



## “Defining and Feeling Successful” (However you define success)

### **Formula For Success**

The winners in this life know the rules of the game and have a plan. Whether you're looking to heal a relationship, get a new job, lose weight or find inner peace, consider these characteristics, which are common to people who succeed.

### **Story:**

A young boy was with his father in a sweet /candy store. Amazed at all the goods on offer, he pressed his nose on the glass cabinet and marvelled at the selection on offer”. Pretty soon the storekeeper asked the boy to “reach in to the jars and take what he wanted”, a special treat on the storekeeper. Eyes a-wide he remained motionless and speechless! “Go on son, dig in and take your pick”, but the son remained unmoved once again. Embarrassed, the father reached up and took a handful and gave it to the storekeeper to wrap. After showing their appreciation the father and son journeyed home. “Son, why didn’t you take the candy on offer when asked to do so”? The son looked his father in the eye and replied, “Because your hands are bigger than mine, dad”.

All too often we face the options available to us in life with the same sort of amazement, and reluctance. To make the right choices, we need to reach into the candy jar and trust that our hands may not be as big as our father’s hands, but it is a start.

### **Vision:**

Champions get what they want because they **know** what they want.  
They have a vision that keeps them motivated and efficiently on track.  
They see it, feel it, and experience it in their minds and hearts.  
What is success for you? You won't get there without knowing what it feels and looks like.

### **Strategy:**

People who consistently win have a clear and thoughtful strategy.  
They know what they need to do and when they need to do it.  
They write it down so they stay on course, and avoid any alternative that does not get them closer to the finish line.

### **Passion:**

Are you excited to get up in the morning? People with a passion are, and they're energized about what they are doing. You need to live and breathe what it is that you want, and be passionately invested in both the journey and the goal.

### **Truth:**

People who consistently win have no room in their lives for denial, fantasy or fiction. They are self-critical rather than self-deluding, and they hold themselves to high but realistic standards. They deal with the truth, since they recognize that nothing else will make their vision obtainable.

**Flexibility:**

Life is not a success-only journey. Even the best-laid plans sometimes must be altered and changed. Be open to input and consider any potentially viable alternative. Be willing to be wrong and be willing to start over.

**Risk:**

People who consistently win are willing to get out of their comfort zone and try new things. Be willing to take the plunge into the unknown if necessary, and leave behind the tried and tested (which is our comfort zone), the un-challenged, and familiar existence in order to grow more. (dads hands are bigger than mine)

**Network:**

Surround yourself with a group of people who want you to succeed. They will move with you toward your goal. Choose and bond with people who have skills, talents and abilities that you do not. Winners give and receive by being part of other people's nuclear groups.

**Action:**

Do it! People who succeed don't just sit and think about what they want to do. They take meaningful, purposeful, directional action consistently and persistently. Every step they take puts them toward the outcome they're looking for.

**Priorities:**

People who are consistent winners manage their challenges in hierarchical fashion. They commit to managing their time in such a way that does not allow them to spend time grinding along on priority number two or three if priority number one needs their attention.

**Self-management:**

People who consistently win consciously and pointedly take care of themselves as individuals.

They are the most important resource they have in achieving their goals.

They actively manage their mental, physical, emotional and spiritual health.

The old adage of “fail to plan = plan to fail” rings so true in any area of life. Success has persistence as its guide. Perhaps the single most important factor in a successful persons life, is self-discipline. Observe the daily routine of an individual, and you can quickly determine their probable outcome. In my book Seven steps to empowerment, I outline [The secret of success is found in the daily routine or habits](#).



All the information in the world will not initiate anything. Even a dictionary with all its definition on words cannot initiate conversation. All the ideas I have within these pages will not initiate your dreams but they will motivate you to action.



## Check-up from the neck-up. (A simple programme to empower our sessions)

### Re-framing Programme.

The approach I bring to each session and the perspective I bring during it, sets the tone towards the result. In order to fully prepare myself for each session I have and will clarify and hold captive my thoughts with the following:

#### *1. Brain dump of stress issues (five minutes each session)*

Clear any thoughts that pre-occupy your mind during each session. This is achieved by the visualisation of each dominant thought and visualising it being written down on paper or locked away in a box. By taming this approach you give yourself permission to be free of any pre-occupying thoughts that will distract you.

#### *2. Immediate thought that is dominating your attention*

When an individual is currently experiencing stress or anxiety, the chances of them being able to concentrate fully is dramatically reduced. An argument, disagreement, accident or lack of wellness causes us to be "pre-occupied." An individual that has just been "told off" or disciplined or censured, is unlikely to have an open mind towards any positive feedback. Good communication always encourages first, and then positively censures or disciplines and closes with affirmation. By taking your dominant thought and dealing with it FIRST, is a great way of moving forward and feeling empowered.

#### *3. Wish list of your desires right now*

A great way of moving forward positively is by "framing" our perspective. Completing chores or schedules that we do not enjoy are better achieved by reminding ourselves as to why we are doing them. Focus on the end not the start. "The hardest step of a long walk is the first - Chinese proverb

A great way to approach challenges is to sprinkle our day with affirmations and rewards. "If I could do anything right now it would be?" or "What would really improve my life right now would be?". Now try it. What would you be doing or receiving right now if it was possible? Alternatively, if you could remove an irritant in your life right now what would it be?

#### *4. Out of those lists, what is possible, probable and improbable?*

Now choose the most important or most urgent, giving reasons as to why they are so?

- a) The most urgent issue I face right now is?
- b) The reason for it appearing urgent to me is?
- c) The solutions I can bring to this issue are?

1) The activity(s) needed to resolve these issues are?

**I will do** \_\_\_\_\_

2) The perspective I bring to it is?

**I will choose** to think \_\_\_\_\_

3) The evaluation I HAVE MADE as a result of my activity and perspective brings a certain measure of resolve

**I have** \_\_\_\_\_



## Defining your success graph

Below you will find the ten categories that are used in the balance model of coaching. For further information visit my site and download my interactive presentation of coaching from a balance perspective. [Balance Coaching](#)

### Instructions

Circle Y (for Yes) or N (for No) for each of these 100 questions. Calculate the number of Yes' or No' and score yourself using the key below.

#### 1. Family/Relationships

Y - N 1. I am pleased and content with my spouse/partner, or happy being single.

Y - N 2. I am close to my parent(s), alive or not. There is nothing in the way.

Y - N 3. I have a circle of friends who I have a blast with, without effort.

Y - N 4. I have a best friend and treat him/her extremely well.

Y - N 5. I am very close to my children. There is nothing in the way.

Y - N 6. I enjoy my family, we have worked through any past problems.

Y - N 7. I am part of a network that stimulates me intellectually and emotionally.

Y - N 8. I get along well with my neighbours.

Y - N 9. I have at least friends /colleagues who live overseas.

Y - N 10. Those who mean the most to me love me.

#### 2. Career/Business

Y - N 11. My work/career is both fulfilling and nourishing to me; I am not drained.

Y - N 12. I am highly regarded for my expertise by my piers/clients or colleagues.

Y - N 13. I am on a positive career path that leads to increased opportunities and pay

Y - N 14. I work in the right industry or field; it has a bright future.

Y - N 15. I look forward to going to work virtually every day.

Y - N 16. My work is not my life, but it is a rich part of my life.

Y - N 17. I work with the right people.

Y - N 18. My work environment is stimulating and/or supportive.

Y - N 19. At the end of the day, I have as much energy as I did when I started the day;

Y - N 20. The work I do helps to meet my intellectual, social and/or emotional needs.

### **3. Money/Finances**

- Y - N 21. I have at least a year's living expenses in the bank or money market fund.
- Y - N 22. I am on a financial independence track or am already there.
- Y - N 23. I don't have to work at financial success; money finds me with little effort o
- Y - N 24. I have no financial stress of any kind in my life.
- Y - N 25. I invest at least 10% of my income/earnings in my ability to expand
- Y - N 26. I do not carry credit card debt; I do not overspend.
- Y - N 26. When I buy something, I buy the best possible quality.
- Y - N 28. I don't lose sleep over my investments.
- Y - N 29. I am financially knowledgeable -- I know how money is made and lost.
- Y - N 30. I make money by adding enough value to the people who need what I have.

### **4. Joy/Delight**

- Y - N 31. I spend my leisure time totally enjoying my interests; I am never bored.
- Y - N 32. Weekends (or other days off) are a joy for me.
- Y - N 33. I have designed the perfect way to spend the last hour of my day.
- Y - N 34. I look forward to getting up virtually every morning.
- Y - N 35. I am very, very happy.
- Y - N 36. I have designed -- and am living -- the perfect lifestyle for me right now.
- Y - N 37. I choose to spend at least an hour a day that is exclusively for me.
- Y - N 38. I am able to stay in tune during the day; regardless of stress or adrenaline.
- Y - N 39. I easily take delight in the littlest things.
- Y - N 40. My home brings me joy every time I walk inside.

### **5. Effectiveness/Efficiency**

- Y - N 41. I don't spend time with anyone who bugs me or who is using me.
- Y - N 42. I have more than enough energy and vitality to get me through the day.
- Y - N 43. I have no problem asking for exactly what I want, from anyone.
- Y - N 44. I am well resourced to do my job well.
- Y - N 45. Whatever can be automated is automated.
- Y - N 46. Whatever can be delegated, is delegated.
- Y - N 47. I reply to all emails and calls as soon as I read them; I don't put them off.
- Y - N 48. I don't put things off; when it occurs to me, I do it, or delegate it.
- Y - N 49. I know what my goals are and I am effectively making them a reality.
- Y - N 50. My schedule is not dictated by someone who can't plan his or hers.

### **6. Personal Foundation/Self-Responsibility**

- Y - N 51. I love my home: Its location, style, furnishings, light, feeling and decor.
- Y - N 52. My boundaries are strong and people respect me because of them
- Y - N 53. I tolerate little; I'm just not willing to.
- Y - N 54. I don't see a cloud on my future's horizon; it looks clear to me.
- Y - N 55. My wants have been satiated; there is little I want.
- Y - N 56. My personal needs have been satisfied; I am not driven by unmet needs.
- Y - N 57. There is nothing I am dreading or avoiding.
- Y - N 58. My personal values are clear and my life is oriented around them.
- Y - N 59. I have resolved the key issues of my upbringing and past events.
- Y - N 60. I don't have a lot of unfinished projects, business or hanging items.

## 7. Personal Development/Personal Evolution

- Y - N 61. I could die this afternoon with no regrets.
- Y - N 62. I am living my life, not the life someone else designed or expected of me.
- Y - N 63. There is little that I am not facing head-on or putting up with.
- Y - N 64. I attract success; I don't have to strive for it or chase it.
- Y - N 65. I have enough natural motivation, inspiration and in my life; I am not stuck.
- Y - N 66. I am evolving, not just improving or evolving. I continually experiment.
- Y - N 67. I have progressed beyond the notion of beliefs.
- Y - N 68. I initiate and cause events, not wait for others or events to do so.
- Y - N 69. I have learned to take the path of least resistance as I accomplish my goals.
- Y - N 70. I am beyond striving; I enjoy my life and focus on fulfilment.

## 8. Self-Care/Well-Being

- Y - N 71. I take at least 4 vacations a year.
- Y - N 72. Life is easy; I have few problems or unresolved matters affecting me.
- Y - N 73. My teeth and gums look great and are in top condition.
- Y - N 74. I have more than enough time during my day.
- Y - N 75. I eat food for sustenance and pleasure, not for emotional comfort.
- Y - N 76. I don't abuse my body with too much alcohol, television, caffeine or drugs.
- Y - N 77. Whatever health problems I have, I receive effective care for them.
- Y - N 78. My body is in great shape or I am currently working an exercise plan
- Y - N 79. I reduce stress daily by meditating, exercising, walking, etc.
- Y - N 80. There is nothing I am doing that is messing up my mind or heart.

## 9. Happiness

List the 10 happiest things, in your life (currently or in the future).

- Y - N 81. \_\_\_\_\_
- Y - N 82. \_\_\_\_\_
- Y - N 83. \_\_\_\_\_
- Y - N 84. \_\_\_\_\_
- Y - N 85. \_\_\_\_\_
- Y - N 86. \_\_\_\_\_
- Y - N 87. \_\_\_\_\_
- Y - N 88. \_\_\_\_\_
- Y - N 89. \_\_\_\_\_
- Y - N 90. \_\_\_\_\_

## 10. Pleasure

List 10 things that give you pleasure in life, (currently or in the future).

- Y - N 91. \_\_\_\_\_
- Y - N 92. \_\_\_\_\_
- Y - N 93. \_\_\_\_\_
- Y - N 94. \_\_\_\_\_
- Y - N 95. \_\_\_\_\_
- Y - N 96. \_\_\_\_\_
- Y - N 97. \_\_\_\_\_
- Y - N 98. \_\_\_\_\_
- Y - N 99. \_\_\_\_\_
- Y - N 100. \_\_\_\_\_

Now enter the percentile marks and add them to the yes and no categories below.

\_\_\_ Number of Yes

\_\_\_ Number of No

### How did you Score:

**90-100 Y's.** Congratulations for living such a great life as a role model.

**80-89 Y's.** Excellent! Your score is very high, and your honesty is great.

**70-79 Y's.** Very good. You're definitely on track for a high quality life.

**60-69 Y's.** Pretty good. You're making progress and there is some work to do.

**50-59 Y's.** Average score. Why not make your quality of life a priority and score 10 more points in the next month?.

**40-49 Y's.** This is nothing to feel bad about, but you'll probably need to make some real changes to improve your life. How about setting a plan now?

**30-39 Y's.** Weak. The questions are challenging, but not **that** challenging. You either need to get a coach right now or own up to your challenges

**20-29 Y's.** Okay, let's get serious. You have one lifetime. Why aren't you making the most of it? Strength of resolve is what brings effective change

**10-19 Y's.** What's this about? Is it a temporary condition or have you just not paid attention to your life yet? Please make an honest re-assessment

**0-9 Y's.** Ouch! Why do you think your score is in this range? Could it be low self-esteem or emotional stress? Either way a professional is needed right now

