

# TOP 10 *SUCCESS* TIPS FROM WINNERS



MRN NETWORK

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# INTRODUCTION

MRN Network

**W**hen it comes to achieving success, you don't have to reinvent the wheel.

There are many people who've made their marks on the world through achieving incredible success in their work. You can follow in their footsteps and achieve your own success!

Your journey to success can be as simple as going from point A to point B. Or it can be similar to "the long and winding road." ***But no matter your path, certain elements most likely need to be present for you to achieve ultimate success.***

You'll develop your own winning ways when you discover your passion, have faith, take responsibility, and think positive. Also, taking action, embracing your failures and recognizing opportunities will galvanize you in your quest for success. Finally, having mentors, confronting and resolving obstacles and enjoying your journey are also important steps on the road to success.

This report includes tips from people who excel (or excelled) in their chosen fields. Each quote focuses on a major theme that's integral to the achievement of success. ***As you read the discussions, think about how you would interpret the wise words offered.***

We've also included action tips for applying the information in your own life. These gems of wisdom, if you choose to use them, will bring you closer to achieving the success you desire.

# 1. DAVID FROST: DISCOVER YOUR PASSION

***“Don’t aim for success if you want it; just do what you love and believe in, and it will come naturally.”***

**–David Frost**

David Frost, a British journalist and media personality, encapsulated one of the most important concepts of being successful: find something you’re truly passionate about and do it. If you feel strongly about something, no matter what it is, you’ll most likely enjoy perfecting your skills in that field and becoming an authority on your subject matter - fueling your success.

***Your chances of being successful greatly increase when you’re passionate about what you’re doing.***

## **How to Apply David Frost’s Tip to Your Life**

Once you discover your passion, all you have to do is just keep doing it to achieve success.

For example:

- ➔ If you loved to work on cars as a teen, figure out a way to continue your mechanical pursuits and get paid for them as an adult.
- ➔ If you’re passionate about baking cookies and cakes, bake plenty of these pastries and sell them.

You see, ***when you do what you love, you’ll enjoy the time you spend doing it.*** Plus, you’ll be compelled to experiment more with your chosen work and

become better and better at whatever it is you're doing. Your confidence will surge and so, too, will your success.

**Try these tips to bring more of what you love into your work life:**

1. **What do you enjoy most?** If your current career isn't one of your choices, then consider bringing one of your hobbies into your work life. By building a career around a beloved hobby, you'll enjoy your work considerably; then work will be more like play. Rather than quitting your job to do your hobby, try building a side income with your hobby first.
2. **How can you monetize it?** Determine several ways you can make a profit from your hobby. Could you sell what you make? Could you teach others your skills? Could you start a related business selling hobby supplies to others? Could you start a website where you discuss your hobby and sell advertising on it to bring in regular income?
3. **Get started.** Whatever plans you make for turning what you love into your work, take action toward making it a reality. For example, if you want further education or certification in your chosen line of work, enroll in a class. If you're going to sell what you make, make some items and sell them - you could use Craigslist, eBay, put up a website, and more.

## 2. STEVE JOBS: HAVE FAITH

***“Again, you can’t connect the dots looking forward; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future.***

***You have to trust in something - your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the difference in my life.”***

**–Steve Jobs**

You’ve no doubt heard of Steve Jobs, the co-founder of Apple, Inc, and a successful entrepreneur and businessman who created iPods, iPhones, iPads, and numerous other technological wonders you can’t live without.

The idea behind Jobs’ quote is significant because he talks about how you can’t know everything when you first set out to do something. ***Jobs believed one just has to have faith that in the scheme of life, what he does will eventually have an impact.*** Jobs stressed that you must have trust in what you’re doing.

When you have that faith, you’ll continue your journey, doing what you have faith in. It’s only later, down the road, when you can look back and see the impact of your work.

### **How to Apply Steve Jobs’ Tip to Your Life**

Even though you may not have a complete sense of how what you want to do will fit in to the big scheme of things, if you truly feel it’s what you should be doing or that it’s the right thing to do, then just follow through with your pursuits. Have faith that you’re supposed to be doing what you’ve chosen.

Regardless of whether you believe in destiny or prefer to listen to your gut: what does your internal “*trust-meter*” tell you to do?

If you trust your instincts that something you want to do will be effective or useful to someone, then pursue it and keep doing it. ***If you continue in the pursuits you have faith in, you won't be disappointed.*** Your work will eventually come to fruition.

### 3. OPRAH WINFREY: TAKE RESPONSIBILITY

***“I don’t think of myself as a poor deprived ghetto girl who made good. I think of myself as somebody who from an early age knew I was responsible for myself, and I had to make good.”***  
**–Oprah Winfrey**

Oprah Winfrey is a one-of-a-kind businesswoman, talk show host, actress, and media mogul who now owns a television network. Winfrey focuses on how she took responsibility for her own life at an early age.

In this quote, Winfrey stresses that she never thought of herself as someone who was “poor” or “deprived.” She chose not to see herself as disadvantaged in any way.

Instead, she regarded herself as equal to everyone else and, like anyone else, knew she was the one responsible for her own life. Even as a young person, she was compelled to do something with her life. She knew no one else would do it for her.

***Winfrey brings home the importance of taking control of your own life as early in life as possible.*** She viewed her personal sense of responsibility as the key to “making good.”

#### **How to Apply Oprah Winfrey’s Tip to Your Life**

Regardless of your background, you can be successful if you take responsibility for your own future.

**Consider these ideas:**



1. **Circumstances don't control your future.** Refuse to allow your personal situation to color your sense of who you truly are or what you can accomplish.
  - ➔ Instead, view yourself as capable of achieving anything you set out to accomplish.
  - ➔ Seek solutions to your challenges so you can keep moving forward toward your goals.
2. **Your success doesn't depend on luck, where you live, or whether you're rich or poor.** It does depend, however, on how you step up to take responsibility for yourself. Avoid blaming others, making excuses, or just wishing things will get better.

## 4. THOMAS JEFFERSON: THINK POSITIVE

***“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.”***

**–Thomas Jefferson**

Thomas Jefferson was the third U.S. President, the writer of the Declaration of Independence, and a leader. In this quote, Jefferson focused on the importance of one’s mindset to achieving success. Jefferson expressed that as long as a person has a positive “mental attitude,” he’ll continue to strive toward and achieve his goals.

***Jefferson believed there’s power in one’s own mind and that being positive is the best way to release that power and benefit from it.***

On the other hand, Jefferson acknowledged that a person who lacks a good mental attitude will be thwarted in his efforts to accomplish goals. No matter how hard he tries, if he’s not in a positive frame of mind, success will elude him.

### **How to Apply Thomas Jefferson’s Tip to Your Life**

**These strategies will help you maintain a positive mindset:**

1. **Use positive self-talk.** You engage in a running dialog with yourself all day long. Take advantage of this natural tendency and encourage yourself by saying things you like to hear. Praise yourself for your accomplishments and say good things to yourself all day long. Soon, you’ll notice a positive change in your everyday thoughts as well.

2. **Repeat affirmations.** Reading and repeating affirmations will help you strengthen the qualities you wish to develop and even assist you in adopting new habits and qualities. If negative thoughts are a challenge for you, positive affirmations will help steer you away from them and replace them with positivity.
3. **Practice meditation.** Meditating will help you reduce the stress in your life, focus on moving forward toward your goals, and bring you serenity - all helpful steps for developing and maintaining a positive mindset.
4. **Seek the silver lining.** Even when things don't go as planned, find something good in every situation. After a while, this technique will become a habit as you discover your new positivity.

Thinking positive not only makes life a lot more pleasant, it sets up an atmosphere around you that's upbeat and encouraging to others and draws others toward you.

When you think positively, you take the mental approach of, "I can achieve whatever I set my mind to." This attitude sets you up for success!

## 5. PABLO PICASSO: TAKE ACTION

***“Action is the foundational key to all success.”***  
***–Pablo Picasso***

Known world-wide for his paintings and sculptures, the Spanish artist, Pablo Picasso, was also a co-creator of a popular movement in art known as “cubism.” Picasso’s quote reflects that he knew what it would take to be successful. He believed that the most basic tenet to achieving goals is to take action.

Even when people didn’t seem interested in his art, Picasso just kept painting, sculpting and creating, no matter what. ***He put into practice what he believed:*** if a person takes action, he’ll succeed.

The essence of Picasso’s quote is, “do something” to make success happen.

### **How to Apply Pablo Picasso’s Tip to Your Life**

***You must do something related to your goals if you want to achieve them.***

The most basic key to accomplishing something is to simply take action.

- ➔ Focus less on the details
- ➔ Don’t be concerned about doing something wrong
- ➔ Just get started
- ➔ Continue to do whatever it is you’ve chosen and the actions you take will lead you to success

For your big goals, divide them into small, achievable steps that will lead you ever forward until you’ve accomplished your biggest desires.

***It's much easier to take action when you only have a small mini-goal to work on.*** However, achieving these small goals one by one will bring great success.

For example, if you have a goal to lose 30 pounds, you can do this in 30 weeks by losing a pound a week.

Each week, ***focus only on losing 1 pound.*** This is a goal you can achieve.

Each week, determine what you can do to lose that 1 pound - whether it's cutting back on sodas, sweets, or chips, going for evening walks, or taking the stairs at work - and follow through with whatever action it takes to get it done.

## 6. DALE CARNEGIE: EMBRACE YOUR FAILURES

*“Develop success from failures. Discouragement and failure are two of the surest stepping stones to success.”*

**–Dale Carnegie**

The master of public speaking and communication and the author of, “How to Win Friends and Influence People,” Dale Carnegie is another example of someone who experienced great success in his work.

Carnegie stresses that you must experience discouragement and failure in your life in order to find success. He believed that through examining your experiences of failures, you can gain the knowledge that will propel you to success.

### **How to Apply Dale Carnegie’s Tip to Your Life**

Instead of fearing failures and trying to avoid thinking about how you failed at something, look closely at your mistakes. You’ll surely learn how to avoid those mistakes in the future. Even your feelings of discouragement will eventually lead you down the path of success as you seek more positive outcomes.

**Try this process to help you use your failures as stepping stones to success:**

1. **Ask yourself why something didn’t work.** If you can figure out a probable reason, you can avoid the same process as you try new ideas that might work. Or if you’re developing a skill for your goal, you may decide that you just need more practice to fine-tune your skill.

2. **Come up with a new strategy.** Brainstorm ideas for new ways to approach your current challenge or get back on track toward your goal.
3. **Try out your new idea right away.** “Jumping back on the horse” will keep you moving toward your goal and allow you to avoid wasting time bemoaning your setback. If you let too much time pass before you continue on, your motivation could wane as you wallow in your misery.
4. **Repeat this process if your new idea doesn't work.** There's no shame in trying an idea that doesn't achieve the goal. If your idea doesn't work, learn from it and move on.

Consider your failures as an important education in what it takes to achieve. Whether you learn to stop doing something or that perhaps you should have done something differently, examine your failures and feelings of discouragement. Use them productively to then build your fact base for success.

Put your failure to good use; learn from it so you can continue on your path to excellence.

***Above all, remember that the only way you can really fail is to give up.*** As long as you're still working toward your goal, you haven't failed in your quest. Failures along the way just let you know how *not* to do something. Your next idea may be just the one that brings you success!

## 7. AYN RAND: RECOGNIZE OPPORTUNITY

*“The ladder of success is best climbed by stepping on the rungs of opportunity.”*

–Ayn Rand

Ayn Rand, a prolific writer born in Russia, experienced great success in her lifetime. Over 25 million of her books have sold and all of her books are still in print, although she died in 1982. Rand’s quote gets to the heart of the cultivation of success — recognizing opportunity and taking advantage of it.

Her description of success being a ladder is apt because, in order to be successful, one must notice and take advantage of many opportunities throughout life. Her quote illustrates that each opportunity leads to another step up to the next opportunity.

Rand’s quote implies it’s rare to go from nothing to success in one step. Instead, ***you’re led to succeed through the opportunities you notice and take advantage of.***

### How to Apply Ayn Rand’s Tip to Your Life

It’s best not to expect success to come all at once with little time or effort:

- ➔ Think of success as something you can achieve step by step
- ➔ Each step or “rung” is an opportunity
- ➔ In order to benefit the most, keep your eyes open to whatever opportunities come your way
- ➔ The more opportunities you recognize and utilize, the more likely it is you’ll be successful



Some opportunities will be disguised to look like obstacles or will present great challenges to you.

***Open your mind to the possibilities*** that these situations bring to you. As you tackle each situation, consider it an opportunity and find a way to use it to your advantage. Those opportunities will help you progress up the ladder of success.

## **8. WARREN BUFFETT: FIND MENTORS YOU CAN EMULATE**

***“It’s better to hang out with people better than you.  
Pick out associates whose behavior is better than yours  
and you’ll drift in that direction.”***

**–Warren Buffett**

A successful American businessman and fearless investor, Warren Buffett has identified one of the most important tips of being successful: seek mentors.

Buffett’s quote emphasizes that a person must reach out to those who know more in order to be successful.

***Selecting successful people to fraternize with provides you with wonderful role models, free education, and information about how those people excel.***

As you spend time with them, you’ll tend to copy their behaviors, become more motivated, and achieve your own success.

Known for his common sense approach to investing and managing money, Buffett has applied this same mantra when finding mentors to emulate.

## How to Apply Warren Buffett's Tip to Your Life

Spending time with people who have more knowledge, business savvy, expertise, and even creativity can rub off on you. When you choose to spend time with people you want to be like, you're provided with a treasure trove of information about how those peers work and achieve their goals.

Hanging out with them presents the wonderful advantage to you of being exposed to information that will help *you* reach *your* goals. To be inspired, hang out with the best.

***Seek and find at least one mentor in your professional field.*** Soak up all the information he offers. Listen well. Observe how he approaches work and life. Then try to apply what you see and learn in your own life.

If you want to be more successful, surround yourself with successful people whom you can learn from and model after. You'll be compelled to be successful, just like them.

## 9. MICHAEL JORDAN: CONFRONT AND RESOLVE OBSTACLES

*“If you’re trying to achieve, there will be roadblocks.  
I’ve had them; everybody has had them.*

*But obstacles don’t have to stop you. If you run into  
a wall, don’t turn around and give up.  
Figure out how to climb it, go through it, or work around it.”  
–Michael Jordan*

Michael Jordan, one of the world’s most loved professional basketball players and entrepreneur, makes some relevant points.

Jordan reminds us that when we’re working toward accomplishing goals, we’ll run in to obstacles. It’s necessary to expect them on your road to success. However, you must not be deterred by these obstacles. Instead, confront your challenges, figure out how to resolve the issues, and then fix them.

From the choice of wording, it’s clear that Jordan believes if a person is creative enough, he can rise above any obstacle that appears before him. Basically, ***Jordan tells us to expect troublesome situations and “figure out” solutions to those roadblocks in order to be successful.***

### How to Apply Michael Jordan’s Tip to Your Life

It’s always wise to be prepared. Recognize that it’s normal to experience bumps in the road on your way to a better life. Expect these bumps so you won’t be shocked or thrown too far from the path when they occur.

You must be willing to confront roadblocks and then tackle them with a vengeance:

- ➔ Put on your thinking cap and brainstorm ways to get past your challenge
- ➔ Talk to your friends
- ➔ Seek advice from your mentor
- ➔ Try anything and everything to solve your dilemma

***Don't give up or stop until you've figured it out.*** Sometimes the most wonderful thing happens when you think your way through an issue: success!

## 10. ZIG ZIGLAR: ENJOY THE JOURNEY

***“Success means doing the best we can with what we have.  
Success is the doing, not the getting; in the trying, not the triumph.***

***Success is a personal standard, reaching for the highest  
that is in us, becoming all that we can be.”***

**–Zig Ziglar**

A motivational speaker and author of 25 books, Zig Ziglar has captured a very important aspect of success in this quote. He emphasizes that a person can simply use whatever he’s got to achieve success.

Ziglar makes the point that success is less connected to receiving something than it is with doing something — taking action to get what you want. You must put forth some effort to succeed. But it’s not necessary to win every race in order to ultimately achieve your goals.

***Reach within to discover the best of what you have to give while you’re reaching for the stars.*** Ziglar believes if you do this, you have arrived — you *are* successful.

### **How to Apply Zig Ziglar’s Tip to Your Life**

Achieving success is a journey. No matter where you are or what you have, you can start your road to success from there. Taking action to do whatever it is you’ve chosen and putting forth your greatest efforts will move you further in that journey.

The more you try, the more likely you are to achieve your dream. It’s unnecessary to try to live up to someone else’s standards. Instead, look

inside for your own standards and work to achieve them. Be the best you can be and your journey will bring you success.

## SUMMARY

You can gain inspiration from successful people from all walks of life. Whether it's media moguls, famous speakers, businessmen and women, writers, artists, entrepreneurs, or sports figures, successful people know what it takes to be a winner.

Discovering your passion, having faith, taking responsibility for your own life, and thinking positive will help you begin your journey toward success. When you take action, embrace failure and recognize opportunities right in front of you, you'll continue your path to achieving your goals.

Finding mentors, confronting and resolving obstacles and realizing you're on a journey will all aid you in your quest for success. When you apply these tips in your life and work, you'll be amazed at the results.

***Achieving success is within your reach.*** Your journey to success begins now!