

SIX TECHNIQUES FOR PERSONAL SUCCESS

1.0 SUCCESSFUL PEOPLE ARE GOAL DIRECTED

To establish our goals, we must first begin by visualising and getting a clear picture in our mind of the end result. Your success is only limited by your imagination and perseverance to get a clear picture of your desired vision. The purpose of a goal is to focus our attention. The mind will not reach towards an achievement until it has clear objectives.

We need not only capture the vision in our mind, but also write it down. It is futile to carry long term visions or goals around in our head because that is where they will stay. We need to set goals down on paper. The act of writing something down initiates action and draws us towards its achievement.

Nothing happens, no forward steps are taken until a goal is established. Without goals, individuals merely wander through life. They stumble along, never knowing where they are going, and consequently they never get anywhere. Goals are an essential to success as air is to life. No one stumbles into success without a goal.

Planning your life helps you from becoming confused, prevents conflicts and helps you look at the whole picture. Demand of yourself clear, precise answers to these questions?

1. What do I want to accomplish with my life?
2. What do I want to be? And
3. What does it take to satisfy me?

Success is not achieved over night. It is reached one step at a time. And so it is necessary to break the long term plan down into short term goals. An excellent strategy is to set yourself monthly targets for achievement. Examine yourself monthly and decide what specific things you should do to make yourself more effective. Be sure to refer to it regularly. When the month expires, check your progress and review your plan.

2.0 SUCCESSFUL PEOPLE BELIEVE IN THEMSELVES

The surest way to gaining success is to believe you can succeed. When you believe, and have an "I can do it" attitude, the "how to do it" develops more easily. Whatever your mind can conceive and believe, your mind can achieve, we can reinforce the process by committing to paper precisely what we want to achieve. By seeing it and reading it repeatedly we plant that thought more firmly in our mind and we will begin to manifest that which we are imagining.

When the mind disbelieves or doubts, it attaches reasons to support that disbelief. Doubt, disbelief and not really wanting to success, is responsible for most failures. Think doubts and you will fail. Think victory and you will succeed. We grow up believing in so many limitations that after a while our lives actually manifest those limitations. We hear ourselves saying things that we accept as truth, when they are incorrect beliefs that we have turned into truths.

3.0 SUCCESSFUL PEOPLE ARE AGGRESSIVE THINKERS

We really do become what we think about, our thoughts are the ancestors of our actions. We create our intentions, and our intentions create our reality. We are the masters of our own destiny.

If you think you can, you can. If you think you can't, you can't. Henry Ford

We always gravitate towards what we think about most. Even if we are thinking about something we don't want, we move towards it. So always think about what we want, not what you don't want.

What our subconscious mind believes is what we get. All of our conscious thoughts contribute to the building of our subconscious mind. Just as the conscious mind is the source of thought, so the subconscious is the source of power. If we consistently think success, we will inevitably develop a subconscious expectancy of success. We must acknowledge that, daily we create programmes in our subconscious by what we think. So watch what you think.

4.0 SUCCESSFUL PEOPLE GIVE MORE THAN THEY GET

We should behave to the world, as we wish the world to behave towards us. Aristotle

Our physical health, our personal relationships, our business success are all governed by the same equation which requires us to pay up front. The fascinating feature about the principle is that we never know when we will be rewarded. But the rewards always come and the uncertainty of their time of arrival only serves to make life more interesting.

If we currently enjoy warm friendships and loving relationships, it is because we have prepared the ground and planted the seed. If our business is currently flowering, it is because we've expended the effort to get results.

5.0 SUCCESSFUL PEOPLE ARE ENTHUSIASTIC

Nothing great was ever achieved without enthusiasm. – Emerson

If you have enthusiasm, those around you will have it too.

No one is born enthusiastic; it is an acquired trait. First convince yourself of the value of your idea, your project, your service – or yourself. Cultivate the habit of thinking positively, forcefully and energetically. Enthusiasm generates energy, as you will never meet a lazy indifferent apathetic, negative thinking enthusiast.

To get enthusiastic about anything – people, places, things – dig deeper and you will dig up interest.

Enthusiasm without action is of little value. Combined with correct action, enthusiasm alone can double your success.

When your enthusiasm is waning and running low, take a few days off and step back from what you have been doing so you can see the bigger picture.

6.0 SUCCESSFUL PEOPLE RADIATE CONFIDENCE

The opposite of confidence is fear. Most fear is psychological. Worry, tension, embarrassment, panic – all these stem from mismanaged negative imaginations. Fear is your number one enemy. Fear stops people from making the most of opportunities; fear wears down physical vitality; fear actually makes people sick and shortens their life.

No one is born with confidence. Those people who radiate confidence, who seem to have conquered fear, who are at ease everywhere, acquired their confidence by training themselves to it. Action cures fear.

- **Dress Up**

We have 90 seconds to create a favourable impression on people. 90% of that impression is made in the first 10 seconds. So it is vitally important to look good.

- **Speak Up**

Every time the shy person fails to speak, they feel more inadequate, more inferior. Each time they fail to speak, they take another dose of confidence poison. They become less and less confident of themselves. The more you speak up, the more you add to your confidence, and the easier it is to speak up the next time.

- **Smile**

It takes 72 muscles to frown and 14 to smile. A big smile gives you confidence, beats fear, rolls away worry, and defeats despondency.

- **Walk Faster**

Throw your shoulders back, lift your head, move ahead just a little faster and feel self confidence grow. You are telling the world *I've got something important to do and I will succeed.*

- **Practice Making Eye Contact**

You say nothing positive about yourself when you avoid making eye contact. All you say is *I'm Afraid, I lack confidence.* Conquer this fear by making yourself look the other person in the eye.

Coman, T. 1994, *Secrets of Success – How to achieve success in your work and private lives.* Paramount Learning Academy