

The Peak

How to Reach the Top of Your Field

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Introduction

Reaching the peak. It's why people climb mountains. We want to reach the peak because it's a feeling of accomplishment like no other. The same holds true for our careers. It's why people push to get further and further ahead. We want to reach that peak, that pinnacle of achievement. We need to know just how far we can climb.

Getting there, though, remains a problem.

Remaining in the same job year after year isn't what anyone hopes for. We can see those who are at the top, who seemed to have already reached that mystical place. We know the peak is out there. But how did they get there? How is it that they have reached the goal? And what it is that keeps you from being right on up there with them?

You start by first analyzing your abilities, your desires, and your opportunities. The only way to reach the peak is to find *where* your peak is. Keep in mind that your peak may be different than



someone else's, and that's okay.

Next comes an honest look at the things that hold you back,

the pitfalls and doubts that get in the way of your climb. Only then can you start clearing out the rubble that is keeping you from climbing the rest of the way to the top.

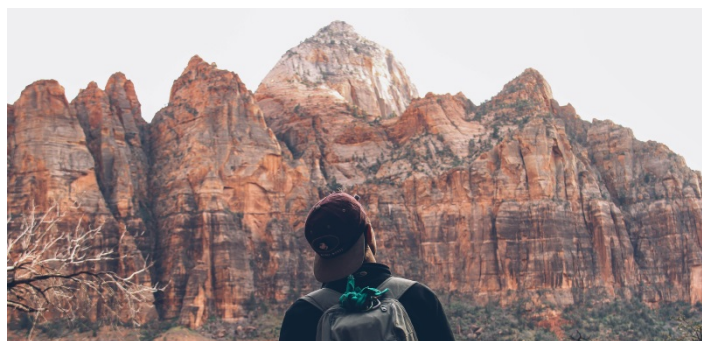
Finally, you're going to need some real and practical solutions for you to start the climb to the peak, to reach that goal. What are the tips that help you realize true and meaningful progress? Where do you start? How will you know when you have arrived?

Oddly enough, reaching the peak is something we all claim we want to do, but few people put the time needed to succeed. Or perhaps the drive and determination to a single goal may be there, but the technique is missing, or there is no strategy to your climb. Here's where all that changes.

Whatever the problem, the effort will pay off. If you can learn and be free to make

mistakes and learn from them, then the peak is already within reach.

What is The Peak?



It might sound silly. After all, the peak is that point up there, that lofty out of reach goal that we can see but can't obtain. The peak is that thing everyone is rushing towards. Isn't it?

Here is the first secret. There is more than one peak. Everyone is running to *a* peak, but there is more than one, and many people aren't even rushing to the *right* one. We all have our unique version of a peak that's right for us.

Maybe you feel like it's too late to change career paths. Maybe it's too late to change jobs without a lot of effort and hard work. But figuring out what your peak is? That's something you can do right now. Now is the right time for a change - not years ago. You were a different person then, and the peak you imagined once may not be the right way for you today. But keep in mind, figuring out your peak isn't something you do tomorrow or next year either. By then you should be well on your way to your goal.

Does that sound counter-intuitive? After all, if you had figured out your peak years ago, wouldn't you be closer to it now? Here's the second secret. You are closer to it now. Everything you've done to this point, including - and *especially* - the "failures" has brought you to this place and this time. You are closer than you have ever been in your life. Now it's time to bring that goal a little clarity.

Let's look at some steps to help clarify the goal.

What is your dream job?

It can be anything. Don't be shy, you don't have to say this out loud or share it with anyone. Just be honest. What is your fantasy job? Do the bright lights of Hollywood summon you? Does the idea of

signing autographs and smiling for paparazzi thrill your heart?

What about Baseball? Do you want to drive a hit down the third baseline and into the stands? Dodging the ball as you slide into home plate? How about the White House? Does "Senator" fit well before your name?

What about an adventurer? Living from a backpack as you jet between exotic locations? Maybe a beloved children's television host?

Whatever that wild fantasy job is, don't dismiss it off hand. It doesn't matter if you can do that job or not; your dreams are the key to finding your peak. It's these wild and crazy ideas that will lead you to your unique map to the top.

If you're looking for fame and seeking the attention of the spotlight, then your peak might involve public speaking. Are you the one that goes to meetings and makes the best presentations? Are you the one that can point to a chart and get people excited? Are they happy to see you are the one standing in front of the conference room? Look for a peak with performance, where recognition is not a by-product, but a goal.



Do you like having the power? And, making the decision? Perhaps becoming President or a Senator is out of your reach, perhaps it isn't. But your peak may include being a "trouble-shooter," traveling from site to site analyzing the processes, making the decisions that change the workflow.

Are you looking for adventure? Then a career peak involving travel might be the way to go. Or mentoring youth. Or maybe becoming a motivational speaker.

Take a wild dream, the ultimate you and find what part of that dream holds the appeal. Find out why

you want to be an astronaut, what part of that fulfills your dream? Now, how can you take that part and put it to the test for your peak? Perhaps a

Figure out why you dream the dreams you have. Then take your 'why' into the waking world and find the peak.

What are your talents?



Now is not the time for false modesty. Even if you don't think you have any talents, you're going to find that there are things where you shine. Don't be bashful on this, instead be honest with yourself. You have talents.

For example, if you have raised children or even babysat and made it to the end of the day relatively intact, then you have talents. If you're married, you have talents. Any relationship or close personal interaction with another person is a matter of compromise and demand, give and take. It teaches teamwork and management skills.

If you drive a car, you have talents. If you can persuade someone to go out on a Friday night, or if you can convince a

friend to try a new food or watch a television show they think they're going to hate, you have talents.

What are your talents? Where are your skills? Chances are you're already gravitating toward something. Doing what we're good at gives us pleasure, so we keep doing it, practicing it, getting better at it naturally.

What talents do you have? How do you already use them in your job? How can you apply them to your career path?

How do you find your peak with your talents? Let's start with some examples:

Suppose you have a gift for photography. You can see the essence of a thing and capture the moment. Perhaps your peak involves taking pictures for corporate reporting or community relations.

Are you gifted with languages? Maybe you can use those skills to better serve your community by acting as a translator. Or by helping others in the workplace who might be struggling, because English is their second language.

What about music? Or mathematics? Bring these to the workplace and let them help you in the day-to-day work schedule and in creating long-term goals. That will point you toward what you do best. Maybe your strength lies in generating reports. Maybe it's in motivating others. Whatever your talent, there's a place for it somewhere. Think creatively

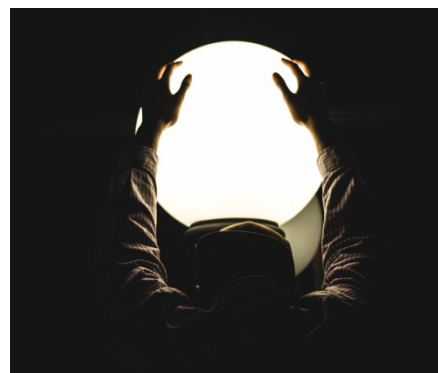
career where long periods of solitude are required, or where nights are the preferred work hours.

and see where you can use these skills.

Be a visionary

While it's true that five years ago you were a different person with different goals and ideas and experiences, you can say the same about the person you'll be in five years down the road. Think back five years. How did you get to where you are right now from where you were then? Do you see the line? Perhaps you started in the same cubicle you're in now. You might even have the same position you're in now, but the work has changed. *You* have changed.

What will you be in five years? Who will you be? And most importantly, where do you *want* to be?



Often people will hold the same position for several years, waiting for any change to come to them. One day they find that nothing has changed and they are mired and stagnant. If that's happened to you, trace the line that led you to where you are now. Extend that out further. What will you look like in five years at the same pace of growth? Ten? Is that where you want to be? If not, how can you use that time to your

advantage? How can you break the line and jump ahead?

Consider getting specialized training. Going back to get a degree or a certification will go a long way toward helping you realize your dreams. Maybe the boost you need is a certification in networking, a nursing license, or a certification that will enable you to become a veterinarian assistant. Whatever your dream, there is likely to be training to get there. Knowing what you need is half the battle.

Before you panic and think you can't afford the time or money to get that training, ask yourself these questions:

- Does your workplace offer specialized training?
- Are there incentives or reimbursement options for schools that offer training in fields related to your workplace?
- Does your company reimburse for higher education, for example in obtaining a Master's degree?

Knowing where your peak is can help you to determine what the right course is for you. This knowledge is what you need to fast-track to the very certification/license/degree that you'll need to achieve that goal.

Profitability



Suppose that you do not just want to get yourself to the peak, you want to get your company there too. Add a measurement for profit.

What is the single most important, sustainable profit-maker for the company? If your company makes widgets, it might be profit per widget or box of widgets. If your company is a sales-based company, such as real estate, it might be profit per salesperson. Are you part of a chain? Then consider profit per store, or per city.

Break down the cash flow into the most fundamental parts. Don't be afraid to think about earnings in other ways. For example, most airlines considered earnings per seat to be their best measure. But, at least one airline looked at profit per flight instead and found their profitability suddenly took off.

Use this to measure your company, to find the core of the business and add that to the list of ways to find your peak.

Where do I go from here?

You cannot climb to the top if you don't know where that is. Watching someone else you think is already there isn't helpful, that's not you. What someone else did to accomplish climbing to the peak will likely not work for you. You're not that person.

You have strengths, you have skills, you have desires, and you have dreams. Put those things together. Find the center of the VENN diagram. What makes the most sense for you?

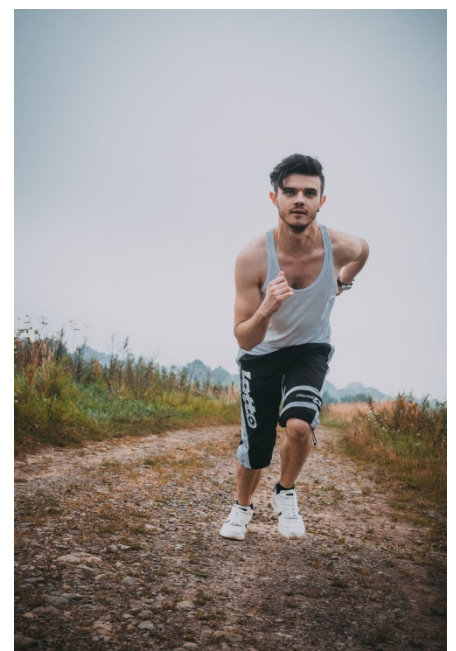
For example, if you want to be a Hollywood star, and you're an

expert at getting people excited about going places and doing new things and like the idea of seeing yourself in high demand, look into becoming a motivational speaker. If you like to travel and you're great at languages, and you see yourself living from one airport to the next, then maybe becoming an interpreter, or an international salesman is the right career path for you.

And if you own a business, then keep the profits in mind. Bring everything that you've discovered about yourself into the mix and find common ground. That way you can better tell where you are and where your company is. Only then can you direct the growth and potential to bring you and your company to the peak of where you can be.

Knowing what peak to strive for is more than half the battle. Being able to reach it is only possible if you can find a path to get there.

Why You Aren't at the Peak



So far so good. The peak is over there, right where you can see it. You even have an idea of what you need to get there. So why haven't you arrived yet?

It's not that simple. Many causes keep us from achieving our goals. Sometimes these reasons are beyond our control, but more often these obstacles are nothing more than a way of thinking gone bad.

When we are children, we make mistakes. Some of them are doozies and most often embarrassing. But sometimes those mistakes are worse than embarrassing; they become dangerous because they set up in us an avoidance where we shouldn't have one. Or they keep us from ever trying again.

Why do we do this? When we get feedback from these mistakes, whether it be ridicule in front of our peers, or skin scraped off a knee or elbow, the mind recoils and no longer wants to repeat that unpleasant experience. Thus we often find ourselves unwilling to venture into new territory again, for fear of revisiting that feeling of failure.

What keeps us from trying?



Procrastination

"I'm going to head out and climb my way to the peak after I finish grad school." "I'm going to make that commitment right after I get a promotion." "I'm going to go for all the gusto... right after a nap."

Waiting for the right time very quickly becomes a trap. Here's another secret. There is no such thing as a "right time."

When a certain doll was all the rage around Christmas time, retailers couldn't keep them in stock. One retailer didn't carry that particular doll, and so, in a frenzy, they ordered thousands of them for their stores. By the time the order came in, Christmas and the fad were over, and the retailer was stuck with thousands of toys they couldn't give away. Their competition had already saturated the market. Action too late can be worse than no action at all.

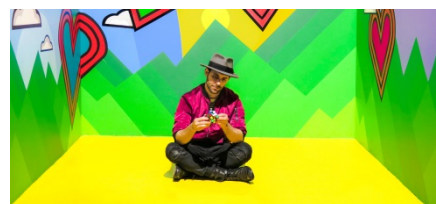
If you're waiting for the right time, you're already too late. If starting your goal is dependent on something or someone then you're probably aiming at the wrong peak.

Sometimes this waiting can be a symptom of a deeper problem. Perhaps you don't want that peak after all.

Often, procrastination is a cover for fear. Putting something off is a great way to avoid situations that are scary or unknown. Procrastination also allows us to avoid the ramifications of our actions. If this is something yet to be done, then we don't have to worry about what happens if we're wrong, or worse, what happens if we're right.

Most people will go out of their way to avoid change. Keep in mind that even positive change is change. And procrastination allows us to pretend that we will instigate change eventually.

Procrastination is quitting without the commitment. Guess what? *Now* is the only appropriate time to begin the change. *Now* is the only available time to break free of the line that keeps you from achieving that goal.



Waiting for the perfect time is like waiting to win the lottery to start paying bills. It's not likely to happen, and in the meantime, the creditors are calling.

Start where you are. Start now. Maybe you can't make sweeping changes with the resources you have at hand, but true change comes in small steps.

There's no more waiting. Start.

Stuck in rut

Imagine yourself sitting in the same cube day after day, swapping Dilbert cartoons with your neighbor and every day resenting your job. Only you can't leave, and there's no end in sight.

Working for a company that not only doesn't support you but actively crushes your ideas can be draining. You can feel as though you're trapped forever in the same place, at the same pay, doing the same work. In

some cases, some companies will try to keep you from realizing your potential. It's probably not personal, but in the corporate world, there is a severe "never done this before" mentality. In today's economy, taking risks is not well accepted. Giving someone leeway to improve the business means there's a chance that the plan will fail and the investors will see losses.

Playing it safe means that ideas come from senior heads, and frequently even they won't do something that's not tried and tested.

That's a warning sign. In many cases, this sort of bulwark mentality means that the company is not growing. Companies that stagnate do not last.

If you find yourself stuck in a position without much hope for change or growth, you're best off looking for a different job. If the company you're working for isn't open to innovations or able to take a chance on promoting within, then there is no reason to remain with that company anyway.

It's time to find the greener pastures. Even if you risk a pay cut right now, or you lose some perks, to get a job with a company that can offer you a better future will more than compensate for any short-term hardships.

Lack of networking skills

You've heard it said before. "It's not *what* you know; it's *who* you know." That has some truth to it. Being able to do the job will keep you there, but *getting* the job, that's a different story.

Often, just letting the right people know that you're interested makes the difference. You don't have to schmooze with the boss, but if you do your work and little else, go home at the end of the day and don't stand out, there is no reason you would come to anyone's attention when promotions are in the offing.

Being a part of the group is the best thing you can do for your career and your company. You need to be able to be seen. To do that, show that people can rely on you and you're a team player.

Many companies have sub-organizations, groups that meet, often during work hours or lunch. Toastmasters is an example of a group that is often partially sponsored by some larger corporations. Sometimes it might be a career-specific organization, such as a group of engineers or IT. What about the company softball team?

Get involved, be a part of the team, join in and participate. The upside? You might even make some friends and have some fun on your way to the top.

Lack of training or skill

As addressed earlier, getting specialized training can be a shortcut to your goal. Remember, you're here on the long view. Getting to that peak isn't going to happen overnight. Going back for training for a few years will get you that degree or



certificate that makes you more desirable.

Many companies have some form of in-house training, or perhaps they will reimburse tuition or at the very least pay for materials so you can teach yourself. Find out what your company is willing to do to help you get ahead.

Reimbursement is a good way to advertise that you have that license/degree/certificate. That will also put you on the forefront of the hiring manager's mind.

Taking time out

There is an old story of a lumberjack that worked all day trying to fell a small tree when his fellows were going through



four or five in the time it took him to bring down one. One of his buddies pointed out that he was working twice as hard and getting half the result because his saw was dull. The lumberjack replied that he was too busy to take the time to sharpen it.

As much as we might try otherwise, we are not machines; we cannot simply

continue to work without stop. If you spend each day trying to get through the day, doing the tasks necessary to complete the job ahead of you, there is no time left to plan or strategize for the future.

Backing off once in a while not only sharpens the saw but gives time to reflect on what you've already done. Has the work you've been doing the best it could be? Be honest. But keep mindful that you may not yet know how to improve upon the work you were doing. In that case, the answer might be 'yes,' but it was the best it could be with the knowledge you had.

Take a block of time to consider your goal. Let the path come to you. Let the peak show itself. You need to be relaxed and rested enough to push to that goal when you need to.

Fear of Failure

Failing is difficult and embarrassing. It can even be traumatic. No one likes to fail. People don't often regale us with tales of their failures. But maybe they should. The fact is, few things are going to be a success right off the bat. Welcome failure because that's how you learn.

When you learn to walk as a child, you fall. You stand up and take another step and fall



again. And in the meantime, you've taken two steps further than you had before. Even failures can advance you to your goal and certainly will help you learn.

Remember Edison said that he'd never failed when he famously set out to create a light bulb that worked. He'd only proven 10,000 ways that his idea *didn't* work.

Fear of success

Don't dismiss this one out of hand. Many people do fear success. Success means change.



We fear that which we don't know. If we succeed, then what? Is that the end of the struggle? Are we still fighting for a goal? What will life look like then?

Success is obtainable, and just as your peak is uniquely yours, you'll measure your success by our standards. Reaching a goal often means putting in the same time and effort to maintain that peak performance once you're there. Your job isn't over just because you're at the top.

Besides, who's to say there isn't a new peak just beyond this one?

But mountain climbers climb despite the warnings. They climb in defiance of the nay-sayers. People at the peak of their job

performance are the same. They arrive at their goals despite the fears, and despite the weight of well-meaning family and friends who revel in telling them how they *can't* possibly make it.

People achieve peaks because they keep going.

Start Climbing

Complacency

You have a good job; there are bright prospects ahead, you have a nice home and a happy family. Maybe this is your peak. Maybe this is the peak you strove for all those years ago.

If this is your goal, then congratulations. You've arrived. But how much of a fight is it to keep it? Are you staying at the peak easily without much effort?

What you're going to find is that motivated people, people who do conquer the peaks both in business and in life are rarely satisfied. They are driven people and forever hungry. They always find new peaks to conquer.

Being happy with your place and your life is good. It grounds you and creates a platform from which to go further.

Enjoy how far you have come, but don't stop reaching for the stars. There are as many different obstacles to success as there are people. Generally, however, the reasons are based around fears. Fear of change, fear of failure, fear of other people's opinions.

We so fear change. Rather than choosing what to change, we'd mostly prefer someone to tell us what to do and when. That's safer and easier. It's the choice of least effort.

Now that we have established what peak is yours and hopefully removed the obstacles in your path, how do we begin? What are the steps that you need to get you to that peak?

While your path may be as individual as you are, certain universal ideas can get you started on the path to your peak.

Track your time

The day is going to pass by regardless of how functional you are or are not. Do you check Facebook often? Are you sure? It may not seem like it, but if you counted how many times a day you checked in would the number surprise you?

Keep a log of your time. Don't get caught up in details, grab a piece of paper, or open a new file on your computer to keep track. Some may want to add to it hourly, so they don't forget, others after they finish a project, some may want to update once a day. You don't need to write a novel because a simple note will suffice to see just where your time goes. The trick is in being thorough. Include coffee breaks and that quick check to update your status on social media.

However you do it, the important part comes at the end of the day when you look at your log and see how you've spent your time. Are there things that surprise you? Were there tasks that took far less time than you thought they would? Are you spending more time surfing the net than you realized?

Use this information to help decide what's important to you. How much time are you investing in those things already? Is it enough? Are there other aspects of your day hindering progress? Is there something you've been spending time doing that you now regret now because it's getting in the way of what's important?

Maybe time with family is very important. Or time alone is something that helps you recharge at the end of the day. Are you getting enough time for these things?

They will ask for you by name. They will tell everyone that you are the preferred person to solve their issues. That will spread to your supervisors, and even to others within the company. You will become

known for your skills and service.

Learn the art of public speaking

Examine your time spent at work. How long does it take you to accomplish a project? Is this something that you can speed up or do you need to slow down for better quality? Track your day, find out where your most important and least renewable investment lies.

Understand that time is a limited commodity, and it's an investment every bit as much as putting money or labor into a project. Because time will pass regardless of our efforts expended, you will invest your time in something. That's guaranteed. It's up to you whether you use it to be with family, or whether you're sinking it into productivity at work, or just playing *Doodle Jump* on your phone.

Find out what time you spend and where. Maybe some things can't be avoided, like that useless meeting that goes nowhere. But this analysis might be just what you need to give you a good insight into where you can free that investment for other things, like climbing that peak.

Build your network

Spend between 10% and 20% of your time in follow up. Check in with your customers, find out their gaps, their needs, their dreams. Especially the more influential ones. Become their guru, the one they want to call first when a problem arises.

Once people have an idea that someone listens to them, that someone will care and take care of them, they tend to associate that name with feelings of relief and even joy.



Public speaking is one of the universal fears. Speaking before a live audience, especially a large one can be daunting. But

it's also necessary. If you're going to reach the peak, you will be called to speak. At some point, almost certainly you'll have to stand with all eyes on you and talk before a group of people.

Look at the CEOs of major companies. They have stockholder meetings at which they must be accountable for their company and its business plan. They tell their stockholders what's happening and what's going to happen.

If you are taking a team through a project, that project has to be "sold" to upper management. Most often that's done through a presentation. A presentation that you will have to give.

If you have the means, hire a speech coach. One on one lessons will get you far. If you don't have the money for that, join an organization such as Toastmasters who meet for free or for minimal dues once you become a member. The only way past the fear is to do it, get up, and make the speech.

Will you fail? Yes, of course. The instant success of the beginner is a favored Hollywood trope but isn't realistic. You will fail. You will fall on your face and make a fool of yourself. That's normal, and everyone else in that room has done the same thing. Let it happen, let it flounder. And then get up and do it again and again until it starts coming naturally to you.

People who can crush a speech are few and far between. So are those that can reach their peak. Put in the legwork, learn to speak publicly. No one sees you if you're hiding in the shadows. You need to be centerstage,

under the lights, if you want to get seen.

Price yourself high, but back it up with quality

If you sell a product or service and your price point is the lowest available it may send a red flag that what you have isn't all that valuable. Price yourself competitively, but don't undersell yourself. Now, partner that with incredible service.

Why would someone go to an expensive restaurant instead of a cheap chain diner? The more expensive establishment implies that the quality of the food might be better, and the service more attentive. You expect the cook to be superior and something extra special in the ambiance.

While either establishment will serve edible food that fills you up, you're paying a higher price for quality, and so are all the others in there.

Be the one who has the quality to back up the higher price. And price yourself accordingly.

Mentor and teach

Bring up people that share your passions and interests. The ones you help to create to be best at their jobs and are the ones that are going to want to be on your team. When they distinguish themselves, that reflects on you. That too is an investment in time.

Find your fun



It's true and normal that what we love, we do the most. So, it

follows that whatever we despise, we avoid. What part of your career is the most fun? Hopefully, something stands out here. If not, you're going to have to put in some work to find your fun. Very successful people are the ones that have fun doing their jobs. They make it into a hobby as well as a career.

But how do you do that when the entire job seems to be dragging you down? Presumably, the reason you got into this career was some aspect that appealed to you. Even if that aspect was making money, take that and run with it. What can you do make that part you enjoy into a game? Challenge yourself. Play 'beat the clock' when working on a project or make bets with yourself about how much you can sell in a day. Or how many customers with who you can interact.

For most of us, the job will entail things we don't much like doing. That's ok, that's why it's called "work." We tend to dwell on those and skip through the parts we enjoy. When you come home at night, what goes on in your mind, the hardships and toils of the day, or the aspects of enjoyment that came with it?

When we orient ourselves on the negative, we start to dread going to work, even though we may love some part of what we do. Focus on the positives instead. Remind yourself that you get paid for doing something you enjoy. Tell yourself that work can be a fun place and focus on the enjoyment of accomplishment or achievement. Staying positive will go a long way toward your goal.

No more self-doubt

Self-doubt will kill a dream. Self-doubt is the surest and best way to put up an impenetrable barrier to assure that you will not succeed, that you will never reach that peak.

Too often we take the mistakes we made and let them define us. What should have been a learning experience turns into a shaming that prevents us from trying ever again.

If the scorn of others has held you down in the past, then maybe it's time to find new friends, ones who will be supportive and encouraging. Where do you find them? They are the ones making their way up the peak. The ones still in



no challenge, no *point* to going. Easy is where the village lies at the base of the mountain, that's where people who have no intention of climbing the mountain in their midst exist. These are the ones that aren't able, aren't qualified, don't know how, and don't believe that they can. The base of the mountain is the ordinary, safe, invisible.

Mountain climbers are a different kind of human than those at the base.

place after all these years, the ones that won't take a chance, those that only lament about their current situation, are not people who are going to encourage you. They have succumbed to their fears, and like any drowning victim they will pull you down with them.

Successful people help each other find a hand up. But they have helped people before that have thrown the gift back in their face and proved to be unworthy of the help. So they become cautious.

How do successful people know who to mentor, or who to assist? It's rarely a conscious decision. More often than not it's the self-confidence in that person that attracts us to them in the first place. We just like being around confident people. We find we want to follow them, not only to be around them but to become like them. These are the people from whom we can learn.



the top means you are an accomplished person. It makes you more than you ever were. It is here you find your truest, best self.

Find your self-confidence and nurture it. You don't need to be aggressive or even assertive, just comfortable enough in your skin to be the best at what you do. With confidence comes achievement. Believe you can do it, and you can!

Conclusion

Your peak is within your grasp. It won't be easy, but that's the point.

A mountain peak comes to a point. It narrows as it rises. While a village may have enough room to sprawl at the foot, the upper reaches of the mountain becomes a place that few people visit. Maybe a base camp can be established somewhere a short way up. Maybe you'll find an outpost somewhere along the way. Go higher still, and only a handful of stalwart souls can say they ever reached this high. Go all the way, and there are precious few that have ever set foot on the tip of the mountain.

Rising to your peak isn't going to be easy. The air becomes thinner as you rise. The way is steep, and it's hard work to get there. Keep in mind that if it was easy, then anyone could do it, there would be

Mountain climbers try. They train and put in effort before they even begin. Then once they set out, they commit to the project, going until the end is in sight. They know that the higher they climb, the thinner the air becomes and the harder the terrain.

Climbing involves risks and takes a great deal of courage. Climbing to the peak, ironically, will change you. You'll no longer be the same as you were when you started out. Reaching



Measure your success in money.
Measure it in the lives you've

touched. Measure it in the places you've been or the life you've lead. But measure it, step by step, every day. See how you've grown, how far you've come. Take pride in the accomplishment.

Then tell yourself how proud you are in getting so far. And when you get to the top, look up and tell that next peak that you're on the way, and there is nothing and is no one that will stop you from getting there.

Start climbing. You've got this.

- INTRODUCTION
- WHAT IS THE PEAK?
- WHY YOU AREN'T AT THE PEAK
- START CLIMBING
- CONCLUSION

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