SUCCESS

WHAT PEOPLE THINK IT LOOKS LIKE

SUCCESS

WHAT IT REALLY LOOKS LIKE
Don’t limit yourself!

New vantage point reveals mountain #3.

New vantage point reveals mountain #2.

Can’t see past mountain #1.

Endless possibilities.
SUCCESS

I will do it

I can do it

I'll try to do it

How do I do it?

I want to do it

I can't do it
Your plan

Reality
People see this

Success

What really happens

Hard work
Risk
Late nights
Struggles
Failures
Perseverance
Action
Discipline
Courage
Doubts
Change
Criticisms
Disappointments
Adversity
Rejections
Sacrifices
Persistence
"If you really look closely, most overnight success took a long time."

-Steve Jobs
10000 hours to master your craft

10000

8 hours a day
5 days a week
44 weeks a year
for 5½ years

Better get started!
“The development of expert performance will be primarily constrained by individuals’ engagement in deliberate practice and the quality of the available training resources” - Ericsson et al 2009
How long does 10,000 hours of guitar practice take?

<table>
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<th>Number of hours practice per day</th>
<th>Years required</th>
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The Personal Assessment of Traits and Habits (PATH) to Success

1. Believe you create your own life.
2. Create a vision for your life.
3. Define a specific goal.
5. Deal with change.
6. Rebound from failure.
7. Believe in yourself when others doubt you.
8. Exhibit Courageous behavior.
9. Get comfortable being uncomfortable.
10. Persevere through a difficult situation.
11. Practice self-improvement.
12. Prioritize your to-do list.
13. Collaborate with others.
15. Communicate your value.
16. Understand events and people more clearly.
17. Respect and discuss important ideas.
18. Take calculated risks.
19. Ask yourself empowering questions.
20. 4. Exercise Self-discipline. Keep a disciplined mindset to stay focused as you travel along the path.
5. Deal with change. Accept the constant motion of change as part of life.
6. Rebound from failure. Be patient and move forward amidst setbacks.
7. Believe in yourself when others doubt you. Stay positive and keep moving amidst the negative thoughts of others.
8. Exhibit Courageous behavior. Rely on integrity and sincerity to be courageous when required.
10. Persevere through a difficult situation. Living with purpose, resolve, persistence, and dedication over long periods of time.
11. Practice self-improvement. Daily self-improvement is a purposeful travel along the path.
12. Prioritize your to-do list. Each day is a new opportunity to determine what is most important.
13. Collaborate with others. Be enthusiastic about working with others who can help you travel along the path.
14. Differentiate yourself. Take initiative and help others understand what your skills and traits can offer them.
15. Communicate your value. Develop and present a compelling story about your unique value.
17. Respect and discuss important ideas. Expand your mind by inviting new ideas from different resources.
18. Take calculated risks. Be ambitious even when your knowledge is limited; take a chance.
19. Ask yourself empowering questions. Ask; what is life trying to teach me at this moment?
Body of all possible knowledge

- Things you don't realize you don't know
- Your awareness
- Things you realize you don't know
- Things you realize you know
Opportunity

Preparedness

LUCK
British psychologist Raymond Cattell introduced the concepts of fluid and crystallized intelligence.

Fluid intelligence is the ability to reason, analyze, and solve novel problems while crystallized intelligence is the ability to use knowledge gained in the past.

Fluid intelligence is highest relatively early in adulthood while crystallized intelligence relies on an accumulating stock of knowledge and tends to increase over time.
I DON'T HAVE TIME
THE WEEK HAS 168 HOURS

30 HOURS ?
40 HOURS WORKING
42 HOURS EATING, FAMILY, ...
56 HOURS SLEEPING

THERE ARE STILL 30 HOURS TO CHASE YOUR DREAMS. JUST SET YOUR PRIORITIES RIGHT.
The Eisenhower Decision Matrix

- **Important & Urgent**: Do (Do it now)
- **Important & Not Urgent**: Decide (Schedule a time to do it)
- **Not Important & Urgent**: Delegate (Who can do it for you?)
- **Not Important & Not Urgent**: Delete (Eliminate it)
Keep An Open Mind

Minds are like parachutes
They function better when they are open
Recognize the Different Paths

- **52% LifeTwisters**
  Have a path mapped out, but are open to veering off that path

- **25% Passivists**
  Do not have a specific path in life, they go wherever life takes them

- **13% Traditionalists**
  Have a path mapped out and they’re determined to “stick to it”

- **11% Reinventionists**
  Actively seek out change in their life to reinvent themselves

Challenge Your Perspective
Change Your Career Lense
IF YOU DO WHAT YOU'VE ALWAYS DONE YOU'LL GET WHAT YOU'VE ALWAYS GOTTEN

ANTHONY ROBBINS
“The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn”

Alvin Toffler
SO HOW GOOD
DO YOU WANT TO BE?

Quite good.

Good.

Very good.

The best in your field.

The best in the world.

IT’S NOT HOW
GOOD YOU ARE,
IT’S HOW GOOD
YOU WANT TO BE.

The world’s best selling book by PAUL ARDEN.

PHAIĐÖN
The Dimensions of GRIT™

**G**
“Growth is about how likely we are to go seek fresh ideas, perspectives inputs, and ideas to help you succeed at that thing.”

**R**
“Resilience is about bouncing back from adversity and being able to use adversity.”

**I**
Instinct is about going about after our goals the best way, not the hardest way.

**T**
Tenacity is that perseverance, persistence, never say die never say quit dimension of grit.

ANGELA DUCKWORTH
GRIT
THE POWER of PASSION and PERSEVERANCE

“Psychologists have spent decades searching for the secret of success, but Duckworth is the one who found it... She not only tells us what it is, but also how to get it.”
—DANIEL GILBERT, author of Stumbling on Happiness
"Think like a man of action - Act like a man of thought."

~ Henri-Louis Bergson

J ohn C. Maxwell
HOW SUCCESSFUL PEOPLE THINK

CHANGE YOUR THINKING, CHANGE YOUR LIFE
"Individuals are under unprecedented pressure to develop their own abilities more highly than ever before, apart from anything their employers may or may not do to develop them."
Remember The Top 5 Regrets Of The Dying

TOP 5 REGRETS OF THE DYING

1. I wish I had the courage to live a life true to myself, not the life others expected of me.
2. I wish I hadn’t worked so hard.
3. I wish I had the courage to express my feelings.
4. I wish I had stayed in touch with my friends.
5. I wish that I had let myself be happier.
Embrace the Suck

• David Goggins’ 40% rule means that in any situation, we only do 40% of what we are truly capable of. Most of us know that we’re capable of much more than what we are doing day to day.

• Get comfortable being uncomfortable