A silhouette of a person in mid-air, jumping or dancing joyfully in a field of tall grass. The background is a bright blue sky filled with fluffy white clouds. The person's arms are outstretched, and their hair is blowing in the wind. The overall mood is one of freedom and achievement.

Your Path to Success

Adapted from Your Workbook for Success by Tom Robarge

Brought to you by www.unlocktheknowing.com

What Contribute to Success



Failure

Every great inventor, every great statesman, and every great industrialist has had some form of failure on their road to success.

Review the life of any successful man or woman and you will find that they all have failed somewhere along the way.

Failure is a part of life, so accept that fact. Just remember that the person that succeeds is the person who can face their failures, learn from them and turn them around to success.

If you fail at something, it does not mean that you are a failure. What it does mean, is that you need to find out why you failed and learn from it.

Not everyone can be a great salesman, movie star, famous doctor or the President of the United States, but everyone can find what they are good at and become a success.

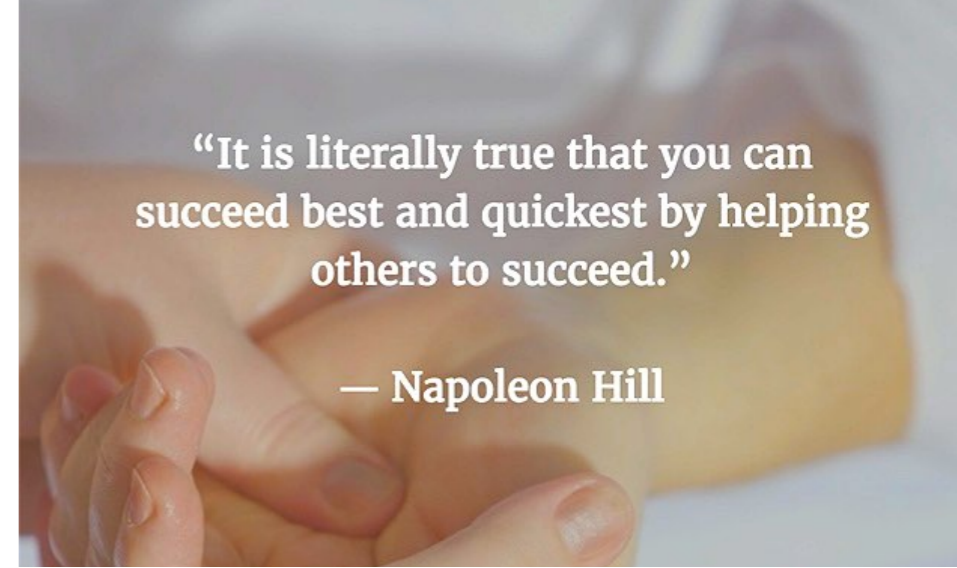
Positive Attitude

There is only one person who can control your attitude, and that person is you.

You can decide to let the world or outside forces control your attitude.

Or you can take control and set your own attitude. This is sometimes easier said than done, but it can be done.

When you have a dream and are in the process of making it a reality, it is a lot easier to have a positive attitude.



“It is literally true that you can succeed best and quickest by helping others to succeed.”

— Napoleon Hill

Helping Others

We all face problems from time to time and we can come up with answers to our problems most of the time.

There are times we find ourselves unable to solve a problem.

It is at these times we need to look around for someone else with just as great or a greater problem than we have.

Start right there to help the other person solve their problem.

As we get our mind off our self and on helping someone else, more often than not we will come up with a way to solve our own problem.

Don't ask me how it works, I just know it works.



“If you have a positive mindset and are willing to persevere, there is little that is beyond your reach.”

— Roopleen

Giving a Little Extra

You should not expect to receive any more than you are already getting if all you are doing is just enough to get by.

On the other hand, if you are always giving a little extra than is expected of you, you may find that better paying positions become available.

Also, when times are hard, it is the person that gives a little extra that is usually the one that succeeds.

Flexibility

In this fast paced world we live in today, you have to be flexible to change.

The person who can see the changes that are coming on the horizon is in a better position to take advantage of them.

We can do things today that were not even thought of five years ago, and tomorrow will hold even greater rewards for the person who can meet the upcoming needs.

Visualization

Visualization is the ability to see yourself in possession of your dreams before they materialize.

Ask yourself, how would I act if I have already reached my goal?

Then, start acting that way. Success attracts success, so start acting as if you are already successful because in reality you are.

Faith

Before you can succeed in any undertaking, you have to have faith in yourself.

You also have to believe that you can see this task through to its successful conclusion.

If you set the goal that you will be financially sound and independent within the next year, you had better believe you can do it.

ANDRE GIDE

Be faithful to that which exists
within yourself

The Small Voice Within

Some people call it the Subconscious, while others call it your inner being. It may even be considered a hunch.

Whatever it is, it does not matter.

What does matter is that people who have learned to listen for it and follow its lead, have enjoyed a greater success than they would have otherwise.

So go off somewhere quiet, and take the time to listen to the small voice within.

Stay Motivated

Write down your goal on a card and carry it with you.

Read it whenever you get a chance. If your goal is a material item, get a picture of it and place it somewhere you can see it often.

Locate motivational aids to place in your work area if possible.

Whatever it takes to keep yourself motivated, do it.

To Do List

You should do something every day that brings you closer to your goal.

What happens a lot of the time is that you find you just don't have the time.

One way to help you manage your time is to make a list of five or six tasks you need to get done.

Then number them by their importance and start working on number one. Stay with it, if possible, until it is finished.

Once you have completed this list, make up another one and work on it.

You will soon find that tasks are getting done faster, and that you have more time to get other things done.

RACHEL NAWI

**Passion is infectious and always
leads to a better end result**

Sick and Tired of Being Sick and Tired

When you have finally reached the end of your rope.

When you are finally tired of living from payday to payday, and when you find yourself working as hard as you can, but still come up short at the end of the month.

Then it is time for a change, maybe it is time to take control of the life you are living and do something to turn things around.

Maybe it is time to set a goal and start looking for a way to reach it.

Maybe it is time to start living the life you know you should be living.

Being in the Flow

There is a natural flow in nature, and there should be a natural flow in your life.

Some people discover their place in the flow at an early age, while others stumble across their place in the flow at a later stage in life.

There are still others who go to their grave having never found their place in the flow.

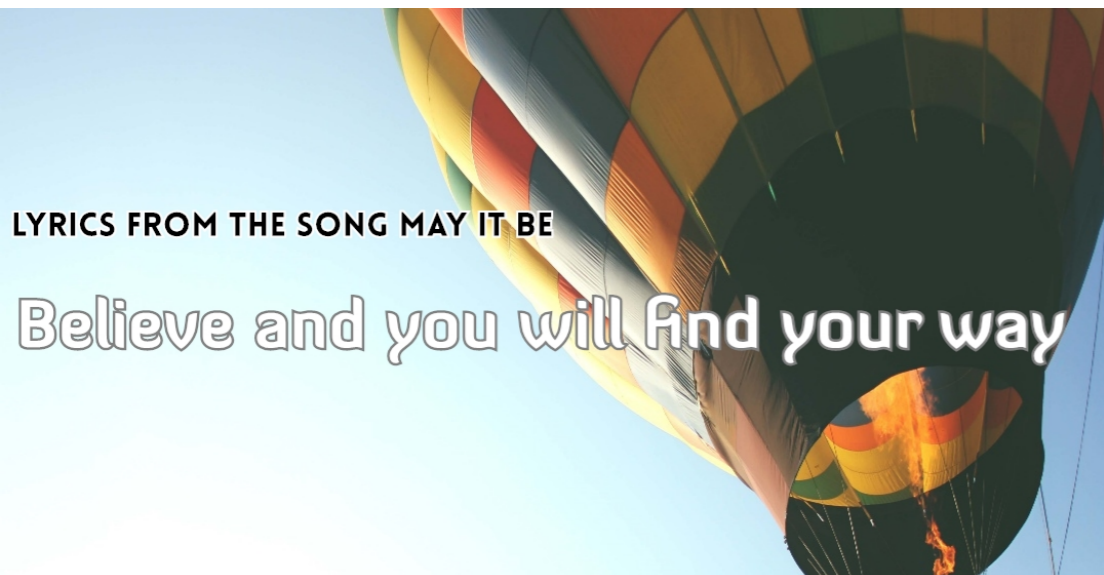
That is why it is so important to match your talents and personality with the line of work you are planning to go into.

You can tell you are in the flow when you can make a hard task seem easy.

When you find the task that you are doing so rewarding, you do not consider it work.

When you enjoy going to work and meeting problems head on and solving them.

These are just a few signs letting you know you are in the flow.



LYRICS FROM THE SONG MAY IT BE

Believe and you will find your way

Pace Maker

Once you have decided your main purpose in life.

Find someone who has accomplished the goal you want to reach.

Then, to yourself, claim that you will not only accomplish his or her success, but you will surpass them.

Meditate

To meditate is to spend some time away, quietly thinking or planning.

It can also be used for problem solving.

If you have a problem for which you cannot come up with a ready answer.

Find a quiet place, and take time to meditate on it.

Then turn it over to your subconscious mind.

Before long, you will usually come up with an answer.

Freedom and Personal Liberty

In this great land of ours you can be anything you want to be.

This is our country's greatest asset.

A child raised in the inner-city can grow up to be a great statesman.

A person born with a disability can learn to overcome their disability and become a successful business man or woman.

We can be anything we decide to be, all we have to do is decide what we want to be.

So take the time to find your dream, and set out to do it.

BELL HOOKS

**The moment we choose to love
we begin to move towards
freedom**

Incorporate Yourself

Think of yourself as a corporation that is providing a service to an employer.

Because the days of working for one employer until retirement are long gone.

In fact, it is said to reach your career goals in the market today, you should plan on changing jobs about every three years.

This does not mean that you should be disloyal to your current employer. This simply means plan for your future.

Companies even make it easier today for you to be able to change employers.

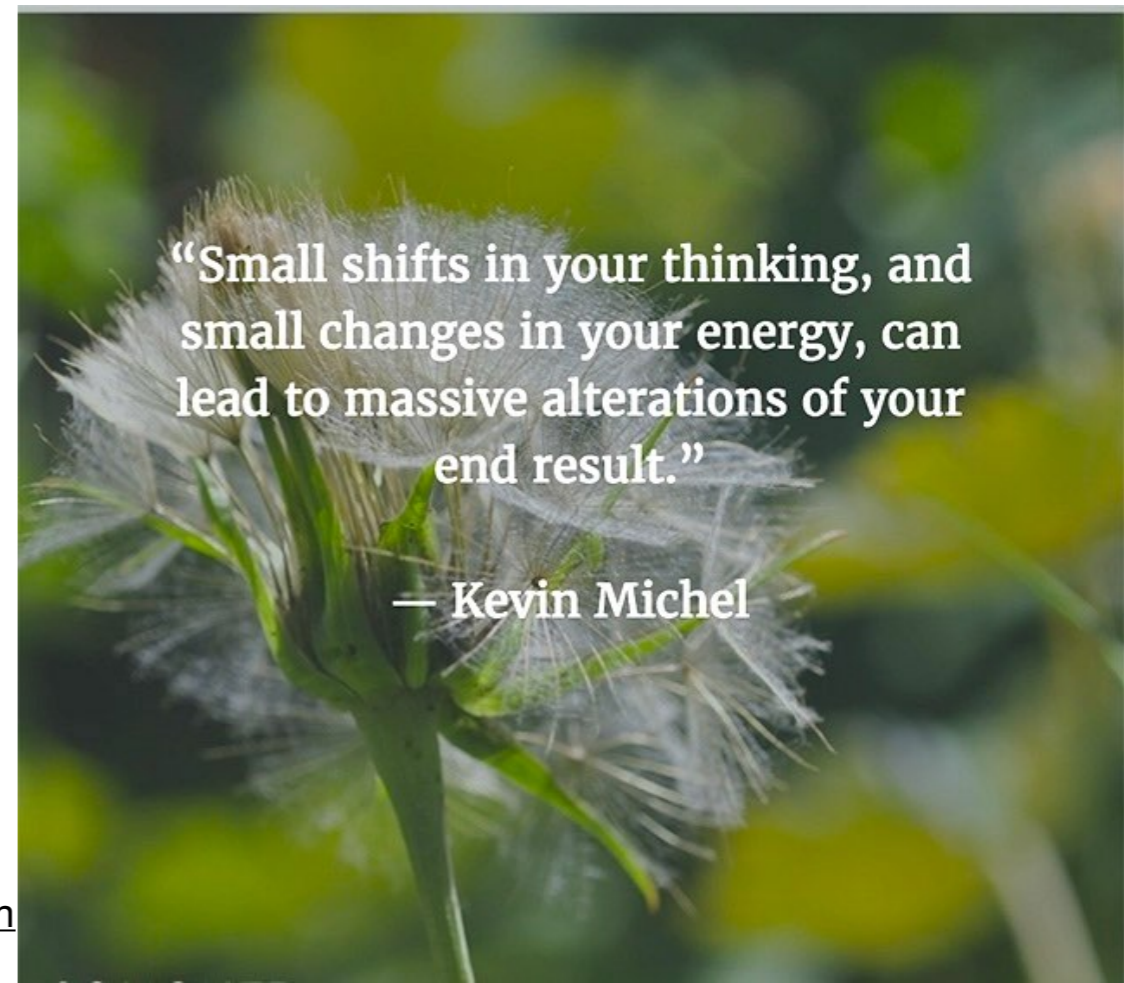
Your retirement program today is probably a 401K program that can be rolled over to your next employers plan.

You are now able to keep your present health coverage until you will be covered by your new employers health plan.

Employers today realize that from time to time they will lose employees to other companies.

In fact there are very few employers today that will stand in the way of their employees changing jobs to better themselves.

Some people call this looking out for number one. The truth of the matter is, that by incorporating yourself, all you are doing is being responsible for yourself.



“Small shifts in your thinking, and small changes in your energy, can lead to massive alterations of your end result.”

— Kevin Michel

Obstacles to Success

JEFFREY GITOMER

**Obstacles can't stop you.
Problems can't stop you. Most of
all, other people can't stop you.
Only you can stop you**

Unworthiness

The feeling of unworthiness is the major roadblock to success.

There are many reasons for feeling unworthy.

Most people feel that because of something from their past, they are not worthy to enjoy their future.

This is not true, because there are many people who have had past problems and are now living a successful life.

You just have to do the research to find who these people are, and come to realize that if they can do it, so can you.

Lack of Self Confidence

The best way to build your self confidence is to realize that other people do have confidence in you.

Then think of your past successes, and start to build on them.

Before too long, you will come to realize that you can do whatever you set your mind to.

Worrying

It is said that ninety-two percent of our worries are needless worries.

Such as worrying about past problems that we can do nothing about.

Worrying about future events that may or may not materialize, and needless worry about our health.

That leaves only eight percent of our worries that may be considered real problems.

Of these, there are two classes.


The problems we can do nothing about, and the problems that we can do something about.

There is no need to worry about something that we have no control over.

That leaves only problems we can solve, if only we would use our minds.

PAUL BOESE

Forgiveness does not change the past, but it does enlarge the future



Lack of Forgiveness

Holding anger at another person hurts you more than it hurts them.

It eats away at your insides, and can literally make you sick.

You will find yourself telling others the wrong they have done to you, bringing up all that anger again and again.

Some people even find it hard to sleep when they are angry at someone else.

It can even cloud your judgment as to the way you treat other people.

Believe me, you do not need it. Forgive those you are angry with, then forgive yourself.

Fear

There are only two things that you fear as a baby. The fear of loud noises and the fear of falling.

All other fears are learned as you grow up.

Some of them are for your own safety, while others just serve as roadblocks to your success.

If you see a mad dog, you have every right to fear for your safety and should take the necessary steps to protect yourself.

On the other hand, if you are held back by the fear of what they will say, you are not hurting anyone but yourself.

Some fears have to be unlearned before you can realize your dreams.

Everyone has fears from time to time, but the fear of failure should not be one of them.

JOSEPH CAMPBELL

The cave you fear to enter holds
the treasure you seek

A photograph of a wooden pier extending into the ocean. In the foreground, there is a wooden bench. The water is a deep blue-green color, and the sky is not visible. The text is overlaid on the image in white, bold, sans-serif font.

If you have faith in yourself and feel the plan you have devised will work, but are held back by fear, then you need to sit down and write out all the reasons why your plan may not work.

Then, take them one by one and find a way around them.

As you overcome all the things that may go wrong, you will find the faith in your plan growing and your fears diminishing.

Negative Thoughts

There are whole books written about self talk.

The things you say to yourself can make a difference between success and failure.

Yet even the most successful people have to deal with negative thoughts.

The best way to deal with a negative thought is to turn it around into a positive thought.

Let's say you make a mistake.

The thought that may cross your mind is, "I always mess up, I can't do anything right".

To turn this around, say to yourself, "I messed up this time but that does not make me a failure, it just means I'm human.

Everyone misses it from time to time. I will do better next time."



"The power behind taking responsibility for your actions lies in putting an end to negative thought patterns."

— Lorii Myers

Money

Some people believe that money is the root of all evil.

In fact, it is the love of money that is the root of all evil.

Money in itself is nothing more than a tool. It is the payment exchanged for goods or services provided.

Money can be a measurement of where you stand towards reaching your goal, but in itself it should not be your goal.

Let's say your goal is to have a million dollars in sales this year.

You can check to see how you are doing towards your goal by checking how much you have sold so far but when you are with a customer, that customer's needs should be first and foremost.

Serving and looking out for others is the only true road to riches.

Your attitude towards money will affect your success in reaching your goals.

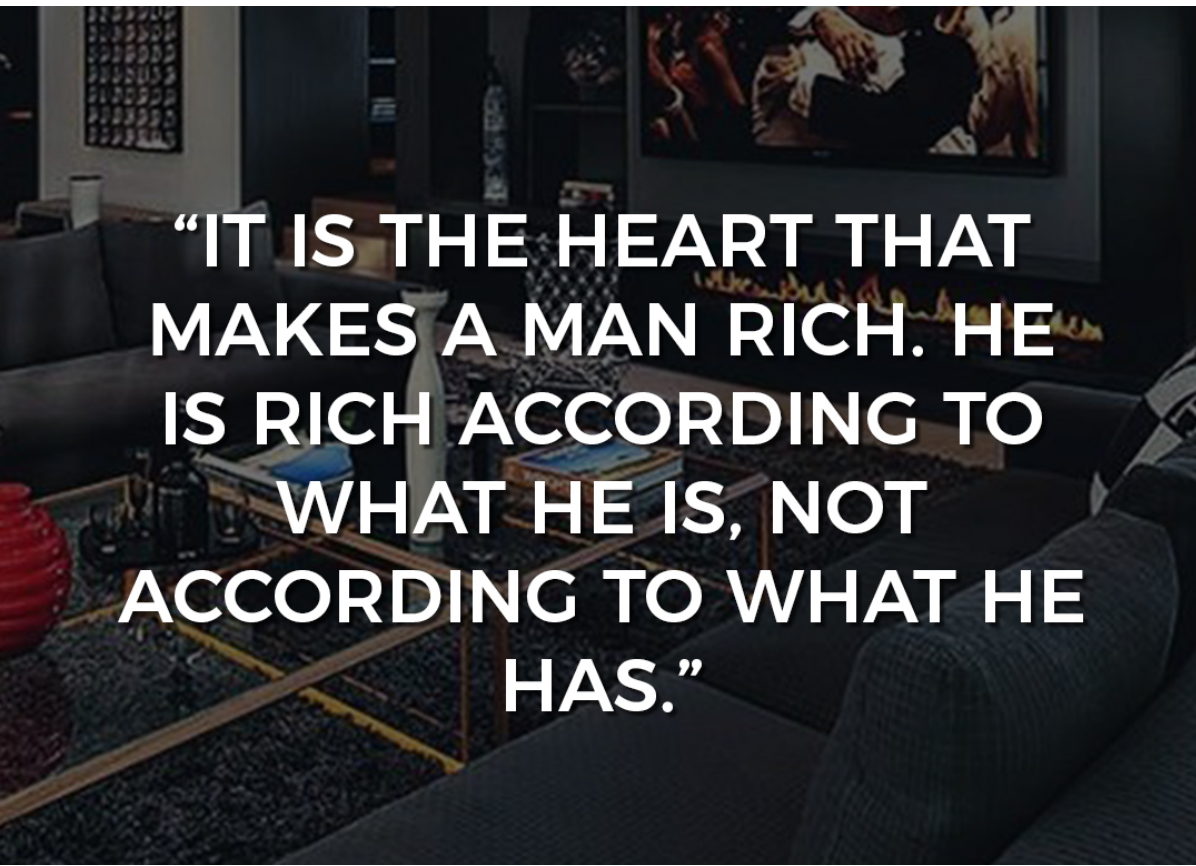
If lack of money was in your past, you may not feel comfortable earning large sums of money and do things that will affect your earning capacity.

In this case, you will need to reprogram your mind with a short statement that you repeat to yourself over and over.

Such as "I enjoy earning a hundred thousand a year."

One thing many people found is the fact that if they give to a charity on a regular basis, it is like a seed planted in good soil.

Somehow the money is multiplied back to them and in the end they are better off than people that did not give to charities.



**"IT IS THE HEART THAT
MAKES A MAN RICH. HE
IS RICH ACCORDING TO
WHAT HE IS, NOT
ACCORDING TO WHAT HE
HAS."**

Know Who You Are



We are all born equal, but we are not all born the same.

Each person has his or her own talents and abilities.

Their own special gift to give the world.

No two people are exactly alike, each person has their own dreams or goals, their own way of doing things, and their own special and unique personality.

What would be considered a success to one person would be considered a failure by another person.

We do not all see things the same way, nor should we.

We all have to learn to be ourselves and not conform to what other people think we should be.

You are a very special and unique person with a gift only you can give the world.

Whatever you do don't let people or circumstances change the person you are and don't try to change other people.

Love them for what they are and trust in them for all they can become.

All you need to do is to take the time to find out about you.

Not who other people believe you are but the real you.

Do you look for ways to make things work, or do you automatically see all the reasons why it won't work.

If you want to become a successful person, you have to be open to new ideas and new ways of doing things.

Another area that you have to be concerned with is if you are a problem solver or a rewards seeker.

There is nothing wrong with either type of person, but you need to know what motivates you.

Some people will work harder if there is some type of reward to work towards.

Then there are those that will go out of their

way and are happiest when there is a problem for them to solve.

Then there are different work environments to take into consideration. In a structured environment you will have certain tasks that you are assigned to complete and a boss or foreman to answer to.

You will also have the support of co-workers if any problems should arise.

In a free lance environment, such as the self employed, you will stand or fall on your own, but you do have the freedom to make your own choices on how and when task will be completed.



“Success comes from within, not from without.”

— Ralph Waldo Emerson

There are advantages and disadvantages to take into consideration in either type of environment.

In the structured environment you will receive a regular paycheck but you are usually limited to the amount you will be paid unless you are working on commission.

If you are self employed you will not be able to count on a regular paycheck but you are not limited to a fixed amount.

In a structured environment you usually have some form of a support group to turn to.

If you are self employed the only support you can count on is paid consultants or creative thinking.

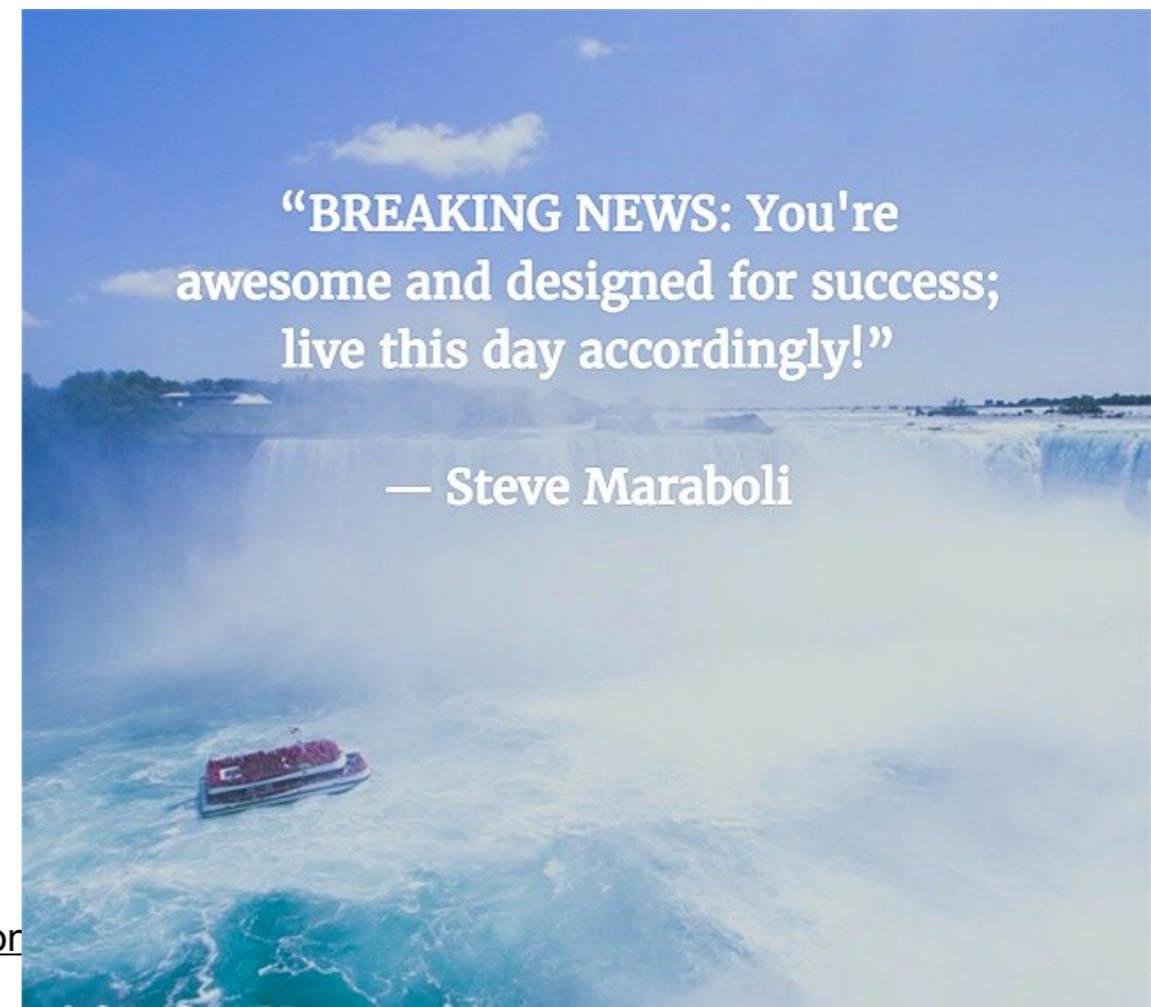
One problem with structured environments is that you are usually required to work a 40 hour week and at times mandatory overtime.

Where with the self employed you set the hours you want to work and have the choice to turn down work you feel will overload you.

As you can see the main difference between the two environments is the choices you are allowed to make and the risk you are willing to take.

These are just a few things you will have to take into consideration when deciding on what area of service you want to pursue.

The main thing is that you take the time to find your strengths and weaknesses.



“BREAKING NEWS: You're
awesome and designed for success;
live this day accordingly!”

— Steve Maraboli

What Is Out There for You

Since the introduction of the personal computer, more and more people are working from home.

Just as the introduction of the automobile in the late 1800's and early 1900's changed the way people moved around.

The computer has changed the way people do business today.

The opportunities in just the computer and computer related industries are growing daily.

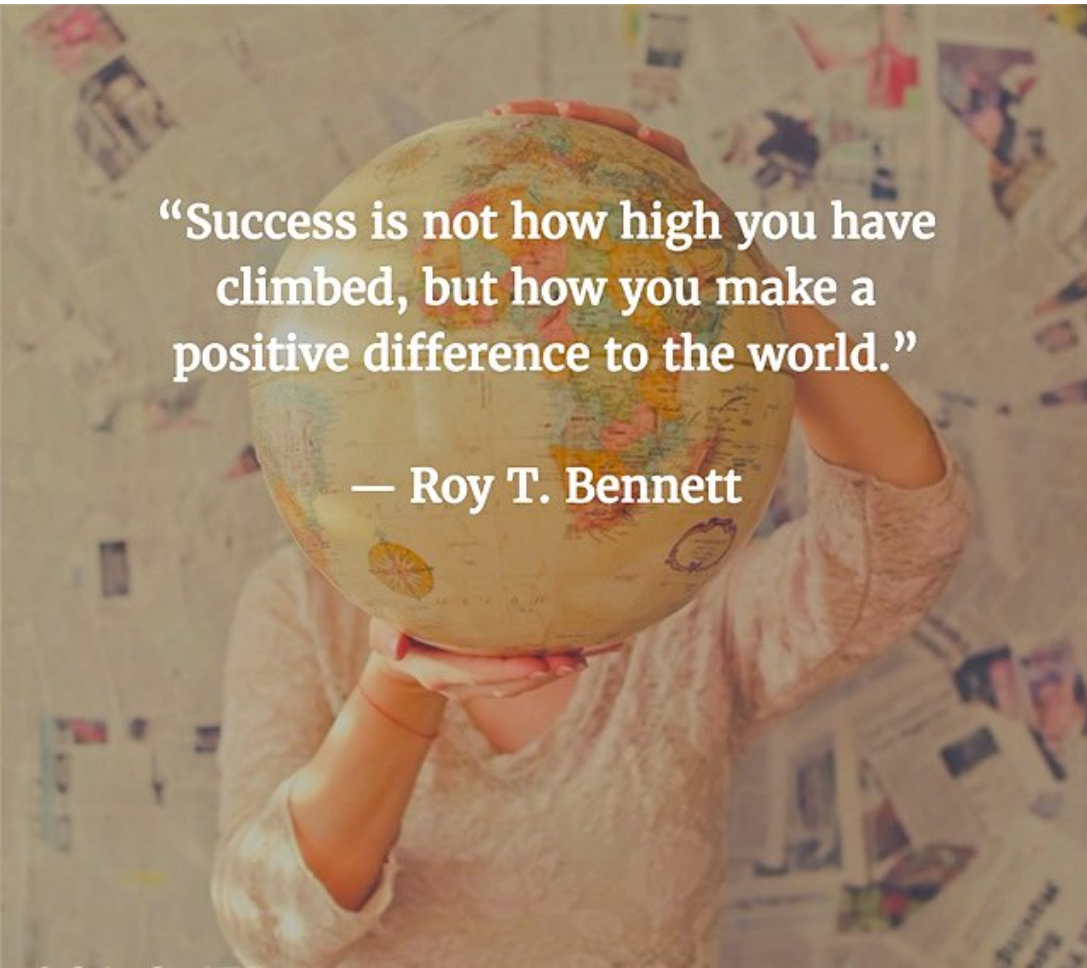
As more and more people are introduced to computers, more innovative uses for the computers are created.

Tasks that would have taken months with a manual system, are now done in the a matter of hours.

It has never been easier to start your own business.

There are many network companies that you can become involved with where you will have a low start up cost.

The advantage of these companies is that you can start part time and grow it over time to become a full time career.



“Success is not how high you have climbed, but how you make a positive difference to the world.”

— Roy T. Bennett



Just be sure that the products and services is something you believe in and the main goal is helping others reach their dreams.

Today you are only limited by your own imagination.

If you can conceive a product or service, believe that the product or service will be of use to mankind, while making a reasonable profit, chances are good that you will succeed.

Today people are specializing in only one part of a given field.

Today large companies are finding that it is

more cost effective to out-source jobs to smaller specialized companies.

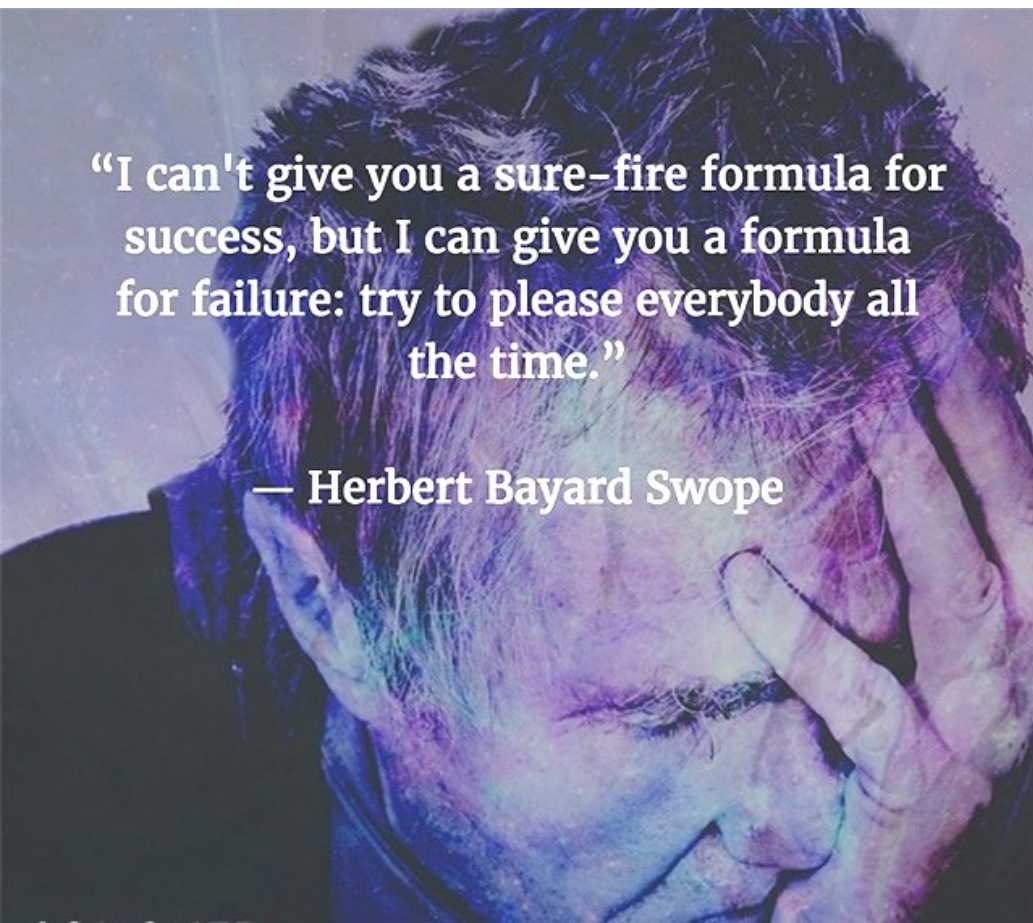
These smaller companies can usually do the job better, faster or at a lower cost, than to have the job done in house.

So as you can see, the opportunities are out there.

All you have to do is figure out how you can take your special skills and abilities, and turn them into a marketable product or service.



Why You Failed in the Past



“I can't give you a sure-fire formula for success, but I can give you a formula for failure: try to please everybody all the time.”

— Herbert Bayard Swope

There are three different reasons why you may have failed in the past.

The first reason that you may have failed in the past is that you were not detached from the results.

Once you have determined your purpose in life, have set your goals, and have decided on the plans to achieve your goals, you need to believe that the plans will take you to your goals.

The desire should still be there to reach your goals, but your focus has to be on the plan.

You should be able to say to yourself, “ I am not worried about reaching my goals, because I know that the road that I have decided to take will lead me to my goals”.

Once you have reached this point, you can relax, knowing that it is not a matter of reaching your goals, it is just a matter of time before you reach your goal.

The second reason that you may have failed in the past is you did not take the time to evaluate your goal in light of you personal talents and abilities.

You may have been presented with a business plan in the past that has worked for others, but for some reason you could not get it to work for you.

You are a unique person.

What has worked for others will not necessarily work for you.

Do not be deceived by what people say.

They will tell you, "If I can, do it anybody can".

Unless you take the time to measure your talents and abilities to theirs, do not follow their plan.

In fact, it is better if you come up with a plan of your own.

You will have more faith in your own plans if you just take the time to work them out before you put them into action.

Learn to play the "What If" game.

All this is, is taking time to work your plan out on paper, then ask the question "What If".

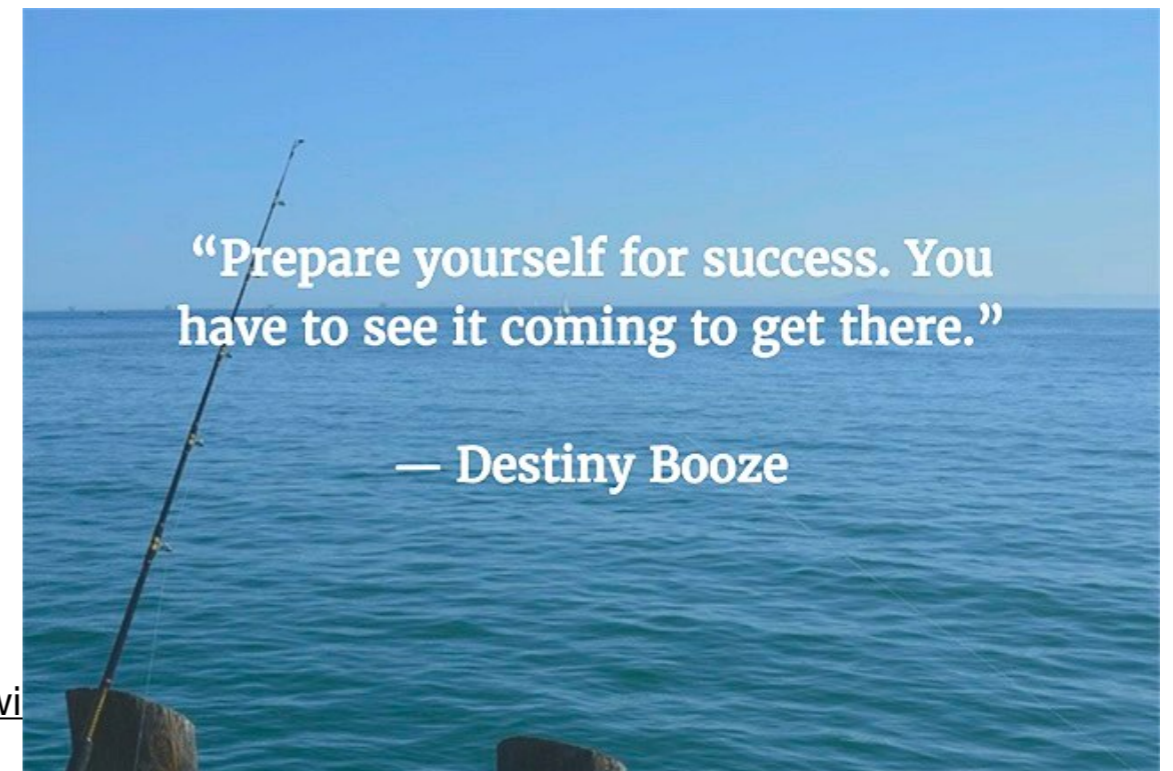
If you know the possible outcome before you take an action, you will not be taken by surprise by the outcome.

The third reason you may have failed in the past, is the timing was not right for you.

Success is like waiting in line at the ticket counter, just wait long enough and your turn will come.

You have to learn not to force the results.

Once you learn to have patience, all good things will come to you in their own time.



Summing Up

The reason I wrote this book is to show you that you do not have to accept things the way they are.

You can change them, if only you take the time to think.

Nothing I can say or do will change you. I have laid down the ground work for you, now it is up to you to go on from here.

Take the time to read success books and listen to success tapes.

You will not become successful after reading a book on success, unless you take action.

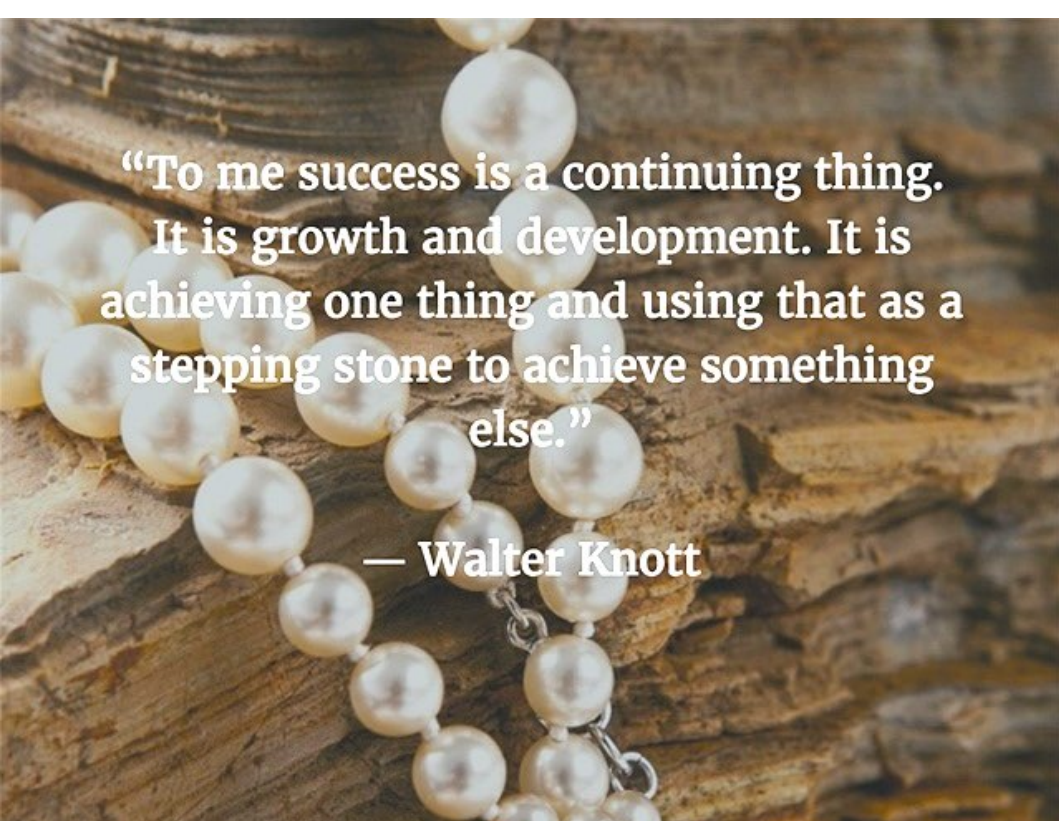
Make the ideas presented here your ideas; success, like happiness, is an inside job.

You will not be successful on the outside, until you have become successful on the inside.

Each person is different, and they have to learn what works for them.

Spend some time at your local library in the self-help section.

Find what works for you, then do it.



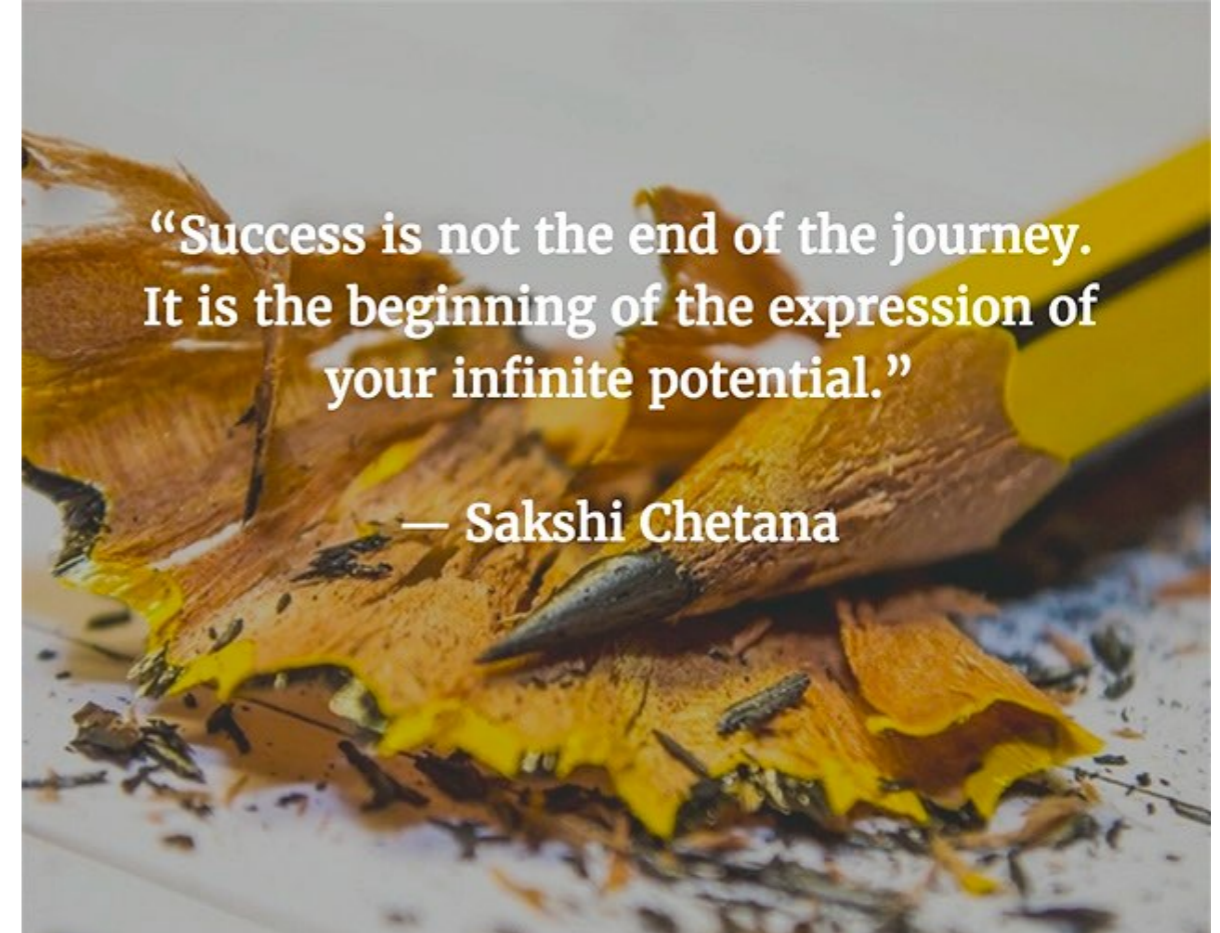
“To me success is a continuing thing. It is growth and development. It is achieving one thing and using that as a stepping stone to achieve something else.”

— Walter Knott

Remember nothing happens overnight, the overnight successes probably took months, maybe even years of preparation before the overnight success took place.

Some people say that the person who has had an overnight success was lucky, or just in the right place at the right time.

Luck has nothing to do with it, this person was probably just prepared for the opportunity, when the opportunity presented itself.



“Success is not the end of the journey.
It is the beginning of the expression of
your infinite potential.”

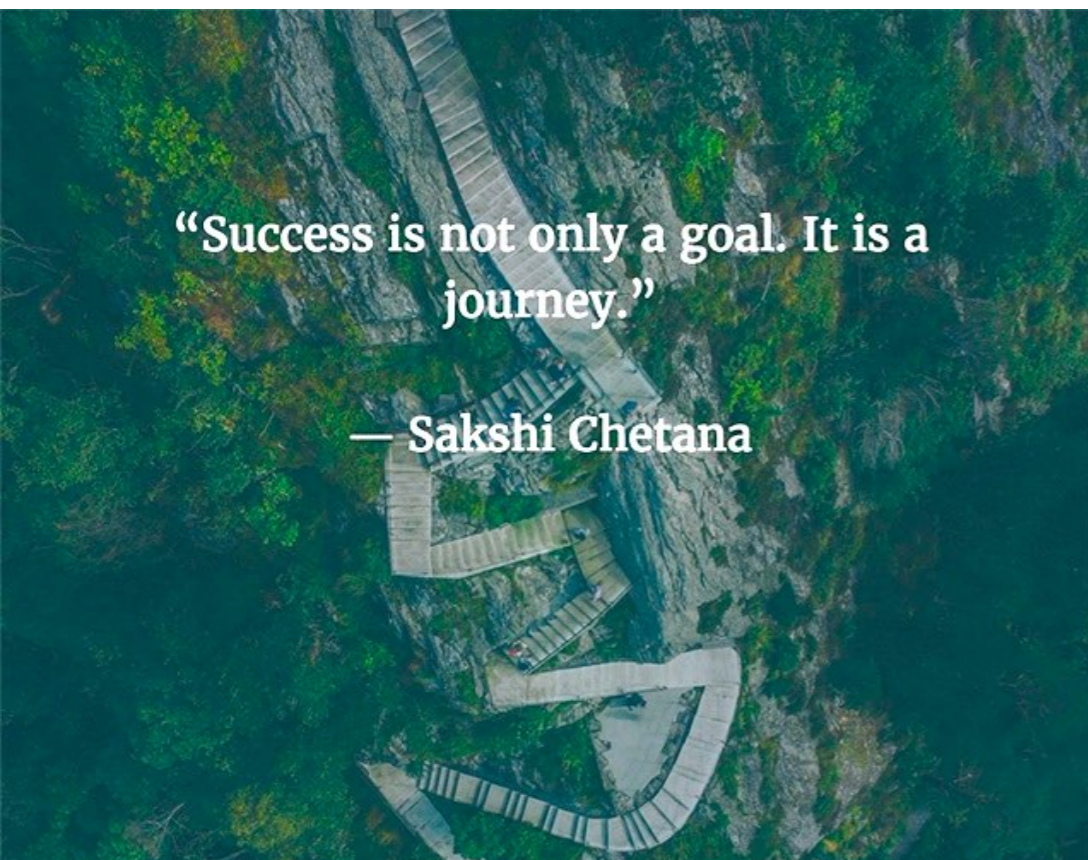
— Sakshi Chetana

Please remember one more thing.

Success is different to different people, do not go by what the world considers success, go by what success means to you.

It is my hope and deepest desire that you succeed.

That your dreams become a reality and your life be full of happiness.



“Success is not only a goal. It is a
journey.”

— Sakshi Chetana