lead on a path of success there will be lots more temptation, one may get attached to his success and may develop an ego. He may have to face oppositions and adversity. In these situations one may break down. Here also it needs a lot of character and effort not to get influenced by them.





- ❖ Whenever a person rises above average, there will always be some one to envy him and trying to criticize and pull him down. Critics have always been sitting at the sidelines of a successful person. They are underachievers who shout at doers. It also takes sound character not to be disheartened by critics.
- ❖ George Washington said, “ I hope I shall always possess firmness and virtue enough to maintain what I consider the most valuable of all titles, the character of an honest man.”

POSITIVE ATTITUDE

- ❖ **Attitude is the most important word in the English language. It applies to every sphere of life, including one's personal and professional life.**
- ❖ **Can leader executive, salesman, employer, employee, teacher, student, parent etc. be good and successful in their roles without a good and positive attitude? Probably the answer is no. The foundation of success regardless of chosen field is attitude.**
- ❖ **Our attitude determines how we look particularly at a set back. To a positive thinker it can be a stepping-stone to success To a negative thinker, it can be a stumbling block.**
- ❖ **To inculcate positive attitude, one's perception should be positive which depends upon positive believing and positive thinking.**



GIVE MORE THAN YOU GET

- ❖ How many people, you know, are willing to do little bit more than what they paid for? Hardly any. Most of the people don't want to do what they get paid for.
- ❖ To succeed in life one must be prepared for doing little more than you are paid for. The advantages of doing more than you get paid for are
 - ✓ You make yourself more valuable, regardless of what you do and where you work.
 - ✓ It gives you more confidence.
 - ✓ People start looking at you as a leader.
 - ✓ Others start trusting you.





- ✓ **Superiors start respecting you.**
- ✓ **It breeds loyalty from both your subordinates and your superiors.**
- ✓ **It generates cooperation.**

- ❖ **Whenever you do any thing, ask yourself, “ How can I add value to what I am doing?” or “How can I give added value to others?”**

- ❖ **The key to success can be summed up in for words: “and then some move”**

RESPONSIBILITY

- ❖ “A duty which becomes a desire will ultimately become a delight”.

---George Gritter.

To be successful in life in one must have sense of reasonability.

- ❖ Accepting responsibility involves taking calculated, not foolish, risk. It means evaluating all the pro and cons, and then taking the most appropriate decision or action.
- ❖ Responsible people accept and learn from their mistakes. We can do three things about our mistakes.
 - 1) Ignore them
 - 2) Deny them
 - 3) Accept and learn from them.The third alternative is the right one, needs courage; it may be risky but rewarding.
- ❖ Ability without dependability, responsibility and flexibility is a liability.



POWER OF RESISTANCE

- ❖ Nothing can take the place of persistence, neither talent nor genius nor education. Persistence is a decision. It is commitment and determination to finish what you start.
- ❖ When we are exhausted, quitting looks well. But winner always endures pain, persists to his endeavor and finishes what he started.
- ❖ Persistence comes from purpose. A person who has no purpose will never persevere and will never be fulfilled.
- ❖ Fritz Kreisler, the great violinist, was once asked, “How do you play so well? Are you lucky?” He replied, “ It is practice. If I don’t practice for a month, the audience can tell the difference. If I don’t practice for a week, my wife can tell the difference. If I don’t practice for a day, I can tell the difference.”

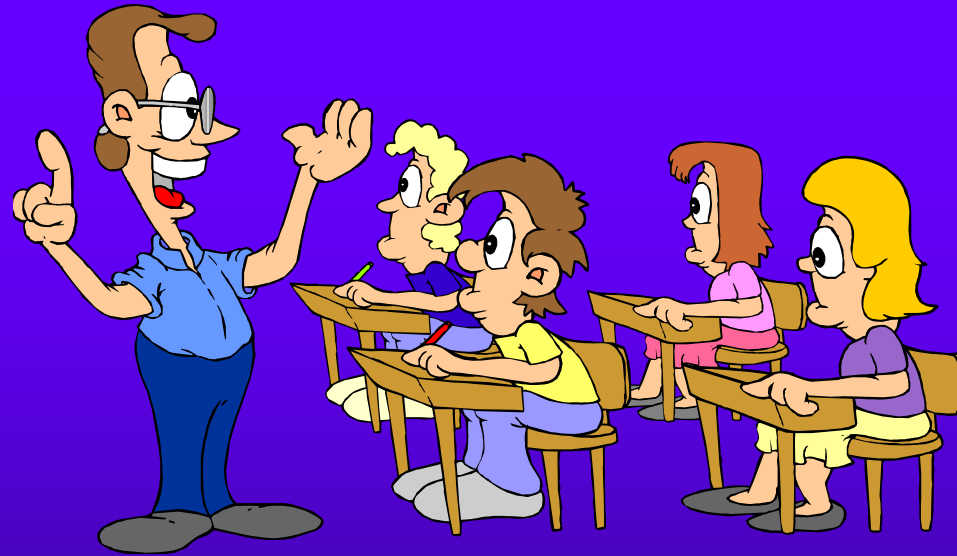


PRIDE OF PERFORMANCE

- ❖ In today's world, pride in performance has fallen by the way side because it requires effort and hard work. Pride comes from within, which is what gives the winning edge.
- ❖ Pride of performance does not represent ego. It represents pleasure with humility. The quality of the work and the quality of worker are inseparable. Halfhearted effort does not produce half result, it produce no result.
- ❖ Excellence comes when the performer takes pride in doing his best. Every job is the self-portrait of the person who does it, regardless of what the job is, whether washing cars, sweeping the floor or painting a house.
- ❖ Pride of performance is nothing but self-esteem.



Willingness To Be A Student-Get A Mentor



- ❖ A mentor or a teacher is a person whose hindsight can become your foresight. Hence to be successful in life, look for an appropriate mentor who can accept you as a mentee or student and can guide in the right direction. Show respect to your teacher.
- ❖ The best teacher is that who will not simply give you something to drink, but will make you thirsty.



WHY

WE

DON'T

SUCCEED?



WEAK AND NEGATIVE THOUGHT

- ❖ I cannot do it, this is not my work, this is beyond my capacity, I am unable to do this, I don't have money, I am uneducated, if any thing bad happens to me, If I die, I am poor, I am afraid, I am timid, I am not confident that I will succeed...



- ❖ These types of thoughts are the first rank enemies on the path of success, and prevent us from taking courageous steps. These types of thoughts should, on very first hand, be rejected. Neglect all the weakness and be confident. For this read positive, think positive, believe positive that will develop positive attitude.

BAD HABITS

- ❖ Eating and drinking when and wherever feel like
- ❖ Irregularities in waking and sleeping
- ❖ Quarreling with and beating others
- ❖ Careless in listening and understanding others
- ❖ Misbehaving with others
- ❖ Not adjusting with others
- ❖ Avoiding helping others



etc can be listed in some of the bad habits, which are the great obstacles of success.





- ❖ Speaking lie
- ❖ Not keeping time
- ❖ Indulging in too much of negative and wasteful discussions
- ❖ Finding excuses
- ❖ Extravaganza
- ❖ Not respecting and insulting others

are also major obstacles in the path of success.

IDLENESS

- ❖ I will do it afterward, still there is plenty of time, let me take bit of rest, I don't want to do it now, I don't want do anything, I am tired, I am fed up, I need rest.
- ❖ These are the wordings simply manifesting idleness. Person having this type of mentally, though being intelligent, cannot succeed in life.



- ❖ Leave idleness, be sincere and do hard work. Previously we have seen that there is no substitute for hard work. Only perspiration leads to perfection. Do it now or never.

SHORT-TEMPERNESS OR ANGER

- ❖ Person having tendency of being angry now and then for no major causes can't take right decision, his thinking will not be positive, he cannot keep positive attitude and can't understand others or any situation in a right way. Anger is like a fire it destroys wisdom. One becomes devil when under anger. It is a great obstacle on the path of one's progress and success. Such people should cultivate patience, should try to remain peaceful and should inculcate trust on others.
- ❖ When they are on urge of being angry they should start deep breathing, drink water , try to keep away from the situation, try to remember their beloved. Close your eyes and try to pray GOD. Go out side space. These efforts may bring down your anger.



Tendency Of Avoiding The Risk



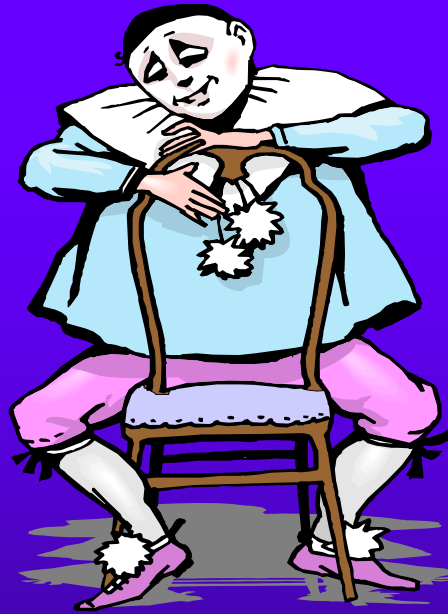
- ❖ To succeed in life one has to take calculated risk. Taking risk does not mean gambling foolishly and behaving irresponsibly. Such people end up with negative results and blame it on bad luck. Risk takers go with their eyes open while gamblers shoot in the dark.

LACK OF COURAGE AND FEAR



- ❖ When one lead on path of success, one faces lot of obstacles, oppositions, competitions. To overcome this one needs courage and strength. When our mind is filled with fear, it results in security lack of confidence, procrastination. Fear destroys our potential, ability and courage. As character without courage is ineffective the courage without character is dangerous.

LACK OF ENTHUSIASM



- ❖ I am not interested, I do not like anything, what is there if I know it or don't if I do it or don't. what is there in life ? There are the words uttered by one who has no enthusiasm. General this type of people don't have specific goods in their life and even don't have any hobby. Lack of enthusiasm leads to disappointment and ultimately to depression. For success enthusiasm works as oxygen.



LOOKING FOR SHORT CUTS



- ❖ **There are people in the organization or society, who want to get benefit without paying for it. They have a tendency to find an easy ways or short cuts. Mostly for them these easier ways turn out to be tougher ways. They face difficulties in succeeding.**



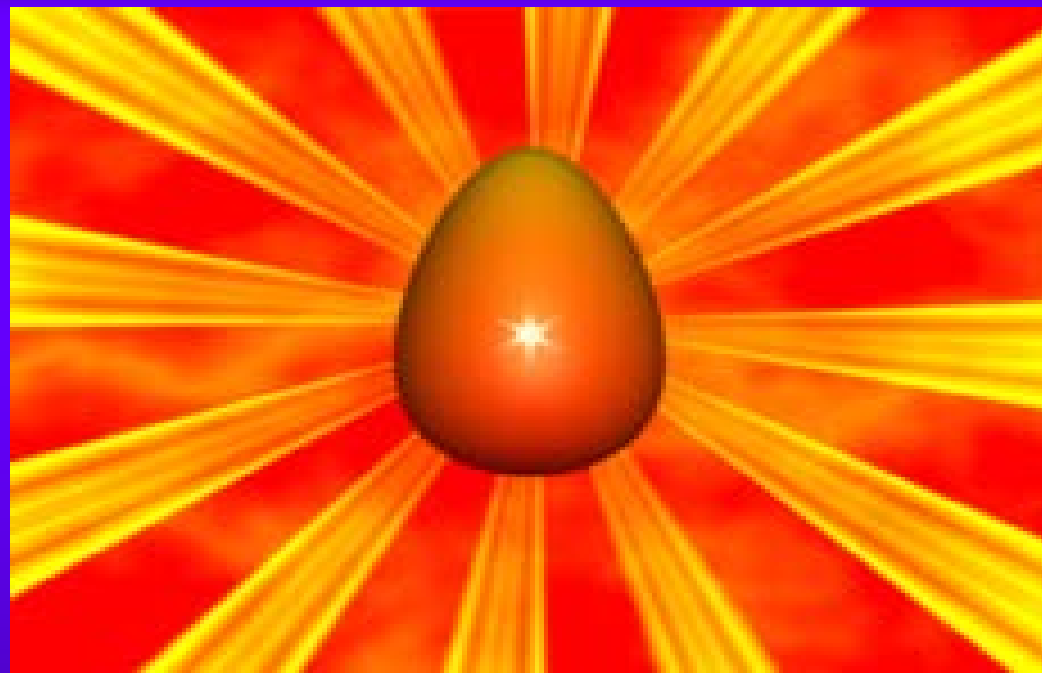
Lack of understanding of nature's laws

- ❖ Change is nature's law. Change is inevitable things are continuously getting transformed there is no status quo. Change may be good or bad, beneficial or harmful.
- ❖ Hence all progress is a change but all change is not progress. We must evaluate change and accept it only if it makes sense.
- ❖ Success is not a matter of luck, but of a law in order to success we need to understand this law.



Law of cause and effect

- ❖ It states that for every effect there is a cause and for every cause there is an effect.
It is a relation between actions and results.
- ❖ The law is also of law of sowing and reaping.
“What we sow, so shall we reap”. If we sow potatoes, we are only going to reap potatoes, not tomatoes.
- ❖ It is like a Newton's third law of motion “for every action there is an equal and opposite reaction”.
- ❖ A man's mind is like a garden. If we plant seed of good thought we have a good garden. If we don't plant anything, something will grow and they will not be more than weeds. Our thoughts are the root causes of our achievements. You sow a thought, you reap a decision.



OM SHANTI