



# Key for Success

Success is everybody's dream. But what is the key to success? How can you be successful? we should measure success based on how much we give rather than how much we receive. Fortunately, it also works nicely the other way around since those who give more almost always will also receive more.

Based on that, you can see that ***the more value you give to others, the more successful you will be.*** So how do you pave your way to success? How do you become more successful? The answer is amazingly simple. Here it is:

***The key to success is making yourself as useful as possible to others.***

That's it. *Making yourself as useful as possible to others.*

If you focus on applying this, others will realize the value they get from you and they will attract more people to come to you. These new people will also realize the value they get from you and they will attract even more people to come to you. The virtuous cycle begins and you are now on your way to success.

Someone once said, "The key to happiness is having dreams. The key to success is making your dreams' come true." Today I want to talk about making your dreams come true. I want to talk about keys to success that will help turn your dreams into reality.

With this principle in mind, you should aim at increasing your usefulness to others. How do you do that? Here are some ideas:

Must Read

## 1. Preparation

**"The** secret of success in life is for a man to be ready for his opportunity when it **comes.**"

~Benjamin Disraeli

Success loves preparation. If the perfect opportunity presented itself today, would you be ready? **It's** better to be ready and not have an opportunity, then to have an opportunity and not be ready.

To succeed, you must be ready when opportunity comes. Spend your time preparing for success, when **your opportunity comes, you'll be glad you did.**

## 2. Work

**“Success** is simply a matter of luck. Ask any **failure.**” ~Anonymous

All failures know that success is simply a matter of luck, they know **it's just a matter of being at the right place at the right time**, they know with assurance that success is directly linked to good ole fashion chance.

However, those who have succeeded know that success is directly and proportionally linked to work. Even an **amazing strategy can't guarantee success**. Zig Ziglar said, **“The most practical, beautiful, workable philosophy in the world won't work – if you won't.”**

You have to put in the time. However, when you put in the time, it makes success all the more sweet. When you come from **“behind”** and do the impossible, it makes success as sweet as a honeycomb. John H. Johnson said, **“I believe the greater the handicap, the greater the triumph.”**

## 3. Confidence

**“Confidence** is the companion of **success.**”

If you **don't believe in your abilities, don't be surprised if no one else does either**. Your negative thoughts about yourself send a signal throughout the world that others pick up on and respond accordingly. If you're broadcasting the station **“Depression 108.7”** then others will treat you like you're depressed.

But, when you believe in yourself and your potential, people pick up that signal, and they will treat you according to how they believe, you believe, you should be treated. Did you get that?

## 4. Be observant of needs

To be useful to others, you should always be aware of even the slightest clues of needs. The more sensitive you are to the needs of others, the more appreciative people will eventually become. The best scenario is being able to anticipate a need before the other people are even aware of it.

Find solutions to the needs

Now that you are aware of needs, the next step is finding solutions to them. The solutions you offer should be as useful as possible. To be able to do so, there is no other way but to continuously build your own value. It is from the value you have that you could give value to others.

Be proactive to help

Do not wait for the other person to ask for your help. Be proactive. Give your help even before they ask.

Be sincere

What matters is not only the solution you offer, but also the way you deliver it. Being sincere means being glad to help others without expecting anything in return. Make it your joy to give something to others. People can somehow distinguish whether or not you are sincere.

## 5. Go the extra mile

Doing the above four steps is good, but add this one if you can: give more than expected. First, give what is expected, and then add a little more. If you do the above four steps people will be appreciative, but if you add this one step they will be impressed.

## 6. Remember the Golden Rule

***“Success** is still the constant application of the Golden **Rule.**”*

Never forget the golden rule, “Do unto others as you would have them do unto you.” That’s the key to success. Serve your clients as you would have them serve you. Meet their needs as you would have them meet your needs. Give them prices that you would want to pay, exceed their expectations in a way that you would want your expectations to be exceeded.

When you follow the golden rule, you open the door to success.

## 7. Lead

“A most important key to successful leadership is your ability to direct and challenge the very best that is in those whom you **lead.**”

To be successful you must be a great leader. There’s probably nothing more difficult than being a great leader. **It’s easy to be selfish, it’s easy to only be concerned with your needs, your wants and your desires.** But to succeed you have to lead! **You have to do what’s best for the people; you must bring the best out of those in whom you lead.**

When you really lead, you will succeed.

## **7 Agreements You Need to Make to Ensure Your Success**

1. I will always be open. It's always easy to make assumptions, but if you want to know what is happening, ask. If you want to tell people what is going on, communicate. Leave no room for speculation or guessing--communicate and dialogue directly and concisely. Assumptions kill achievement.
2. I will always lead with integrity. When you speak, and when you act, it will always be with integrity. That means you will say what you mean and mean what you say; your words will always be impeccable, irreproachable, and, most important, aligned to your actions. Keep integrity at the core.
3. I will always do my very best. If you want to succeed, whatever you do will always have to be from your very best. Doing your best is never going to mean the same thing each time--it will change with changing circumstances and new people. But whatever the circumstance of situation, no matter who is involved or what you do, everything should come with your highest intentions and best effort.
4. I will always be appreciative: Sometimes we can take people or things for granted. It's easy to take on an entitlement perspective--to say "I deserve this." And perhaps you do, but you should never take anything for granted. Always show appreciation, because when you show appreciation, you will always get back more than expected.
5. I will always listen better. Unfortunately, most people do not listen with the intent to understand; they listen with the intent to reply. Communication is at the heart of leadership, and that means we all have to become better listeners. Learn to be more conscious of how you listen, because success requires that we do much more listening than talking. Focus on each word, each hesitation, each silence.
6. I will always be of service. If you want to succeed, serve, if you want to be successful, serve with heart. At the heart of great achievement lies the foundation of helping others, guiding others, supporting others. Just as we are successful because of others, we are successful when we help others. Your gifts are not about you, your leadership is not about you, and your purpose is not about you. A life of success is all about serving those who need your gifts, your leadership and your purpose.
7. I will be always be honest. Telling the truth is hard; research says that 60 percent of adults can't have a 10-minute conversation without lying at least once. Telling the truth is hard sometimes, but it's the right thing to do. Think about your meetings, conversations, business deals--where can you add your truth? Success comes to those who can honestly say what is on their minds, regardless of what people might think or say. Start with these seven--or as many as you think you need--and keep adding to the list and refining it as you need to. Success isn't a quick fix but a lifelong path of agreements.

# Success Factors For Personal Growth: Moving Forward To Achieve Your Best Life



**Here are nine success factors that you must know in order to start moving forward in life.**

Each one of these success factors has been proven to be critical to the achievement of the best life possible for any given person. By systematically implementing one or more of these success factors into your life, you can put your foot on the accelerator of your own career and achieve the best life for yourself.

## **1. Education**

The first of the nine success factors is education.

In our society, the highest paid people are those who know more than the average. They know more of the critical facts, ideas and information than the average person in their field. As a result, they can make a more valuable contribution to a knowledge-based society and live the best life possible. They are valued more, respected more and ultimately paid more money and promoted more often.

The rule is that, *“to earn more, you must learn more.”* If you want to increase your level of income and achieve the best life for yourself, you must increase your level of intellectual capital and thereby the value of the knowledge component of what you are doing.

## **2. Skill**

The second of the nine success factors that you can use to achieve the best life possible is simply skill.

Your level of ability in your field will determine the quality and quantity of your results. The better you get at what you do, the easier it is for you to start moving forward to get a particular level of results.

As you increase your skill, through study and experience, you get better and better at doing the small things that increase the speed and predictability of your results.

## **3. Contacts**

The third success factor for moving forward and achieving the best life is by developing an ever-widening circle of contacts.

You will find that every major change in your life is accompanied by a person or persons who either opens or closes doors for you. The possibility of the best life for you will be determined by the number of people who know you and like you and who are willing to help you.

In order to broaden your network of contacts, you must network continually, at every opportunity. There seems to be a direct relationship between the number of people you know and how successful you are.

## **4. Money**

Having money in the bank gives you greater freedom and the ability to take advantage of opportunities when they come along. If you are broke, or in debt, you have very few options open to you.

One of the most important things I ever learned in life is that you are only as free as your options. If you have no options, you have no freedom. If you are stuck in a dead-end job that you cannot leave because you have no money set aside, you have put a brake on your potential. You are locked in place and have no option for moving forward. You can end up spinning your wheels and losing months and years of your time by the very fact that you have no choice but to accept whatever is being handed to you.

## **5. Good Work Habits**

The fifth of the success factors that enables you to get far more done in a shorter period of time is simply good work habits.

Your ability to increase your ROTI, or "Return on Time Invested" can enable you to accomplish vastly more in a shorter period of time than another person who is disorganized and sloppy.

Developing good work habits requires that you think before acting. You make a list and set priorities on the list before you begin. Good work habits require that you consider the likely consequences, positive or negative of what you are doing.

## **6. Positive Mental Attitude**

The sixth success factor for your career and life is to reduce the amount of time that it takes you to achieve your goals is by developing a positive mental attitude.

A positive mental attitude is very much a decision that you make. Remember, you become what you do. If you engage in the same activities that positive, confident, optimistic people engage in, you will eventually become one of them and live your best life possible.

Anyone can remain positive when things are going well. It is your ability to look for the good in every situation that you see positive and start moving forward in life.

## **7. Positive Image**

The seventh of the success factors you can incorporate into your lifestyle, and one that can help you achieve the best life for yourself, is the development of a positive image.

People judge you by the way you look on the outside, by the way you appear. The fact is that you judge everyone else by the way they look on the outside, as well. Taking time to present an attractive image in your person, your clothing, your grooming and your accessories can have an inordinate impact on the doors that open for you and the people who are willing to help you start moving forward in your life.

## **8. Creativity**

Creativity is another wonderful way to start moving forward in life and to increase the speed at which you achieve your goals. Creativity is something that requires that you continually look for better, faster, easier, cheaper ways to get the job done. Remember, one good idea is all you need to start a fortune.

## **9. Character**

Perhaps the most important of the success factors to accelerating your life is your character.

Self-discipline combined with honesty will open countless doors for you.

Trust is the foundation of all relationships. When people know you and believe in you and are convinced that they can trust you to keep your word and do what you say you will do, they will feel that they are far more likely to get the things they want through you, to get the things they want, faster, sooner, easier and with greater certainty.

## **How To Be Successful In Life: Tips From The World's Most Successful People**

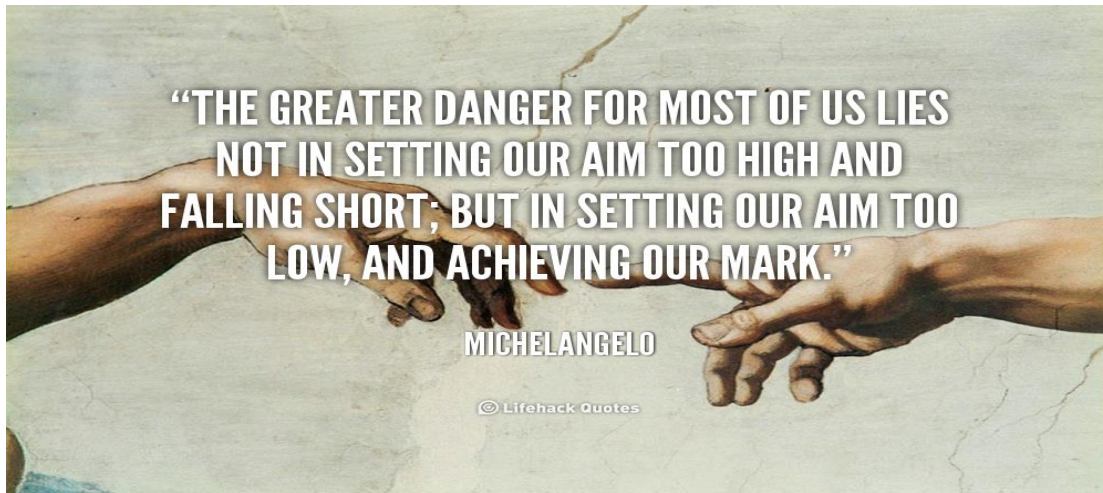
No matter how old you are, where you're from or what you do for a living, we all share something in common—a desire to be successful. Each person's definition of success is different, however, as some may define success as being a loving and faithful spouse or a caring and responsible parent, while most people would equate success with wealth, fame, and power.

We all want to achieve success so we could live a comfortable life—have financial freedom, drive a nice car, and live in a beautiful house. However, although success can be achieved, it does not come easy.

There are a lot of tips and strategies out there on how to be successful in life, but I am still a firm believer that there is no better way to succeed than to follow that footsteps of

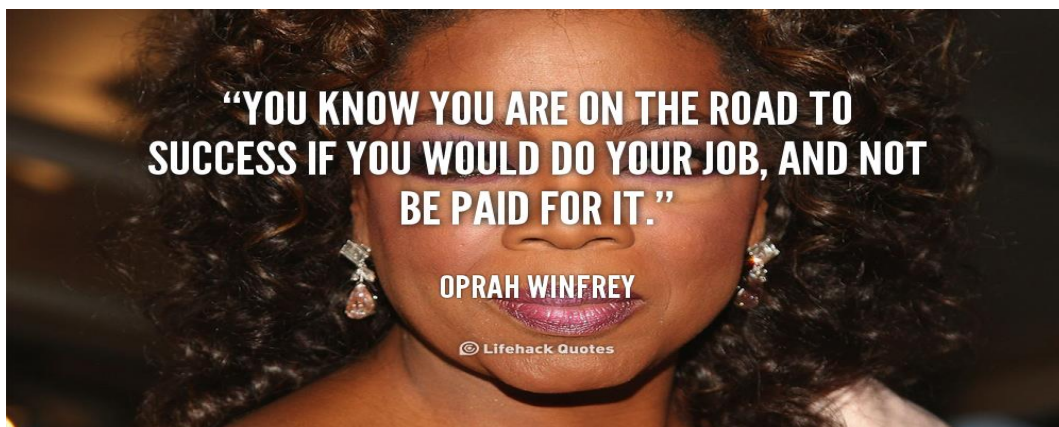
those who have already done so. Here are tips from some of the world's most successful and renowned people:

1. Think big.



*From Michelangelo Buonarroti, Great Renaissance Artist: “The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark.”*

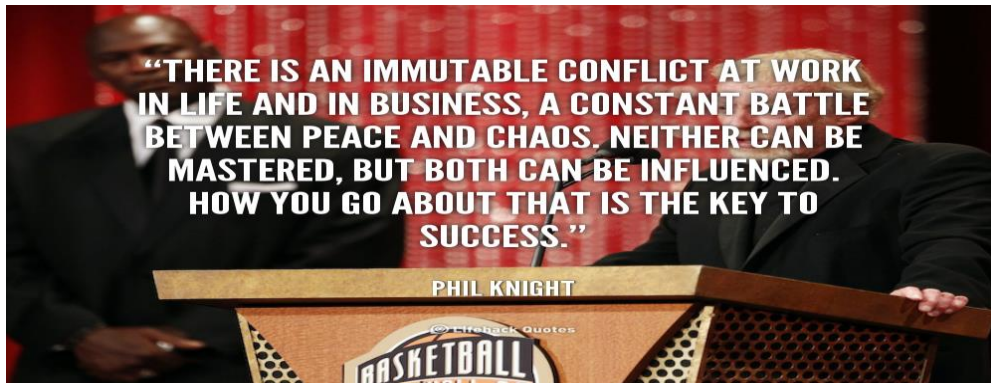
2. Find what you love to do and do it.



*From Oprah Winfrey, Media Mogul: “You know you are on the road to success if you would do your job and not be paid for it.”*



3. Learn how to balance life.



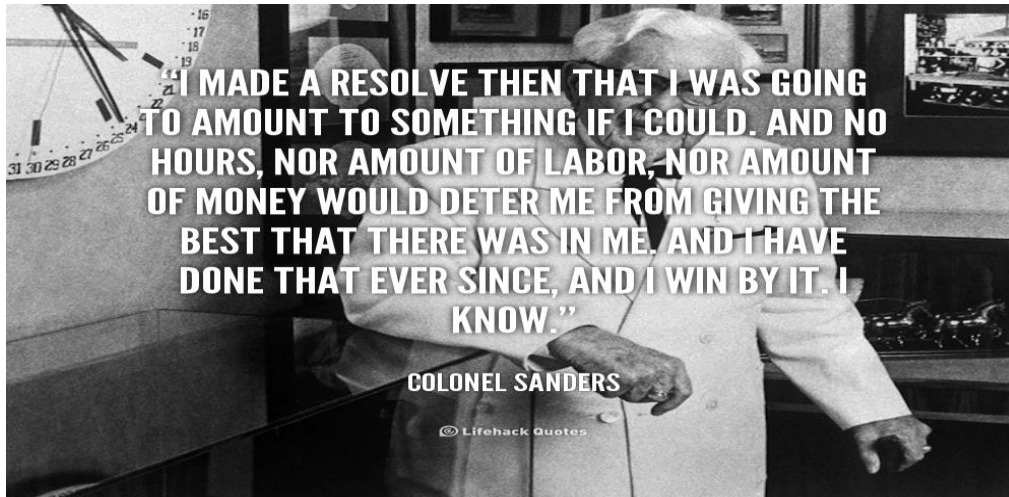
*From Phil Knight, CEO of Nike Inc.: “There is an immutable conflict at work in life and in business, a constant battle between peace and chaos. Neither can be mastered, but both can be influenced. How you go about that is the key to success.”*

4. Do not be afraid of failure.



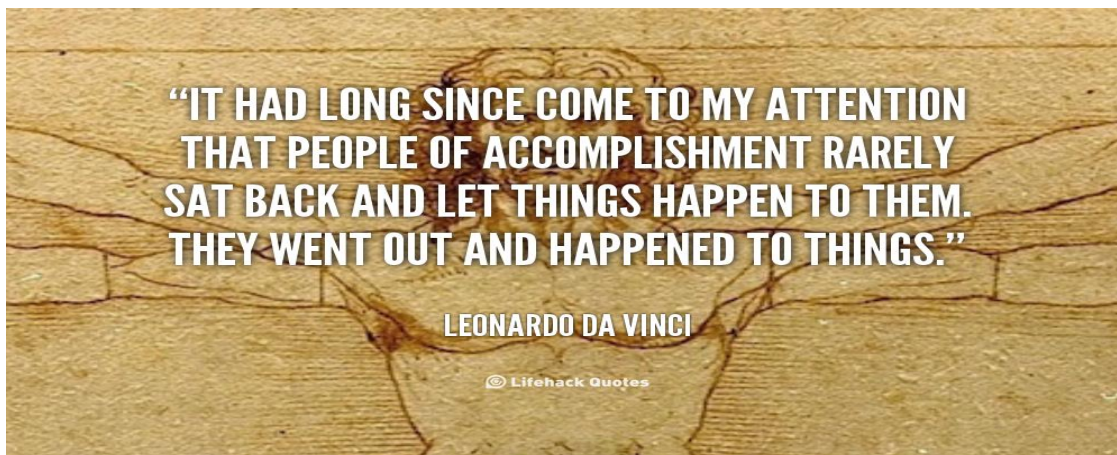
*From Henry Ford, Founder of Ford Motors: “Failure is simply the opportunity to begin again, this time more intelligently.”*

5. Have an unwavering resolution to succeed.



*From Colonel Sanders, Founder of KFC: “I made a resolve then that I was going to amount to something if I could. And no hours, nor amount of labor, nor amount of money would deter me from giving the best that there was in me. And I have done that ever since, and I win by it. I know.”*

6. Be a man of action.



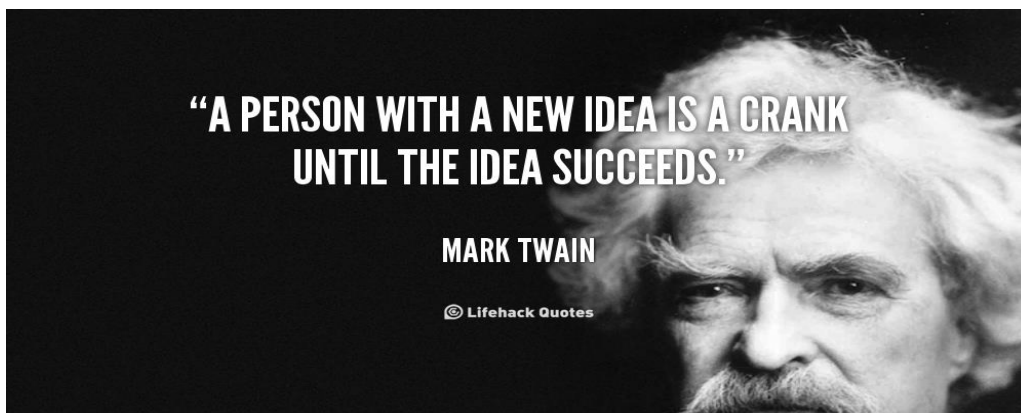
**From Leonardo da Vinci, Renaissance Genius :** “It had long since come to my attention that people of accomplishment rarely sat back and let things happen to them. They went out and happened to things.”

## 7. Avoid conflicts



**From Theodore Roosevelt, 26th President of America:** “The most important single ingredient in the formula of success is knowing how to get along with people.”

## 8. Don't be afraid of introducing new ideas.



**From Mark Twain, Famed Author:** “A person with a new idea is a crank until the idea succeeds.”

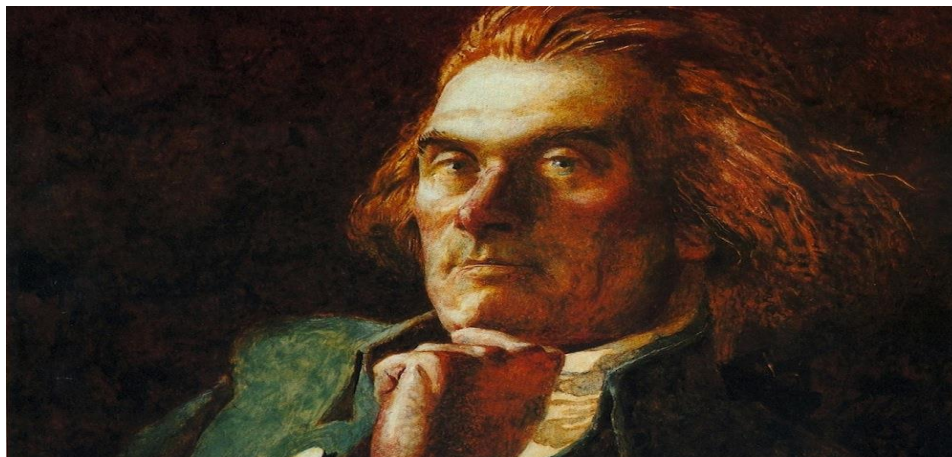


9. Believe in your capacity to succeed.



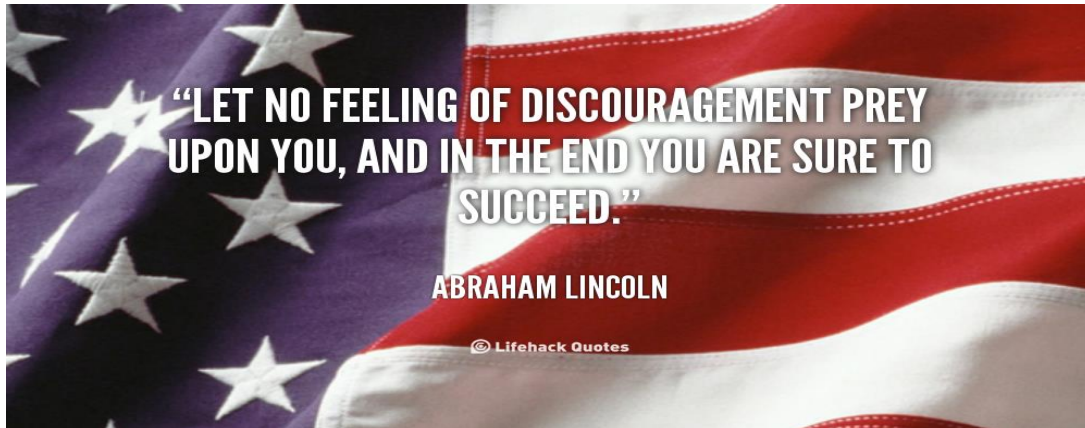
**From Walter Disney, Founder of Walt Disney Company:** *"If you can dream it, you can do it."*

10. Always maintain a positive mental attitude.



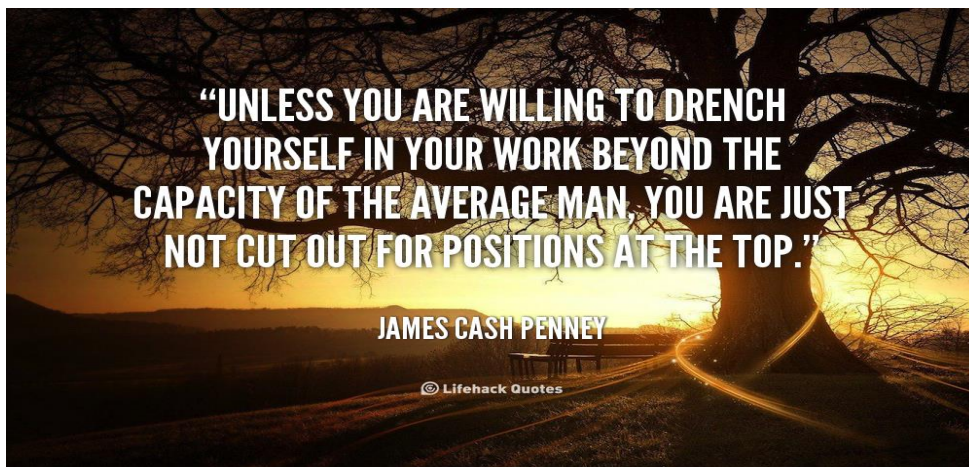
**From Thomas Jefferson, 3rd President of America:** *"Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude."*

**11. Don't let discouragement stop you from pressing on.**



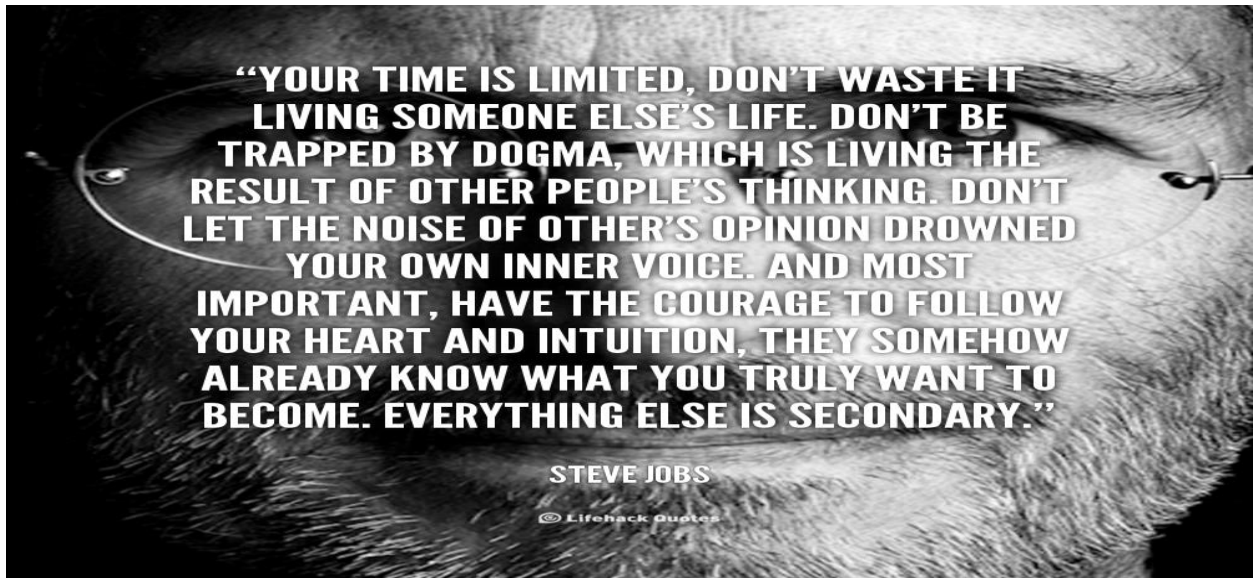
***From Abraham Lincoln, 16th President of America:** “Let no feeling of discouragement prey upon you, and in the end you are sure to succeed.”*

**12. Be willing to work hard.**



***From JC Penny, Founder of JC Penney Inc.:** “Unless you are willing to drench yourself in your work beyond the capacity of the average man, you are just not cut out for positions at the top.”*

13. Be brave enough to follow your intuition.



*From Steve Jobs, Co-founder of Apple Inc.: “Have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.”*

#### **What is needed to succeed in life?**

I have spent the past few years figuring out what exactly is a successful life. Research in psychology has shown there are six essential aspects of happiness in life:

1. **Physical Health:** You need to be physically healthy to have the energy to engage in life. If you don't have a baseline of health you can't function and can't be successful.
2. **Mental Fitness:** You need to be continuously engaging your mind. Learning and growing, experiencing new ideas, getting better, pursuing mastery, and putting your ideas to work to accomplish your goals.
3. **Emotional Health:** You need to be self-aware emotionally, feel good about yourself, and have a positive self-image. If you are depressed to the point where you can't function you can't be successful.
4. **Social Health:** You need positive relationships in your life and people that love and support you. You have friends and loved ones that you trust, that make you a better person, and inspire you to be better. There are people you can call at any time of the night if you have a big problem. Humans are social, if you don't have people you care about and that care about you can't be successful.



5. **Purpose / Meaning / Spiritual Health:** You make a positive impact in others' lives, giving meaning and purpose to your work and daily life. This keeps you focused and inspires you to overcome the day to day struggles and setbacks that are a part of everyone's life.
6. **Material Wealth:** There is a basic level of food, shelter, and clothing that all people need and that is paid for through money. If you are too poor or have too much stress from struggling financially you can't be successful.

You can function and be happy in the short term without all of these elements but in the long term if you are missing one of them it is unsustainable and you will become miserable. By definition, something will have to change in your life for you to go on.

Emotions are how your subconscious communicates with yourself, they are one of the reasons humans are so resilient. If you are unhappy, it is your body's way of telling you something is wrong with your life and you should do something about it.

## Success in work

- Team work...you alone can not do all work, need team
- Give human touch...you employ a family not a machine... share concerns, birthday, illness in family, child education
- Leadership....means giving directions, guidance, support, owning failures and credit for successes to the deserved ones. Never lose an opportunity to praise, never rush to condemn...even condemn with praise.
- If you need to grow, let your staff grow to take higher/your responsibilities...never shy or fear.
- Sharpening of tools .... Constant and regular...woodcutter story
- Always finding ways to excel....new software, new or not known shortcuts, web sites, tools, jigs & fixtures, lessons from success stories, competitors plus points etc.  
Use information not only know!
- Eagle's eye on future....what is going to come, technological or product developments.
- Dedication & sincerity...work with heart...nurse/mother example
- Believe it to be true, no wavering...morning wake up, weight loss
- Perfection...may be small or big work.....i know the best but I am looking for opportunity for some important work...eg. Driving, even photocopy, fixing appointment, ordering food etc.
- Goal focused..., arjun's eye story, morning walk & office going, way side disturbances (but what after reaching office....lost priorities?)
- Persistence....broken record eg.

**Whatever you do, you cannot defeat me?**

I never fail? Will go on trying! Failure only when I stop trying.  
Correct own working.....sandwich syndrome

- Avoid cribbing..... for Government, nature, colleagues, superiors and all others!
- Hurry to do something!....even hurry takes time.
- Time management... plan, follow and only start is difficult.....save second by second, minute by minute.
- Top of Pyramid is alone, single, no space. You will have to leave someone on the way to reach top.
- Something people are crying and you can do without it.....story of Cheel.