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YOUR PATH TO SUCCESS

50 Ethical Principles

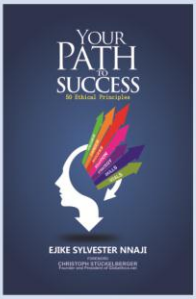


EJIKE SYLVESTER NNAJI

FOREWORD

CHRISTOPH STÜCKELBERGER
Founder and President of Globethics.net

Your Path to Success: 50 Ethical Principles



The book motivates individuals towards self-development. This is a pre-requisite for success at any stage and in any sector of life. The book shows success as a sum of conscious decisions rather than of accidental results. It also aims decisions based on solid and sound ethical values and principles which are necessary for the attainment of the desired success.

The fifty principles enlisted in this book are accompanied by inspirational quotes. The book offers a guide to students, professionals and all interested to take their life in their hand. The thoughts, values and secrets of past and present great men and women aim at inspiring and empowering you on your own values-driven path to success.

Author



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50 Ethical Principles

Ejike Sylvester Nnaji

Foreword

Christoph Stückelberger

Founder and President of Globethics.net

Enugu/Nigeria 2019

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DEDICATION

This book is dedicated to God Almighty the giver of true wisdom.

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FOREWORD

Being successful is the good dream of every human being. Having material security by income from work, having stable relations, being physically and mentally healthy, having a good reputation and being respected, enjoying life with fun and entertainment, having goals in life and the means to implement them, being rooting in (religious or non-religious) values and orientations, being blessed and staying connected to the world with modern communication gadgets etc.

The key question is of course: What is success and how we measure it? An influential statesman, an internationally recognized female researcher, a billionaire as entrepreneur, an old man caring for his sick wife at home, a gardener or cleaner who carefully cares for the entrusted garden and house, a Nollywood actrice, a bishop, imam or evangelist? Mandela was a great statesman and seen almost as a saint. Mugabe was a great politician but seen as a dictator. Some people get hundred years old. Jesus was killed at the age of 33. His life seemed a total failure – and thus, he is seen by billions of people as the saviour.

This book "The Path to Success" is written by a student for students (of course useful to anybody). The author Ejike Sylvester Nnaji is also my assistant at the Godfrey Okoye University in Enugu/Nigeria where I teach ethics. The author looks at ways, how one can become successful. It lists fifty principles, based on ethical values and virtues. With these principles the book also answers indirectly the question what is the path to success: to stick to the ethical values. An example: Honesty may not bring short term big money and the dishonest or corrupt person may be more successful in material terms. But honesty pays its dividend in long term with reputation, winning friends, inner peace instead of fearing that dishonesty is discovered.

The author chooses a specific methodology in this book. He collects quotes from across the globe and sorts them by topics of values and virtues. The internet facilitates such harvesting of quotes. The sources are listed at the end of the book. Quotes collections in the internet then refer further to the original source where

available. The booklet is not and does not claim to be an academic piece of work. The author published elsewhere academic articles.

The author shares what inspired him to find the path of righteousness. It is not a once for all step, it is a daily struggle to look for orientation and stick to these core values. It wants to be a practical encouragement, not more and not less. I congratulate the author and wish students to be inspired.

Prof. Dr. Dr.h.c. Christoph Stückelberger
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including Godfrey Okoye University Enugu/Nigeria
President and Founder of Globethics.net
Geneva/Enugu, April 2019

INTRODUCTION

I have taken a philosophical approach on the principles of success. For sure every person has this desire to succeed and live a good life. This is applicable to individuals at all levels most especially at the youthful stage of life. Most times these desires are thwarted for lack of direction or guidance towards the achievement of this honest desire and as a result, we are shortchanged by these challenges as we settle for less.

As mentioned earlier, the youthful stage is a very difficult stage especially for those not from a wealthy background. It is a stage when one suddenly realizes the need to change the existing order. Faced with realities at this stage, if not properly guided one may be lost in this journey; not knowing where and what to start with.

However, we cannot continue to be deceived by the fallacy that 'success is by luck or by chance'. No, success is never and has never been by chance. Those who succeeded worked for it, it was not by accident. In the words, of Arnorld H. Glasgow, 'Success is simple. Do what's right, the right way, at the right time.'

The big question then follows: what are the right things to do in order to succeed? This book provides us with these principles to enable us to achieve our desires and become successful in life.

The book is divided into fifty chapters (50), with each chapter addressing a particular principle. Success no doubt begins with a clear vision, this is to say that success is not accidental nor by luck. It is a clear idea of what one wants to achieve. For one to achieve this vision or realize this dream, one must be disciplined, focused, determined, dedicated, hardworking, etc.

I began writing this book 'Grow Rich and Successful' after studying the lives and times of great men and women of history. I noticed two (2) key things about them. First is that most of them came from poor and humble backgrounds and

never received success on a platter of gold, rather they struggled and fought for it. This opened my eyes to know that the door to success is wide open for everyone despite the background. Secondly, I noticed that they possess similar traits–which I outlined in this book as the golden principles of success–that if properly followed, one is sure to succeed in life.

1

SUCCESS BEGINS WITH A CLEAR VISION

'Vision animates, inspires, and transforms purpose into action.'[1]
Warren Gamaliel Bennis, American Scholar and Consultant

Vision, imagination, or dream; is the conceptualization of the future. It is the ability to think or plan the future with great inventiveness and intelligence. A dynamic achievement is always stirred up by a vision. Being visionary entails being creative. It means having a mental picture of what you want to achieve. 'The painter should not paint what he sees, but what will be seen,'[2] says Paul Valery, the French poet and philosopher. A man of vision sees what others could not see and brings it into reality for others to see. William Arthur Ward notes: 'If you can imagine it, you can achieve it. If you can dream it, you can become it.'[3]

Having closely observed successful men and women, I discovered that they have a common trait- they are agents of vision. 'The mightiest works,' says Walter Russell Bowie, 'have been accomplished by men who have somehow kept their ability to dream great dreams.'[4] They always conceptualize what the future could be like, they key into the future by making plans for it before it comes to reality. They don't just see the future as it comes; they create the future they desire and then work every day towards their distant visions.

A truly blind person is not one without sight but one who lacks vision. Vision is like a light on your path. It gives you a sense of direction. 'The greatest tragedy

to befall a person is to have sight but lack vision,'[5] says Helen Keller. Lack of vision can be compared to a man driving in the middle of the night without any light, he either stumbles or arrives to a wrong destination. If it's not lack of vision, then I don't understand why one succeeds in life and the other doesn't. 'Lack of direction, not lack of time is the problem. We all have twenty-four hours days,'[6] asserts Zig Ziglar. Life is a journey not a destination; in this journey of life, lack of vision will get you lost in this journey.

Acknowledging how important vision is, the book of Habakkuk advises, 'Write the vision and make it plain on tablets, that he may run who read it.'[7]'If you don't have a vision for your life, then you probably haven't focused on anything,'[8] says David Burns. Always remember the words of Tony Gaskins, 'If you don't build your dreams, someone will hire you to help build theirs.'[9]

Self-actualization begins with a dream or a desire. Maurice Switzer reflected, 'You seldom get what you go after unless you know in advance what you want.'[10]There's nothing so heart-gladdening as to see a dream come true. It makes you a fulfilled man. To affirm this Denis Waitley remarks, 'We've got to have a dream if we are going to make a dream come true.'[11] 'Dreams are necessary to life,'[12] observes French writer Anais Nin. Without it, you will end up nowhere, or perhaps end up following someone else's dreams instead of getting to your destination, essentially it leads you to the wrong destination. Just like you cannot jump above your head, you cannot go farther than you can see. Having a vision for yourself is a fundamental thing to do if you really want to achieve success. Albert Einstein notes, 'Imagination is everything. It is the preview of life's coming attractions.'[13] Your imagination is your creation. 'If you can dream it, you can do it.'[14] Walt Disney adds. 'Whether things make sense has to with our senses'[15] (Christoph Stuckelberger). Imagine it with all your heart, believe it with your entire mind, and achieve it with all your might: that what it takes to succeed.

Bill Newman asserts, 'The poorest person is not the one without a cent, but rather the one without a dream.'[16] Kevin Costner in his speech says, 'I'm a big fan of dreams. Unfortunately, dreams are our first casualty in life - people seem to give them up quicker than anything for reality.'[17] Life without a dream is baseless. It's

like a house without a foundation. ‘When you cease to dream, you cease to live.’[18] Malcolm Forbes asserts. ‘The power of imagination makes us infinite’[19] (John Muir).

‘Most people are only one idea, one dream or one person away from their miracle’[20] says Bob Harrison. ‘When you have a dream, you’ve got to grab it and never let go’[21] (Carol Burnett). We cannot ignore this wonderful advice of Napoleon Hill as people who have dreams: ‘Cherish your visions and your dreams as they are the children of your soul; the blue print of your ultimate achievements.’[22] To crown it all, let us heed the counsel of Dexter Yager never to let anyone steal your dream.

2

NEVER BE A STRANGER TO YOUR OWN SELF

'Until you make the unconscious conscious,
it will direct your life and you will call it fate.'[23]
Carl Gustav Jung, Swiss writer, psychiatrist and psychotherapist

Sydney Harris states, 'Ninety percent of the world's woes come from people not knowing themselves, their abilities, their frailties and even their real virtues.'[24] The greatest discovery of all time is not the airplane, not the electric bulb; it's nothing but self-discovery hence Socrates advises: 'Man know thyself.'[25] 'Knowing yourself is the beginning of all wisdom,'[26] Aristotle adds. Self-discovery is the most important step in the life of any great achiever or whoever wants to achieve greatness. Sydney Madwed has this true remark: 'If you want to be truly successful invest in yourself to get the knowledge you need to find your unique factor. When you find it and focus on it and persevere, your success will blossom.'[27] To discover yourself is to discover the talent God has put into you.

'Self-reverence, self-knowledge, self-control: these three alone lead life to sovereign power,'[28] says Tennyson. 'Find out who you are and be that person. That's what your soul was put on this earth to be. Find that truth, live that truth and everything else will come'[29] (Ellen DeGeneres). Phillip Brooks also enjoins us: 'Set yourself earnestly to see what you are made to do, and then set yourself earnestly

to do it.'[30] Everyone has got one or two talents, what makes all the difference between the successful and the unsuccessful is in its discovery and its usage.

Elbert Hubbard has this to say, 'There is something that is much more scarce, something finer far, something rarer than ability, it is the ability to recognize ability.'[31] If you really want to discover yourself or your talent, you ought to pay attention to this. 'What generates passion and zeal in you is a clue to revealing your destiny. What you love is a clue to something you contain'[32] (Mike Murdock). This wonderful and life changing story of an eagle which lived and died as a chicken was told by Dr. Cyril:

A farmer once got hold of an eagle's egg and placed it in the nest of his hen. In due time the eagle's egg hatched along with the other eggs. It grew up amongst the chickens thinking it was a chicken. It learned to scratch the ground for food just as the chickens did. It never thought of flying more than a few feet into the air because chickens never flew higher than that. Then one day it caught sight of an eagle as it soared gracefully in the sky. It asked its siblings: What is that majestic bird? The chickens replied: 'That bird is called an eagle. It is an outstanding bird with outstanding qualities. But don't hope to fly like it because you are a chicken.'[33]

Explore yourself; discover your abilities and your potentials. '…he who finds himself, loses misery'[34] (Coventry Patmore). The knowledge of yourself can earn you the success you never can imagine. 'Untapped potential is the difference between where a person is now and where he or she can be,'[35] says Bo Bennett. 'I really believe that everyone has a talent, ability, or skill that he can mine to support him and succeed in life,'[36] Dean Koontz acknowledges. 'One well-cultivated talent, deepened and enlarged, is worth 100 shallow faculties'[37] (William Mathews). Do not be like the man in the parable of talents who buried his own in the ground.

Give birth to yourself, define yourself lest others define you and if others should define you first, guess what? They will be-little you. The only person who is in the best position to do so is 'you' and not otherwise. 'I believe that one defines oneself by reinvention; to not be like your parents, to cut yourself out of stone'[38] (Henry Rollins).

20 Your Path to Success

'Formal education will make you a living; self-education will make you a fortune,'[39] says Jim Rohn. Prioritize your self-knowledge over certificate. Discovering your potential is worth far more than your credentials. The genesis of greatness lies in self-discovery. To discover yourself is to discover the genius within you. 'I've worked all my life on the subject of awareness,' says Deepak Chopra 'whether it's awareness of the body, awareness of the mind, awareness of your emotions, awareness of your relationships, or awareness of your environment. I think the key to transforming your life is to be aware of who you are'[40].

3

WALKING THE NATURE: BE YOURSELF

'If one way be better than another, that you may be sure, is nature's way.'[41] Aristotle, Greek philosopher and scientist

A wise saying goes, 'You're the only one in all of creation who has your set of abilities. You're special…you're rare. And in all rarity there is great worth'[42] (John Mason). It's quite unfortunate that people are not paying more attention to discover their unique talents; they rather choose to join the moving train instead of finding their own train. Many are not succeeding, not because they do not work hard enough but because they are on the wrong track. 'Wood may remain ten years in the water, but it will never become a crocodile' (Proverb). You have your unique talent, that's what differentiates you from others.

The Liberian educator, statesman, and diplomat, Edward Wilmot Blyden writes, 'If you are not yourself, if you surrender your personality, you have nothing left to give the world. You have no pleasure, no use, nothing which will attract and charm me, for by the suppression of your individuality, you lose your distinctive character.'[43] The big secret is that the world is tired of seeing the same thing every day, everybody wants to see something new, so don't try to imitate. St. Catherine of Siena makes it more pragmatic in these words: 'If you are what you should be, you will set the whole world ablaze!'[44]

Ask yourself these questions. Am I on the right track? Am I running another man's race or mine? Definitely, there will be no reward for running on the wrong track. No matter how fast you run on the wrong track you will still lose at the end if you don't come back to run your own race. Do not live as a stranger to yourself. 'The lame man who keeps the right road outstrips the runner who takes a wrong one… the more active and swift the latter is the further he will go astray,'[45] affirms Francis Bacon.

Do not take another person's success as yours. Look inwards and discover your unique self. Remember that you are not everybody, but you are somebody. 'Do not follow where the path may lead, go instead where there is no path and leave a trail'[46], remarks Ralph Waldo Emmerson. 'Everyman has his destiny: The only imperative is to follow it, to accept it, no matter where it leads him'[47], said Henry Miller.

'The easiest thing to be in the world is you. The most difficult thing to be is what other people want you to be. Don't let them put you in that position,'[48] Leo Buscaglia points out. 'People are always neglecting something they can do in trying to do something they can't do'[49] (E. W. Howe). And Malcolm Forbes very importantly observes: 'Too many people overvalue what they are not and undervalue what they are.'[50]

I don't see any reason why you should desire to be like someone else when you are made to be different. Instead of trying to become like someone else, why not show them that you're different? Why not let your uniqueness aspire others? Always strive to make a difference, dare to set the pace and let others follow. The more you try to be like that person, the more fake you become and the more you lose yourself. When you accept yourself as you are, only then you can unlock the doors to your own potential.

Aristotle the Greek Philosopher points, 'In all things of nature there is something of the marvelous.'[51]'Originality is simply a pair of fresh eyes,'[52] T. W. Higginson comments. John Mills also notes that, 'All good things which exist are the fruit of originality.'[53]'It is better to fail in originality than to succeed in imitation'[54] (Herman Melville). John Mason crowns the view when he indicates, 'You're born

an original; don’t die a copy!’[55] Be innovative, be different. Learn from them but don’t try to copy them; if you do otherwise, you will only end up as a counterfeit.

4

NOTHING SHOULD BE DONE WITHOUT A PURPOSE

'Purpose is the keystone in the temple of achievement.'[56]
James Allen, British Philosophical writer

'There is one quality which one must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it,'[57] says Napoleon Hill. And W. Clement Stone remarks: 'Definiteness of purpose is the starting point of all achievement.'[58] Man is made for a purpose; a successful man is one who finds and accomplishes his existential purpose.

Have you ever reasoned why some kept on failing with little or no success no matter how hard they try? Billy Sunday answered it thus: 'More men fail through lack of purpose rather than through lack of talent.'[59] Ralph Waldo Emerson adds, 'The world makes way for the man who knows where he is going.'[60]

In the popular African mythical story of the race between the dog and the tortoise, the tortoise won not because he was stronger or faster but because he ran only for a purpose. That was the difference between purpose and talent. A sense of purpose generates a sense of responsibility and inner strength.

A man is born twice in this world; first is when he comes into the world as a baby, second is when he discovers what he is born to do; his true purpose on earth. You will never become great if you don't live for a strong purpose. The great American automobile manufacturer Henry Ford makes it no less clear when he

points that ‘The whole secret of a successful life is to find out what it is one’s destiny to do, and then do it.’[61]

Orison Marden says, ‘No man can be ideally successful until he has found his place. Like a locomotive, he is strong on the track but weak anywhere else.’[62] Discover your world. ‘Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid,’[63] attributed to Albert Einstein.

‘It is better to die for something than it is to live for nothing’[64] Dr. Bob Jones asserts. Alexander Hamilton puts it in another way, ‘If you don’t stand for something, you will fall for anything.’[65] Life is sweetest when lived for a purpose. ‘The only true happiness comes from squandering ourselves for a purpose’[66] (John Mason).

Marcus Aurelius has this remark about purpose: ‘Without a purpose nothing should be done.’[67] Man is truly great when he is driven by a strong purpose. ‘If a man has not discovered something that he will die for, he isn’t fit to live,’[68] Martin Luther King Jr. argues. ‘The great law of culture is: Let each become all that he was created capable of becoming’[69] (Thomas Carlyle). When we live for a strong purpose, success becomes nonnegotiable

5

PLANNING IS A NATURAL KEY TO SUCCESS

'Planning is as natural to the process of success as its absence is to the process of failure.'[70] Robin Sieger, British Businessman

A plan is a step to achieving a goal. Planning is the first step to the realization of any dream. Planning is key to success. 'Our goals can only be reached through the vehicle of plan, which we must fervently believe and upon which we must vigorously act. There is no other route to success,'[71] says Pablo Picasso. The best way to prepare for the future is to plan for it. If you must become great, you must make plans to get you there. 'By failing to prepare, you are preparing to fail,'[72] Benjamin Franklin notes.

Napoleon Hill writes: 'Anybody can wish for riches, and most people do, but only a few know that a definite plan plus a burning desire for wealth are the only dependable means of accumulating wealth.'[73] It will be wise if you start now to plan for the future, as George Elliot points that 'it is never too late to be what you might have been.'[74] 'All you need is the plan, the road map, and the courage to press on to your destination,'[75] according to Earl Nightingale.

'If you don't design your own life plan, chances are you'll fall into someone else's plan. And guess what they have planned for you? Not much'[76] (Jim Rohn). William Arthur Ward gives us the steps towards this: 'Four steps to achievement: Plan purposefully. Prepare prayerfully. Proceed positively. Pursue persistently.'[77]

Planning is a strategic way of achieving a set of objectives. You don't become a winner overnight. 'You were born to win, but to be a winner; you must plan to win, prepare to win and expect to win'[78] Zig Ziglar says. 'The successful always has a number of projects planned, to which he looks forward. Any one of them could change the course of his life overnight'[79] (Mark Caine).

The people who become champions–in the words of Brian Tracy–are those who dream big dreams, set tough goals for themselves, put some plans on table, and go for broke. Great people make great plans at first and then go out to achieve them. They make plans on what to achieve each day, week, month and year. As Larry Elder would say, 'A goal without a plan is just a wish.'[80]

Not knowing how to plan is an early sign of failure. This confirms the common saying that 'he who fails to plan, plans to fail'. To map out a nice plan is part of the job. 'Success depends on previous planning' Kung Fu-tzu Confucius maintains, for, 'without such preparation there is sure to be failure.'[81] Every goal should be accompanied by a plan.

6

A GOAL BEFORE TANGIBLE ACHIEVEMENTS

'If you want to achieve anything, set it as a goal.'[82]
Dr. Cyril Olomukoro, Pharmacist, Author, Motivational Speaker

'Everyone has a success mechanism and a failure mechanism. The failure mechanism goes off by itself. The success mechanism only goes off with a goal. Every time we write down and talk about a goal we push the button to start the success mechanism'[83] (Charles 'Tremendous' Jones). 'Setting goals is the first step in turning the invisible into the visible'[84], says Tony Robbins. Another name for a successful man is 'a goal-getter.' In life if you want to arrive at anything, set it as your goal and it becomes easier for you. Brian Tracy truly points that 'People with clear, written goals, accomplish far more in a shorter period of time than people without them could ever imagine.'[85]

A goal is a desired aim, an objective or a target designed to be accomplished within a specified period. Napoleon Hill went further to assert, 'A goal is a dream with a deadline'[86]. Earl Nightingale remarks: 'People with goals succeed because they know where they are going.'[87] When one has no goal, one is aimless and wanders as such.

In setting a goal, one should consider the following steps:

Step 1: Write down your long-term goal or goals.

Your long-term goal is your ultimate desire, your dream of what you want to achieve in the future. This should be clear and concise, just as advised in the book of Habakkuk, 'Write the vision and make it plain on tablets, that he may run who read it.'[88] Place it where you can see it in the morning upon rising and in the night before retiring to bed.

Step 2: Write down your short-term goals.

The short-term goals should be in line with the long-term goal. They should be the steps that will help you in the achievement of your long-term goals, such as: a special training in line with the long term goal you have set for yourself, workshop experience, seminars, degree or any other program that will help you in the achievement of the long term goal. Here, what you want (long-term goal) is clear already, what you should focus on is what you need to get what you want (long-term goal). 'One of the big secrets to success is taking a long-term view'[89], says Peter Lynch.

Step 3: Write down a given period or date for achieving each goal (both the long-term and the short-term goals).

Step 4: Review stage

'Long out of sight, soon forgotten', says the proverb. There is a need to constantly review each goal until you have achieved your major target which is your long-term goal. This will help you to know when and where to make an adjustment in your strategies. There is never a blueprint on the issues of life as a result of unforeseeable circumstances and the dynamic nature of things. Remember you are to adjust or change your approach and not the goal. When plan 'A' stops working, you can switch to plan 'B'. Hence Albert Einstein reminds us: 'The definition of insanity is doing the same thing and expecting a different result.'[90]

7

THE GREATNESS OF THE POWER TO CHOOSE

'A lot of people confuse poor decision-making with destiny.'[91]
Dr. Steve Maraboli

To live is to choose and your life is as good as your decisions. Everything that is happening or that may have happened to you is a result of the decisions made by you, or which you allowed others to make for you. Good decisions yield good results. 'It is in your moments of decision that your destiny is shaped,'[92] says Tony Robbins. Your success or failure depends on the decisions you make.

'You have brains in your head. You have feet in your shoes. You can steer yourself in any direction you choose. You're on your own. And you know what you know. You are the guy who will decide where to go...'[93] (Dr. Seuss). 'Never complain about what you permit,'[94] Mike Murdock remarks, for decisions make or mar destinies. Joseph Newton consolidates this when he says, 'Not what we have, but what we use, not what we see, but what we choose, these are the things that mar or bless human happiness.'[95]

You always have a choice 'to do' or 'not to do'. Do not deceive yourself by saying, 'I don't have a choice'. 'I don't have a choice' is another way of saying, I compromise. No choice is also a choice. 'You are always free to change your mind and choose a different future, or a different past,'[96] Richard Bach maintains. When

we listen to Denis Waitley, we hear him clearly telling us that 'a sign of wisdom and maturity is when you come to terms with the realization that your decisions cause your rewards and consequences. You are responsible for your life, and your ultimate success depends on the choices you make.'[97]Whatever you are enjoying or suffering now can only be traceable to any of these two things: the decisions of the past, or the decision you failed to make.'Whenever you see a successful business, someone once made a courageous decision.'[98](Peter F. Drucker the Austrian-born U.S. Management Consultant). Whenever things go wrong, trace the decisions you have made in the past, when you find the wrong one, correct it if you can.

Majority of the people who fail do so not actually because they don't have the potential but because they listen to everybody and let others decide for them. In his statement Bob Grass confirms it: 'There are two kinds of people who always fail – those who listen to nobody and those who listen to everybody.'[99] We also cannot ignore the Chinese proverb that states thus: 'a wise man makes his own decisions; an ignorant man follows the public opinion.'. Aristotle also has this to tell us on making a choice: 'Excellence, then, is a state concerned with choice, lying in a mean, relative to us, this being determined by reason and in the way in which the man of practical wisdom would determine it.'[100] 'Quality is never an accident; it is always the result of high intention, sincere effort, intelligent direction and skillful execution; it represents the wise choice of many alternatives,'[101] (Willa A. Foster). A wise man is known from his wise decisions and so does a foolish decision make a foolish man. 'It is very important to know who you are. To make decisions. To show who you are'[102] (Malala Yousafzai).

Angela Brown Oberer states: 'You will never leave where you are until you decide where you would rather be.'[103] Herbert Prochnow remarks: 'There is a time when we must firmly choose the course we will follow, or the relentless drift of events will make the decision for us.'[104] And for Williams J. Bryan 'Destiny is not a matter of chance; It's a matter of choice. It's not a thing to be waited for; it's a thing to be achieved.'[105]'I think,' says Lorraine Hansberry, 'that the human race does command its own destiny and that destiny can eventually embrace the

stars.'[106] Success is neither by chance nor by accident but a matter of choice. Man and woman, God created them, whether they end up a rich man or poor woman is an individual decision. 'You are the handicap you must face. You are the one who must choose your place,'[107] says James Allen. If you fail to do so, someone else does it for you bear the consequences; good or bad.

Very importantly, William James asserts: 'There is no more miserable human being than one in whom nothing is habitual but indecision.'[108] Elbert Hubbard explains the view thus: 'Life is a checkerboard, and the player opposite you is time. If you hesitate before moving, or neglect to move promptly, your men will be wiped off the board by time. You are playing against a partner who will not tolerate indecision!' 'One decision can change your life forever'[109] (Tony Robbins). When we listen to Theodore Roosevelt the former president of U.S. we hear a pertinent advice: 'In any moment of decision the best thing you can do is the right thing, the next best thing is the wrong thing, and the worst thing you can do is nothing.'[110]

8

PASSION BEGINS AND REASON COMPLEMENTS

'Man is only truly great when he acts from the passion.'[111]
Benjamin Disraeli, British Prime Minister and Writer

'Passion is the Genesis of Genius[112]' (Tony Robbins). 'Nothing great in the world has been accomplished without passion'[113] acknowledges George Hegel. To support this, the French Philosopher Denis Diderot says, 'Only passions, great passions, can elevate the soul to great things'[114]. 'Passion is a soul set on fire'[115] (Lailah Gifty Akita).

No one is great who lacks passion. 'Ultimately if you are going to succeed you have to like what you are doing in the business'[116] (Collin Blair). Passion brings perfection. 'Every production of genius must be the product of enthusiasm'[117], states Benjamin D'Israeli. 'Follow your bliss and the universe will open doors where there were only walls'[118] (Joseph Campbell). When passion burns, it burns the ordinary into extraordinary. Sr. Mary Lauretta advises: 'To be successful, the first thing to do is fall in love with your work.'[119] Passion implies loving what you do and doing what you love. 'Pleasure in the job puts perfection in the work'[120] (Aristotle). And Albert Einstein avers: 'I have no special talents. I am only passionately curious.'[121] If you don't love what you do, you will hardly achieve something outstanding or great out of it. 'Passion is energy. Feel the power that comes from focusing on what excites you'[122] (Oprah Winfrey).

Life experience confirms the fact of this saying: 'Send a boy where he wants to go and you'll see his best pace.'[123] Sylvester Stallone has this to say, 'I believe there's an inner power that makes winners or losers. And the winners are the ones who really listen to the truth of their hearts.'[124] 'If you feel like there's something out there that you're supposed to be doing, if you have a passion for it, then stop wishing and just do it'[125] (Wanda Sykes). Truly too, where passion is great, success is almost inevitable. 'You can do anything as long as you have the passion, the drive, the focus, and the support'[126] (Sabrina Bryan). William Hazlitt expresses a similar view this way: 'A strong passion for any object will insure success, for the desire of the end will point out the means.'[127] And David Frost strengthens it instructing: 'Don't aim for success if you want it; just do what you love and believe in, and it will come naturally.'[128]

Never undermine the power of passion. It is the only propelling power to anything extraordinary; with passion you can reach for the stars. 'The most powerful weapon on earth is the human soul on fire,'[129] says Ferdinand Foch the French Military Strategist. 'Everyone should carefully observe which way his heart draws him, and then choose that way with all his strength,'[130] (Hasidic Saying). Only the soul which abandons itself to its master passion can burn into greatness. 'When love and skill work together, expect a masterpiece,'[131] says John Ruskin. 'Passion is like genius: a miracle'[132] (Romain Rolland).

He showed the greatness of passion when he (Allen Ginsberg) advised that 'If you are to choose, choose your passion and leave everything else aside.'[133] 'Follow your inner moonlight; don't hide the madness.'[134] 'Passion will move men beyond themselves, beyond their shortcomings, beyond their failures,'[135] Joseph Campbell holds. 'Our passions are the winds that propel our vessel. Our reason is the pilot that steers her. Without the winds the vessel would not move and without a pilot she would be lost,' says the proverb.[136] Mark McCormack notes, 'We seriously undervalue the passion...a person brings to an enterprise. You can rent a brain, but you can't rent a heart.'[137] Anthony Robbins also remarks, 'There is no greatness without passion to be great, whether it's the aspiration of an athlete or an artist, a scientist, a parent or a businessperson.'[138]

'Nothing is as important as passion. No matter what you want to do with your life, be passionate,'[139] Jon Bon Jovi enjoins. Your love for the game determines your height in the game. 'You have to be burning with an idea, or a problem, or a wrong that you want to right. If you're not passionate enough from the start, you'll never stick it out,'[140] says Steve Jobs. Passion does the hard work with ease and simplicity; 'Choose a job you love, and you will never have to work a day in your life'[141] (Confucius). It will prevent you from nagging and quitting.

9

DETERMINATION AND WILL POWER

'The difference between the impossible and the possible lies in a person's determination.'[142]

Tommy Lasorda, American Baseball Executive and Ambassador

'There is no chance, no destiny, no fate, that can hinder or control the firm resolve of a determined soul,'[143] says Ella Wheeler Wilcox. Determination is so great that, 'Once a person is determined to help themselves, there is nothing that can stop them,'[144] remarked Nelson Mandela.

Henrik Ibsen, the Norwegian playwright says, 'It's not by spectacular achievements that man can be transformed, but by will.'[145] Determination works wonders, it creates a way where there exists none. 'I believe that the struggle against death, the unconditional and self-willed determination to life, is the motive power behind the lives and activities of all outstanding men'[146] (Hermann Hesse). 'The will to win, the desire to succeed, the urge to reach your full potential… these are the keys that will unlock the door to personal excellence'[147] Confucius declares.

Without a determination to succeed, talent is as good as useless. Honoré de Balzac the French writer remarked, 'There is no such thing as a great talent without great willpower.'[148]A determined mind overcomes; where there is no great will there is no great man. 'When your desires are strong enough, you will appear to possess superhuman powers to achieve'[149] (Napoleon Hill). And Rupert Hughes

states, ‘A determined soul will do more with a rusty monkey wrench than a loafer will accomplish with all the tools in a machine shop.’[150]

‘Mankind is made great or little by its own will,’[151] remarks Friedrich Schiller. Your determination says it all. ‘Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desires to reach their potential,’[152] (John Maxwell). ‘A will finds a way’[153] says Orison Marden. ‘If you really want to do something, you’ll find a way. If you don’t you’ll find an excuse,’[154] Jim Rohn adds. The difference between a successful person and others according to David Ambrose is not a lack of strength, not a lack of knowledge, but rather a lack of will. He went further to say, ‘If you have the will to win, you have achieved half your success; if you don’t, you have achieved half your failure.’[155] You can neither posses nor achieve what you are unwilling to pursue.

When Winston Churchill was still at the age of sixteen, he was defined by his teacher, as ‘a conspicuous lack of success.’ As a young boy, he understood that success was only a matter of personal determination. He had a strong determination to redefine himself as a conspicuous success. Today Winston Churchill has his name written as one of the most successful people in the history book.

André Maurois, the French novelist and biographer said, ‘If men could regard the events of their own lives with more open minds they would frequently discover that they did not really desire the things they failed to obtain.’[156] Og Mandino crowns it all when he states: ‘Failure will never overtake you if your determination to succeed is strong enough.’

Without the determination to succeed, success is only a mere hallucination John Burroughs remarks, ‘a somebody was once a nobody who wanted to and did.’[157] You can become what you are not if only you are determined to. ‘The roots of true achievement lie in the will to become the best that you can become,’[158] says Harold Taylor.

Mountains give way when they can no longer stand the height of your determination. ‘If you set goals and go after them with all the determination you can muster, your gift will take you places that will amaze you’[159] (Les Brown).

'Determination gives you the resolve to keep going in spite of the roadblocks that lay before you,'[160] Denis Waitley affirms. A strong will is like a wild fire that cannot be easily subdued by challenges and obstacles.

To achieve anything great in any sphere of life, you cannot dispute the role of the word 'determination.' It's a necessary ingredient for greatness. 'Will power is only the tensile strength of one's own disposition...'[161] says the Italian Novelist and Poet Cesare Pavese. What stands in-between a man and achievements is often the will (determination) and not the means. Thus, Abraham Lincoln points, 'Always bear in mind that your own resolution to succeed is more important than any other one thing.'[162] 'The greatest man is he who chooses right with the most invincible determination'[163] (Seneca). 'You've got to get up every morning with determination if you're going to go to bed with satisfaction,'[164] George Lorimer reminds us.

10

SELF-DISCIPLINE MAKES GREATNESS OF CHARACTER

'Self-discipline is the bridge between goals and accomplishments.'[165]
Jim Rohn, American Entrepreneur, Motivational Speaker

Theodore Roosevelt the 26th U.S President must have acknowledged that with God everything is possible and agreed with the Sinhalese Proverb that 'self-control will place a man among the gods'[166] when he declared that 'with self-discipline, most anything is possible.'[167] Do you want to be successful in life? Do you want to achieve your goals? Try to achieve self-discipline first and every other thing becomes more possible for where the character is not great, there is no great man, says Romain Rolland the French writer.

Roy L. Smith exposes this reflection: 'Discipline is the refining fire by which talent becomes ability.'[168] No matter how tough a task may pose, if you can be disciplined enough then you can achieve it. 'Self discipline is the key to personal greatness. It is the magic quality that opens all doors for you, and makes everything else possible' says Brian Tracy. He further hinted that, 'with self-discipline, the average person can rise as far and as fast as his talents and intelligence can take him. But without self-discipline, a person with every blessing of background, education, and opportunity will seldom rise above mediocrity.'[169] If you don't have

control over yourself, what else can you control? 'What we achieve inwardly will change outer reality'[170] (Plutarch). 'Decisions are made in a moment, but growth comes from daily discipline,'[171] John Maxwell comments.

Johann Heinrich Pestalozzi, the Swiss educational reformer says, 'The greatest victory a man can win is victory over himself.'[172] The only person with an outright power to stop you from your goal is not the obstacle but yourself. Most times we are our own greatest obstacles to success. Conquer yourself; conquer your weakness and you have no problem at all. 'It is not the mountain we conquer but ourselves'[173] (Edmund Hillary). 'The first and best victory is to conquer self. To be conquered by self is, of all things, the most shameful and vile,'[174] argues the Greek philosopher Plato.

Discipline is the backbone of greatness. One who conquers himself conquers everything. It takes discipline more than effort to withstand strong obstacles. When the going gets tough, only the tough gets going. Success without discipline is almost impossible. Hence John Wooden acknowledges: 'Ability may get you to the top but it takes character to keep you there.'[175] O. J. Simpson remarks too that 'the only thing that endures is character. Fame and wealth—all that is illusion.'[176] In the 2008 world cup, something happened. Someone was supposed to win both the best player of the tournament and the world player of the year, but his lack of discipline saw him sent off the pitch. Not only did Zinedine Zidane not win anything; his team also lost the world cup because of that single act of indiscipline. That is how devastating lack of indiscipline can be. It is manner that makes a man and 'habit is either the best of servants or the worst of masters'[177] (Nathaniel Emmons).

'A man who has to learn that he cannot command things, but he can command himself; that he cannot coerce the wills of others, but that he can mold and master his own will: and things serve him who serves truth; people seek guidance of him who is master of himself'[178] (James Allen). A man of character and self control commands the respect of others; when you respect yourself, others will do the same. Tennyson has it that, 'Self – reverence, self – knowledge, self – control – these three alone lead life to sovereign power.'[179]

You can always change and rebuild your character if it is not suitable for your goals. ‘There is only one corner of the universe you can be certain of improving, and that’s your own self’[180] (Aldous Huxley). ‘I count him braver who overcomes his desires than him who conquers his enemies; for the hardest victory is over self’[181] says Aristotle. Lack of self-discipline leads to self-destruction and disaster. ‘That which we do not confront in ourselves we will meet as fate,’[182] Carl Jung defends. We are the persons that will discipline ourselves to become the exact person we want to be. Saint Teresa of Avila advised, ‘Be gentle to all and stern with yourself.’[183]

11

DEDICATION AND COMMITMENT

'There is only one way to succeed at anything and that is to give everything.'[184]

Vince Lombardi, Former Italian-American Football player, Coach and Executive

For success to come near, one must dedicate oneself to that which one desires. The only way to do a difficult thing is to dedicate yourself to it. 'Every calling is great when greatly pursued'[185] (Oliver Wendell). 'It is by losing himself in the objective, in inquiry, creation, and craft that a man becomes something,'[186] writes Paul Goodman, the American author.

'Peak performers are people who are committed to a compelling mission. It is very clear that they care deeply about what they do and their efforts, energies and enthusiasms are traceable back to that particular mission,'[187] says Dr. Charles Garfield. Quality time yields quality output. 'Unless you are willing to drench yourself in your work beyond the capacity of the average man, you are just not cut out for positions at the top'[188] (J.C. Penny).

Success is about how much you are dedicated to the task you want to achieve. If you must excel, you must be completely dedicated. 'The quality of a person's life is in direct proportion to their commitment to excellence regardless of their chosen field of endeavor'[189] (Vince Lombardi). There is a need to also understand that a difference exists between interest and commitment. Few wonder why Ken

Blanchard states: 'There is a difference between interest and commitment. When you are interested in doing something, you do it only when it is convenient. When you are committed to something you accept no excuse, only results.'[190]

A life of total commitment and dedication produces the best of all results. For the mother hen to hatch its eggs, it spends days sitting on them. The more dedicated you are to your work, the more perfect you become. 'One swallow does not make a summer, nor does one day; and so too one day, or a short time, does not make a man blessed and happy'[191] (Aristotle). So, 'Desire is the key to motivation, but it's determination and commitment to an unrelenting pursuit of your goal – a commitment to excellence – that will enable you to attain the success you seek,'[192] said Mario Andretti.

'...These days a lot of people work hard, so you have to make sure you work even harder and really dedicate yourself to what you are doing and setting out to achieve'[193] (Lakshmi Mittal). 'Your work is to discover your work and then with all your heart to give yourself to it'[194] (Buddha). 'Always give your hundred percent, and you will never have to second-guess yourself,'[195] says Tommy John. 'To become a master at any skill, it takes the total effort of your: heart, mind, and soul working together in tandem,'[196] remarks Trick Daddy. 'There is no easy method of learning difficult things; the method is to close your door, give out that you are not at home, and work'[197] (Joseph de Maistre).

'If you don't make a total commitment to whatever you are doing then you start looking to bail out the first time the boat starts leaking. It's tough enough getting the boat to shore with everybody rowing, let alone when a guy stands up and starts putting his life jacket on'[198] (Lou Holtz). 'Struggle ends where commitment begins,'[199] says Sumner Davenpor. You can achieve a lot, only if you can stick to it; dedicate yourself to what you do. 'When you're following your energy and doing what you want all the time, the distinction between work and play dissolves'[200] (Shakti Gawain). Albert Einstein revealed one of the secrets of his success when he said that 'it is not that I'm so smart, it's just that I stay with problems longer.'[201]

'Dedication means spending whatever time or energy is necessary to accomplish the task at hand'[202] (Anil Sinha). 'This is a learning in the business life that

first of all you need to have commitment, dedication and passion for what you are doing'[203] (Lakshmi Mittal). The more time you spend on it the better you become at it. John Mayer says, 'If you had started doing anything two weeks ago, by today you would have been two weeks better at it.'[204]

12

FOCUS

'The only reason men fail is because of broken focus.'[205]
Mike Murdock, American Christian Singer, Song Writer, Televangelist and Pastor

It is often and commonly said and it is true that 'to win, you must remain focused.''Focus is the key to accomplish what is necessary – easy word to spell, it contains only five letters but it is probably one of the most powerful words there are in other to move forward with confidence and with the expected results'[206] (Byron Pulsifer).

To focus means to narrow down your target, concentrating intently on a particular aim; bearing in mind that a well directed journey can only lead to success. 'To follow without halt, one aims: There's the secret of success,'[207] Anna Pavlova says. 'Pursue one great decisive aim with force and determination'[208] (Carl von Clausewitz). And William Mathews has this to say: 'The first law of success is concentration – to bend all the energies to one point and to go directly to that point, looking neither to the right nor to the left.'[209] Over engagement in too many directions makes a journey difficult.

Nathaniel Emmons says, 'One principal reason why men are so often useless is that they neglect their own profession or calling and divide and shift their attention among a multitude of objects and pursuits.'[210]'Find out who you are and be that person. That's what your soul was put on this earth to be. Find that truth, live

that truth and everything else will come'[211] (Ellen DeGeneres). 'Above all be of single aim, have a legitimate and useful purpose, and devote yourself unreserved to it'[212] (James Allen). Elizabeth Bowen the Irish novelist and short-story writer stated, 'The best that an individual can do is to concentrate on what he or she can do, in the course of a burning effort to do it better.'[213]

Every man who ever accomplished any great thing have before then had his focused on the task. No great achievement without a great aim. 'That's been one of my mantras – focus and simplicity. Simple can be harder than complex: You have to work hard to get your thinking clean to make it simple. But it's worth it in the end because once you get there, you can move mountains,'[214] says Steve Jobs. Henry Ford states, 'Obstacles are those frightful things you see when you take your goal.'[215]'To conquer frustration, one must remain intensely focused on the outcome, not the obstacles'[216] (T.F. Hodge). You easily fall off the target the moment you take your eyes of the picture. Strong focus on something gives the momentum and clarity upon its attainment. 'You must stay focused on the end result to achieve your goals'[217] (Catherine Pulsifer). When you are focused you hardly see obstacles on your path. The best way to do away with distractions and obstacles is to pretend you don't see them. 'Always remember, your focus determines your reality,'[218] George Lucas reminds us.

To remain focused don't engage in too many activities that your head cannot carry. 'He who was busy with two things, drowns' a proverbial speech points. A man without a dream has nothing to focus on. The first thing to do is to have a view of what you want to achieve and then focus on it. 'To succeed in your mission, you must have single-minded devotion to your goal'[219] (A. P. J. Abdul Kalam). When you pursue too many goals, you might end up getting none. Take them one at a time. The best way to great achievement is to focus all your efforts upon one definite aim. The fewer the tasks; the higher the chances of attainment and Carl Sandburg avers: 'There are people who want to be everywhere at once and they get nowhere.'[220] Precision is a great deal. 'Take up one idea. Make that one idea your life; dream of it; think of it; live on that idea. Let the brain, muscles,

nerves, every part of your body be full of that idea, and just leave every other idea alone. This is the way to success'[221] (Swami Vivekananda).

13

COURAGE

'The history of the world is the history of a few people who had faith in themselves.'[222]
Swami Vivekananda, Indian Guru and Hindu Monk

Robert Kiyosaki must have seen the truth in Virgil's words that 'fortune favours the bold'[223] when he stated that 'often in the real world, it is not the smart who get ahead, but the bold.'[224] Whatever is worth doing is worth doing with courage. 'The finest plans have always been spoiled by the littleness of those that should carry them out,'[225] (Bertolt Brecht). Sometimes it doesn't matter if you have the idea or strength, sometimes what matters is your courage. 'For a gallant spirit there can never be a defeat'[226] says Wallis Simpson. If you must succeed, if you must rise to greatness, you must look the world right in the eyes; you must be courageous enough; you must overcome your fears. To this Virgil adds, 'Blessings on your young courage, boy; that's the way to the stars.'[227]

One great attribute that makes a hero is courage; fear is always a traitor in the camp of great achievements. Mary Tricky remarked, 'Fear is faith it won't work out.'[228] People who are often afraid seldom make history. 'The meaning I picked, the one that changed my life: overcome fear, behold wonder,'[229] said Richard Bach. 'A person who doubts himself is like a man who enlists in the ranks of his enemy and bears arms against himself. He makes his failure certain by himself being the first person to be convinced of it'[230] (Alexander Dumas). Thomas A.

Edison advised: ‘Be brave as your fathers before you. Have faith and go forward.’[231]

Norman Vincent Peale stated, ‘People become really quite remarkable when they believe in themselves, they have the first secret of success.’[232] Alice Foote MacDougall adds that ‘it is the small doubts of timid souls that accomplish their ruin. It is the narrow vision, the fear and trembling hesitation that constitute defeat.’[233] Every great work requires great courage. Thus, Aristotle specifies: ‘Courage is the first of human qualities because it is the quality which guarantees the others.’[234] To confirm this, Maya Angelou wrote, ‘Courage is the most important of all the virtues because without courage, you can’t practice any other virtue consistently...’[235]

‘If you have no confidence in self, you are twice defeated in the race of life. With confidence, you have won even before you have started’[236] (Marcus Garvey). ‘Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy,’[237] Norman Vincent Peale clearly points out.

Muhammed Ali the boxing legend said, ‘To be a great champion, you must believe you are the best, if you are not, pretend you are.’[238]‘They can conquer who believe they can’[239] (Virgil). ‘In order to succeed, we must first believe that we can,’[240] says Nikos Kazantzakis. ‘Believe you can and you’re halfway there’[241] (Theodore Roosevelt). ‘A sense of inferiority and inadequacy interferes with the attainment of your hopes, but self-confidence leads to self-realization and successful achievement’[242] says Norman Vincent Peale.

‘Be faithful to that which exists within yourself’[243] (Andre Gide). ‘If you don’t know your own worth and value, then do not expect someone else to calculate it for you’[244] (Anonymous). ‘No one can make you feel inferior without your consent,’[245] says Eleanor Roosevelt, U.S. diplomat, author, and human rights campaigner. Courage was typified in the little girl Joan, a French peasant girl, when she showed an outstanding courage leading France to victory in 1429. ‘It is best to act with confidence, no matter how little right you have to it’[246] (Lillian Hellman).

Of all forms of defeat the most devastating is self-defeat. Never rule yourself out nor underestimate the power God deposited within you.

You can never win what you are unable to face. 'How can one catch tiger cubs without entering the tiger's lair?'[247] asked the Chinese proverb. We must be brave, we must have the guts to pursue our dreams not compromising to fear, doubts, intimidations and such likes. 'Don't make yourself a mouse, or the cat will eat you' (A proverb).

14

HARD WORK

'Without hard work, nothing grows but weeds.'[248]
Gordon B. Hinckley, a former U.S religious leader

Success we know is the prize for hard work. When it comes to achievements, hard work is the key. 'Success isn't the result of spontaneous combustion. You must set yourself on fire,'[249] observed Arnold H. Glasow. 'Hard work is the key to success. So work diligently on any project you undertake. If you truly want to be successful, be prepared to give up your leisure time'[250] (Charles Lazarus). Most poor people extend their leisure time instead of giving it up. 'Striving for success without hard work is like trying to harvest where you haven't planted,'[251] said David Bly. Success has its price and its price is hard work.

'All men dream: but not equally. Those who dream by night in the dusty recesses of their minds wake in the day to find it was vanity: but the dreamers of the day are dangerous men, for they may act their dreams with open eyes, to make it possible'[252] (T.E Lawrence). 'A dream doesn't become reality through magic; it takes sweat, determination and hard work,'[253] says Colin Powell. 'If you want to make your dreams come true, the first thing you have to do is wake up'[254] (J.M. Power). Joel A. Barker says: 'Vision without action is a mere dream. Action without vision just passes the time. Vision with action can change the world.'[255] Plans alone, as Peter Drucker acclaims, 'are only good intentions unless they immediately degenerate into hard work.'

Hamilton Holt said, 'Nothing worthwhile comes easily. Half effort does not produce half result. It produces no results. Work, continuous work and hard work, is the only way to accomplish results that last.'[256] Success is only but an enduring reward of hard work. The hard work you do today may feed you all through your life time. In life, as in any other thing, the input always determines the output. 'Infuse your life with action. Don't wait for it to happen. Make it happen. Make your own future. Make your own hope. Make your own love. And whatever your beliefs, honor your creator, not by passively waiting for grace to come down from upon high, but by doing what you can to make grace happen… yourself, right now, right down here on earth'[257] (Bradley Whitford).

Success is sure at a cost. 'He who reaches for the stars must be willing to pay the cost'[258] (Anonymous). Hard work is the price of success. No other short cut as Thomas Edison remarked, 'There is no substitute for hard work.'[259] Furthermore, Bruce Jenner stated, 'I learned that the only way you are going to get anywhere in life is to work hard at it. Whether you're a musician, a writer, an athlete or a businessman, there is no getting around it. If you do, you'll win. If you don't, you won't.'[260] The difference between where you are today and where you will be tomorrow is the hard work you do today. Stephen King added, 'Talent is cheaper than table salt. What separates the talented individual from the successful one is a lot of hard work.'[261]'Hard work brings prosperity; playing around brings poverty,'[262] says the book of Proverbs.

'Opportunity is missed by most people because it is dressed in overalls and looks like work,'[263] notes Thomas Edison. "The door of opportunity is always marked PUSH' (Bob Gass). 'Much effort, much prosperity'[264] (Euripides). 'Nothing ever comes to one that is worth having except as a result of hard work,'[265] Booker T. Washington acknowledged. The secret of reaping is always in sowing, 'Sow the wind and reap the whirlwind' (proverb). The harder you work the luckier you appear, and Coleman Cox sums it in this view: 'I am a great believer in luck, and I find the harder I work the more of it I seem to have.'[266]

15

IT'S NEVER TOO EARLY NOR TO TOO LATE TO SUCCEED

'Age is an issue of mind over matter. If you don't mind, it doesn't matter.'[267] Mark Twain, American Writer and Lecturer

Age is not a limitation to a successful life. Don't discourage yourself by saying you are too young or too old to make it in life. Such words are not always true. One can still achieve great success despite one's age. The truth is that everyone has his or her own time; your own opportunity can come very early or very late in life. Provided you do the right things, your age is never a barrier to success when you are determined.

Success can be achieved at any stage in life. That it didn't come early doesn't mean it is never going to come. The earlier the better but it is better late than never. Old age is not a barrier to success as Les Brown advised, 'You are never too old to set a new goal or to dream a new dream.'[268] You are never too young or too old to become successful. At any age you realize yourself, strive for success. Success has no age restriction. Oliver Wendell Holmes said, 'Men do not quit playing because they grow old; they grow old because they quit playing.'[269]

If you think you are too young or too old to succeed, take a look at this:

At the age of 1, Arushi Bhatnagar hit the world Guinness World Records as the youngest professional Artist in the world.

Dorathy at the age of 4, already holds the title of the world's youngest commercially published author after the work on 'How the World Began'.

At the age of 5 years, Mozart was already competent on keyboard and violin.

Harli Jordean became the world's youngest Chief Executive officer (CEO) at the age of 8 years.

Celine Dion who was once ranked as the top-earning singer of the decade by U.K. was discovered when she was singing at the age of 12 by Rene Angelil.

Alia Sabur became the world's youngest professor at the very age of 19 years.

Mark Zuckerberg the youngest billionaire on the planet was only 19 years when he invented facebook.

John Lennon and Paul McCartney were both below 20 years when the Beatles was formed in 1960. They won many national and international awards and is rated the best-selling band in history with over 600 million record sales worldwide.

Katie Ledecky the American Swimmer surprised the world in her international debut at the 2012 London Olympics by winning the gold medal in the female 800m freestyle at the age of 15. Currently she's a five-time Olympic gold winner and fourteen-time world champion, the most for any female swimmer in history. In total so far, she has won twenty-six medals (24 golds and 2 silvers) in major international competitions and has broken thirteen world records in her career.

Usain Bolt who is now referred to as the 'fastest man alive' was just 22 years when he stunned the world of athletes to enter the Guinness World Records as the fastest man on earth.

Michael Phelps became the most decorated Olympian of all time just at the age of 27 with a total of 28 medals of which 23 were gold and the others were 3 silver and 2 bronze. Phelps won a total of 83 gold medals in his career at major International competitions of which 66 of them were gold, 14 silver and 3 bronze.

Emmanuel Macron became the youngest elected president of France at the age of 39.

Francina 'Fanny' Elsje Blankers- Koen often referred to as 'The Flying House Wife' is best known for winning 4 gold medals at the 1948 Olympics in London. Despite she was in her 30s and a mother of two, she set several world records and

was voted ‘female athlete of the century’ by the International Association of Athletics Federation (IAAF).

One of the world’s richest women Oprah Winfrey started her TV talk show at age 32, which apparently is one of the best TV shows in the world.

Orville was 32 years old and Wilbur was 36 years old when they successfully built and flew the first airplane in the history of mankind.

Ronald Regan became the president of the United States just sixteen days to his 70th birth anniversary.

Oscar Swahn became the oldest Olympic medalist when he won two gold medals at the age of 60 and 64 respectively, and later a silver medal at the age of 72. He is regarded as the oldest medalist on earth.

Nelson Mandela came from the prison to become the first black president of South Africa at age 76, after 27 years of imprisonment.

16

PERSEVERANCE

'Nothing in the world can take the place of persistence... '[270]
Calvin Coolidge the 3rd President of United States

A litany of proverbs from different areas run thus: 'Patience is the key to paradise.' 'Endurance pierces marble.' 'A patience dog will always eat the fattest bone.''Great works are performed not by strength but by perseverance'[271] (Samuel Johnson). And more specifically Grenville Kleiser notes: 'Those who have attained things worth having in this world have worked while others idled, have persevered while others gave up in despair...'[272]

The gallant Napoleon Bonaparte remarks, 'Victory belongs to the most persevering.'[273] To achieve anything worthwhile, you must learn to persevere. 'Persistence is what makes the impossible possible, the possible likely, and the likely definite'[274] (Robert Half). Thomas Fowell Buxton adds: 'With ordinary talent and extraordinary perseverance, all things are attainable.'[275] And Francis Drake, an English navigator and admiral acclaims: 'There must be a beginning of any great matter, but the continuity unto the end until it be thoroughly finished yields the true glory.'[276]

In the achievement of any great task, patience is a necessary tool. 'Patience - in time the grass becomes milk'[277] (Chinese proverb). Patience most times changes the fortune of a man. Muhammad Ali, the great boxer says: 'I hated every minute

of training, but I said, don't quit. Suffer now and live the rest of your life as a champion.'[278]'Patience is a necessary ingredient of genius,'[279] Disraeli reiterates.

'Perseverance is the hard work you do after you get tired of doing the hard work you already did,'[280] said Newt Gingrich. 'Success is not an easy goal to reach in any vocation. It has to be persistently labored for'[281] (Anonymous). And Brian Tracy advised, 'Resolve in advance to persist until you succeed, no matter what the difficulty.'[282]

Half effort produces no result; it's as good as a wasted effort. The only way to accomplish a great and noble task is to patiently labor on it. Joseph Addison advised, 'If you wish to succeed in life, make perseverance your bosom friend...'[283] Success most times is not what you see with your naked eyes until it finally comes out. Many people, as a result of this, have given up their dreams not knowing how close they have come to achieving their success. To these people, Thomas Edison said, 'I started where the last man left off.'[284]

Every success has its maturity duration. Joseph Ross said, 'it takes time to succeed because success is merely the natural reward of taking time to do anything well.'[285] A farmer must patiently wait for the seeds to germinate and bear fruit before harvesting. 'We cannot eat the fruit while the tree is in blossom'[286] (Disraeli). 'No matter how great the talent or efforts, some things just take time. You can't produce a baby in one month by making nine women pregnant,'[287] attributed to Warren Buffet. To achieve a goal, you must learn how to persistently pursue it, be steadfast and keep pushing. The reason why most people fail is not lack of hard work; hard work without patience is almost a waste of time and energy.

A Moorish proverb goes thus: 'In the gate of patience there is no crowding.'[288]'He that can have patience can have what he will,'[289] says Benjamin Franklin. 'There is no road too long to the man who advances deliberately and without undo haste; no honor is too distant to the man who prepares himself for them with patience'[290] (Bruyere). Lack of patience has stopped a lot of dreams from becoming a reality. 'There is a remedy for everything in patience, but for lack of patience there is no remedy'[291] (Arabic proverb). 'Have patience. All things are difficult before they become easy'[292] Saadi advised.

Nelson Mandela's patience in the face of a troubled South Africa finally paid off when he was handed the 2010 world cup hosting rights. Rockefeller hinted, 'I do not think there is any other quality so essential to success of any kind as the quality of perseverance. It overcomes almost everything, even nature.'[293] Ella Wheeler said, 'Work on with patience though toil be slow, yet day-by-day, the edifice shall grow. Believe in God; in thin own self believe. All that thou hast hoped for, thou shalt achieve.'[294]

He will enjoy the pleasure of tomorrow only if he can endure the pressure of today. Comte de Buffon the French naturalist says, 'Genius is only a greater aptitude for patience.'[295] He goes further to advice, 'Hold on; hold fast; hold out. patience is a genius.'

17

NOT WHERE YOU COME FROM BUT WHERE YOU END UP

'Your present circumstances don't determine where you can go; they merely determine where you start.'[296]

Nido Qubein, American Businessman, Author, Consultant, Educator and Motivational Speaker

Refuse to be short-changed by your environment and listen to Tecumseh who says: 'From my tribe I take nothing, I am the maker of my own fortune.'[297] And Tony Robbins more clearly notes: 'You see, it's never the environment: it's never the events of our lives, but the meaning we attach to the events – how we interpret them – that shapes who we are today and who we'll become tomorrow.'[298] Franklin D. Roosevelt the former U.S President adds: 'There is a mysterious cycle in human events. To some generations much is given. Of other generations much is expected. This generation of Americans has a rendezvous with destiny….'[299] If you must have a date with destiny, then your environment shouldn't be a hindrance to you but rather a ground on which you take off.

Jesus the founder of Christianity was not born in a mansion but in a manger; into a poor family of Joseph and Mary. Despite the fact that Jesus was born into the smallest city in Judea, today Christianity is being practiced across the entire world. 'That something happened to you is of no importance to anyone. The important thing about you is what you choose to make happen – your values and

choices. That which happened by accident – what family you were born into, in what country and where you went to school is totally unimportant,'[300] says Ayn Rand.

Orison Swett Marden says, 'We make the world we live in and shape our own environment.'[301] If you don't like your environment then change it. Jim Rohn in his opinion stated, 'If you don't like how things are, change it! You're not a tree.'[302] '...People who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them,'[303] George Bernard Shaw acknowledged. 'Don't curse the darkness - light a candle,'[304] says the Chinese Proverb. Wherever you find yourself, try to make a difference. Instead of spending so much time lamenting and blaming your background, use those times to improve on your future. Don't blame it on your environment but on your weakness to change your environment. See that ugly environment as a platform for you to prove your worth and not a platform to enslave you.

Here is a short list of people who came from poor and difficult background into the lime light of success:

- William Shakespeare the greatest playwright the world has ever witnessed used to hold horses for rich men at the cinema before he wrote the immortal Hamlet.
- Coming from a poor background, Abraham Lincoln never had it easy with life while growing up. He was born into a poor family with both parents illiterate. He started life from a one-room log cabin.
- It will interest you to know that the renowned singer Celine Dion came from a very poor household of 14 children in Quebec.
- The soccer legend Diego Maradona was not born with a silver spoon, he came from a poor family of six.
- Oprah Winfrey who is now one of the richest women in the world, was born into abject poverty. She grew up in a small pig farm in rural Mississippi.
- Tom Cruise the renowned Hollywood star came from a very poor family, he had to drop out of school to pursue acting.

- Before J.K. Rowling published the book of her life ‘Harry Potter and the Sorcerer’s stone, she used to be a single poor mother who would starve on many occasions just to be able to feed her daughter. Recently, she has become one of the richest celebrities in England.
- Justin Bieber the renowned muscician grew from living in a rat-infested home and sleeping on a pull-out couch to life in a paradise.
- Goodluck Jonathan the former president of Nigeria while growing up was so poor that he had no sandals to go to school. This never prevented him from becoming the president of Nigeria for 5years.
- Barack Obama became the first African-American president of United States.

18

SHOOT FOR THE MOON

'Go for the moon. If you don't get it, you'll still be heading for a star…'[305]
Willis Reed U.S. Professional Sports Team Executive

At all times and at all cost diligently pursue excellence and Brian Tracy says, 'The future belongs to the competent. It belongs to those who are very, very good at what they do. It doesn't belong to the well meaning.'[306]'Seest thou a man diligent in his work? He shall stand before kings; he shall not stand before obscure men'[307] (Proverbs 22:29).

When we listen to Martin Luther King Jr., we hear this special advice: 'If a man is called to be a street sweeper, he should sweep streets even as Michelangelo painted, or Beethoven composed music or Shakespeare wrote poetry. He should sweep streets so well that the host of heaven and earth will pause to say, 'Here lived a great sweeper who did his job well.'[308] It is nice to resolve in advance to settle only for the best. Somerest Maugham reflects, 'It's a funny thing about life; if you refuse to accept anything but the best, you often get it.'[309] Chester L. Karrass notes, 'In business as in life you don't get what you deserve, you get what you negotiate.'[310]

Excellence must be planned and worked for indicating why John Mason writes, 'Think only the best, work only for the best. Excellence is never an accident.'[311] Always give it your best shot; you never know where it can take you. 'Perfection is not attainable, but if we chase perfection we can catch excellence,'[312] says Vince

Lambordi. Publius Syrus, the Roman writer adds, 'It matters not how long you live, but how well.'Always remember that 'well done is better than well said'[313] (Benjamin Franklin). Furthermore, '…success is to render more and better service than is expected of you…'[314] says O.G. Mandino. 'Good, better, best. Never let it rest. 'Til your good is better and your better is best'[315] (Tim Duncan).

Remember what Howard Newton said, 'People forget how fast you did a job – but they remember how well you did it.'[316] Don't always be in a hurry to deliver; take your time and do your very best. When you try to hurry, you will make some silly mistakes. Martin Luther King Jr. explains further: 'All labor that uplifts humanity has dignity and importance and should be undertaken with painstaking excellence.'[317] Whatever your hands finds to do, give it your very best, do it with all your might as Marcus Aurelius the Roman emperor and philosopher counseled, 'And thou will give thyself relief, if thou doest every act of thy life as if it were the last.'[318] William Danforth advised, 'Start a crusade in your in your life to dare to be your very best'[319]

19

DON'T GET BURIED IN THE PAST

'You can't have a better tomorrow
if you are thinking about yesterday all the time.'[320]
Charles F. Kettering, American Inventor, Engineer, Businessman

Leo Bascaglia says, 'The most painful thing to experience is not defeat but regret.'[321]'Don't look back unless it's a good view,'[322] says Tupac Shakur the musician. The only good reason we are permitted to look back is to learn from our mistakes or to measure your progress. 'It is better to look ahead and prepare than to look back and regret,'[323] notes Jackie Joyner Kersee.

It's too dangerous to live in the past. 'Nobody gets to live life backward. Look ahead – that is where your future lies,'[324] says Ann Landers. Doing today all you can in anticipation of the future is the secret of progress. 'You build on failure. You use it as a stepping stone. Close the door on the past. You don't try to forget the mistakes, but you don't dwell on it. You don't let it have any of your energy, or any of your time, or any of your space'[325] (Johnny Cash).

When memories of the past keep coming back to haunt you, just remember the words of Vivian Laramore, she said, 'I've shut the door on yesterday and thrown the key away – tomorrow holds no fears for me, since I've found today.'[326] Philip Raskin reiterated the similar words this way: 'The man who wastes today lamenting yesterday will waste tomorrow lamenting today.'[327] Yesterday is gone forever, the only good you can do to it, is to get over it. Focus more on what is to come and

not what has already past. We lose the future by holding so tightly onto the past. Don't bother about what you can't change, your concern should be on what you can change; your future. If you don't want your future to be like your past, then let go of the past.

In life if you don't get ahead, you will be run over by those who try to get ahead.

If you must get better, you must learn how to break away from your past and to have a new beginning. The past should not be an obstacle to you, rather a stepping stone to your future.

20

MAKE GOOD USE OF YOUR TIME

'Be ruled by time, the wisest counselor of all.'[328]
Plutarch, Greek Biographer and Philosopher

Time is everything, time is priceless; what you do with it determines what you get from it. Time changes everything as observed by Dr. Myles Munroe, but you change everything by what you do with the time you have. We all have the same twenty-four hours each day to become successful or otherwise. Jackson Brown warns, 'Don't say you don't have enough time. You have exactly the same number of hours per day that were given to Helen Keller, Pasteur, Michelangelo, Mother Teresa, Leonardo Da Vinci, Thomas Jefferson, and Albert Einstein.'[329]

'Time is man's angel'[330] (Friedrich von Schiller). Time is a rewarder; what you do with the very seconds, minutes, hours given to you, determines what you will reap. Anyone that must be successful in life must possess time management quality. I have carefully observed the life of great men and this is what I found them guilty of; effective time management with most of their time placed on their priorities. 'If time is not favorable to thee, render thyself favorable to it,'[331] says the Turkish proverb. 'Time slips through our hands like grains of sand never to return again. Those who use time wisely are rewarded with rich, productive and satisfying lives'[332] (Robin Sharma).

Joaquim Maria Machado de Assisi asserts, 'We kill time; time bury us.'[333]'Time = Life, Therefore, waste your time and waste your life, or master your time and master your life'[334] (Alan Lakein). Time waits for no one. An inch of gold will not buy an inch of time. You cannot cage the minutes; the best you can do with it is to utilize them well. 'A man who dares to waste one hour of his life has not discovered the value of life'[335] (Charles Darwin). 'Until you value yourself, you won't value your time. Until you value your time, you will not do anything with it'[336] (M. Scott Peck). 'Dost thou love life? Then do not squander time: for that's the stuff life is made of'[337] (Benjamin Franklin). 'While the fool is enjoying the little he has, I will hunt for more. The way to hunt for more is to utilize your odd moments…the man who is always killing time is really killing his own chances in life'[338] (Arthur Brisbane).

Lost time cannot be regained. 'Time waste differs from material waste in that there can be no salvage,'[339] said Henry Ford. 'Time is more valuable than money. You can get more money, but you cannot get more time'[340] (Jim Rohn).

Thomas Jefferson gave this advice: 'Determine never to be idle. No person will have occasion to complain of the want of time who never loses any. It is wonderful how much can be done if we are always doing.'[341] Tryon Edwards advised, 'Have a time and place for everything, and do everything in its time and place, and you will not only accomplish more, but have far more leisure than those who are always hurrying.'[342]

'Time is what we want most but what we use worst'[343] (William Penn). Have faith, everything is right in time. 'To everything there is a season, a time for every purpose under heaven'[344] (Ecclesiastes). Dan Millman says, 'I learned that we can do anything, but we can't do everything…at least not at the same time. So think of your priorities not in terms of what activities you do, but when you do them. Timing is everything.'[345] Robert Browning exposes to us that 'a minute success pays the failure of years…'[346]'Time heals what reason cannot,'[347] says Seneca. Then Benjamin Harrison, a former U.S President remarked, 'Lincoln had faith in time, and time has justified his faith.'[348]

'The way to wealth is as plain as the way to market... Waste neither time, nor money, but make the best use of both...'[349] Benjamin Franklin admonishes. If we are ever going to become anything John Kennedy advises, 'We must use time as a tool, not as a couch.'[350]'It is not that there isn't time, it is that we lose it,'[351] says Paul Claudel. 'Not managing your time and making excuses are two bad habits. Don't put them together by claiming you don't have the time'[352] (Bo Bennett).

Brian Tracy points, 'There is never enough time to do everything, but there is always enough time to do the most important things.'[353] Lee Iacocca counseled, 'If you want to make good use of your time, you've got to know what's most important and then give it all you've got.'[354]'Decide what you want, decide what you are willing to exchange for it. Establish your priorities and go to work'[355] (H. L Hunt). Time is a rare commodity; don't waste it doing what should not be done. 'There is nothing so useless as doing efficiently that which should not been done at all,'[356] says Peter Drucker.

21

NOW IS THE MOMENT

'Learn from the past, set detailed goals for the future, live in the only moment of time over which you have any control; now.'[357]
Denis Waitley, American Motivational speaker, Writer

Tomorrow is a mystery and part of the mystery is that what you sow today is what you will reap tomorrow. 'All that we do today remains etched in history'[358] (Benin Proverb). If you don't want your tomorrow to be just like your yesterday or worse, here is a gift called the 'present'– invest in it; it's the only opportunity you have if you are ever to change anything. The present comes with two options; to continue with the past or to separate the past from the future. Your future starts from today.

Don't wait for the ideal time, the right time is now. 'The time is always right to do what is right,'[359] says Martin Luther King Jr. 'The ideal never comes. Today is the ideal for him who makes it so'[360] (Horatio Dresser). 'Nothing is worth more than this day,'[361] says Johann Wolfgang Von Goethe. Whatever happened yesterday, whatever you want to happen tomorrow, 'now' is the only remedy.

'Now is all we have. Everything that has ever happened, anything that is ever going to happen to you, is just a thought,'[362] says Wayne Dyer. 'Everyone here has the sense that right now is one of those moments when we are influencing the future'[363] (Steve Jobs). Ralph Marston notes, 'What you do today can improve all your tomorrows.'[364]

Carve out your future from your today. What you do today determines where you will be in the future. What you do with your life today will bless or hunt you tomorrow. Simone de Beauvoir says, 'Change your life today. Don't gamble on the future, act now, without delay.'[365] Where you are today is a product of your yesterday and where you will be tomorrow will be a product of what you do with your today. To understand the present, you have to unroll the past. Malala Yousafzai advises, 'Let us make our future now, and let us make our dreams tomorrow's reality.'[366]

The future belongs to those who hustle for it today. Lyndon B. Johnson in his speech said, 'Yesterday is not ours to recover, but tomorrow is ours to win or lose.'[367] 'Nothing is determined in advance. The future is absolutely uncertain, the past is non-existent.'[368] Those who will be great tomorrow are those who will do their work today. Malcom X sums it up thus: 'The future belongs to those who prepare for it today.'[369] It is either you 'Live Now, Pay Later'[370] as Jack Trevor the British Novelist said, or you decide to pay now and live large later. On his own, Og Mandino remarked, 'Always do your best. What you plant now, you will harvest after.'[371]

Don't wait for tomorrow, 'tomorrow is the only day in a year that appeals to lazy man'[372] (Jimmy Lyons). 'Our existence has no foundation on which to rest except the transient present'[373] (Arthur Schopenhauer). 'The best preparation for tomorrow is doing your best today,'[374] says H. Jackson Brown. 'If you fell down yesterday, stand up today'[375] (H. G. Wells). In life, every day presents itself as a new opportunity. Ralph Waldo Trine reflects: 'The eternal life we are now living will be well lived if we take good care of each little period of time as it presents itself day after day. If we fail in doing this, we fail everything.'[376] You have the opportunity to build on your yesterday's success or put its failures behind and start over again. James Baldwin points, 'There is never a time in the future in which we will work out our salvation. The challenge is in the moment, the time is always now.'[377]

'Procrastination is the thief of time' (Proverb). 'Short as life is, we make it still shorter by the careless waste of time,'[378] Victor Hugo remarked. 'Believe me, wise

men don't say 'I shall live to do that,' tomorrow's life's too late; live today'[379] (Martial). 'He who hesitates misses the green light, gets bumped in the rear, and loses his parking space,'[380] says Herbert Prochnow. 'A year from now you will wish you had started today'[381] (Karen Lamb).

22

THE DECEPTION OF COMFORT-ZONE

'Everything you want is just outside your comfort zone.'[382]
Robert Allen, Activist, Writer and Professor

Dag Hammar says, 'Never let success hide its emptiness from you, achievement its nothingness, toil its desolation. And so…keep alive the incentive to go on further, that pain in the soul which drives us beyond ourselves…'[383] Don't be complacent when there are rooms for improvement.

'Since it doesn't cost a dime to dream, you'll never short – change yourself when you stretch your imagination'[384] (Robert Schuller). John Mason advised, 'Don't live within your dreams. Act bigger, believe larger and associate higher. Your outlook determines your outcome.'[385] Then Martin Luther King Jr. points: 'If you can't fly, run! If you can't run, walk. If you can't walk, crawl. By all means keep moving.'[386] Will Rogers, a U.S writer expresses it this way: 'Even if you are on the right track, you will get run over if you just sit there.'[387] 'It does not matter how slowly you go as long as you do not stop,'[388] says Confucius.

Why should you accept less when you know you can get more out of life? We can always become more than we are; we can always do better than we have done. Robert Schuller noted, 'The people who are really failures are the people who set their standard so low, keep the bar at such a safe level, that they never run the risk of failure.'[389] He continued, 'Failure is not failure to meet your goal. Real failure is failure to reach as high as you possibly can.'[390]

Nelson Mandela remarked, 'There is no passion to be found playing small – in setting for a life that is less than the one you are capable of living.'[391] Thomas Edison adds, 'If we all did the things we are capable of doing, we would literally astound ourselves.'[392] 'The difference between what we do and what we are capable of doing would suffice to solve most of the world's problems,'[393] says Mahatma Gandhi. 'Untapped potential is the difference between where a person is now and where he or she can be'[394] (Bo Bennett).

Ronald E. Osborn once instructed, 'Undertake something that is difficult; it will do you good. Unless you try to do something beyond what you have already mastered, you will never grow.'[395] Daniel Burnham says, 'Make no little plans; they have no magic to stir men's blood. Make big plans, aim high in hope and work...'[396] 'You only become a winner if you are willing to walk over the edge,'[397] says Damon Runyon. 'There are people who not only strive to remain static themselves, but strive to keep everything else so… their position is almost laughably hopless,'[398] comments Odell Shepard. 'Mr. Mandela has walked a long road and now stands at the top of the hill. A traveler would sit down and admire the view. But a man of destiny knows that beyond this hill lies another and another,'[399] former South African President F.W de Klerk said.

'God deliver you, dear reader, from a fixed idea...it is they that make both supermen and mad men'[400] Friedrich Nietzche. 'Whoever admits he is too busy to improve his methods has acknowledged himself to be at the end of his rope. And that is the saddest predicament anyone can get into'[401] (J. Ogden Armour). 'Where we cannot invent, we may at least improve...'[402] Charles Caleb Colton said. 'Always aim high, going after things that will make a difference rather than seeking the safe path of mediocrity'[403] (Wess Roberts).

'Opportunities never come to those who wait. They are captured by those who have to attack,'[404] said Paul Meyer. 'Mediocre men wait for opportunities to come to them. Strong, able, alert men go after opportunity'[405] (B.C. Forbes). The miracle is just outside your comfort zone. The man of mediocrity will soon fade away and is forgotten in the long run, while the other continues to refresh itself in the mind of people. 'Wise men and women are always learning, always listening for fresh

insights'[406] (Proverbs 18:15). Keep learning, don't rely on the knowledge of yesterday, explore new ways, new ideas and you keep upgrading yourself.

23

DON'T BE AFRAID TO START SMALL

'Take care of the pennies and the dollars will take care of themselves.'[407]Proverb

Never be afraid of starting small rather be afraid of ending small. How you start does not really matter. Robert Townsend the U.S Business Executive says, 'Big companies are small companies that succeeded.'[408] Dale Carnegie adds, 'Don't be afraid to give your best to what seemingly are small jobs. Every time you conquer one it makes you that much stronger. If you do the little jobs well, the big ones will tend to take care of themselves.'[409]

To dream big doesn't necessary mean you won't start where you are supposed to start. The tallest sky scrapper you may find has its foundation on the ground. You always have to start from somewhere and that somewhere is the foundation. Start from what you can handle. 'Most of the critical things in life, which become the starting points of human destiny, are little things'[410] (R. Smith). 'From a little spark may burst a mighty flame,'[411] says Dante.

'Victory is not won in miles but in inches. Win a little now, hold your grasp and later win a lot more'[412] (Luis L'Armour). 'The man who creeps forward inch by inch may well arrive at his destination, when the man who jumps without being

able to see the other side may well fall and cripple himself,'[413] asserts Julius Kambarage Nyerere, the former Tanzanian president. Here is what the Brazilian proverb says: 'One grain doesn't fill a granary, but it helps its companion.'[414]

Philip Massinger the English playwright advises, 'Be wise; soar not to fall; but stoop to rise.'[415] Helen Keller points, 'I long to accomplish a great and noble task but it is my chief duty to accomplish small tasks as if they were great and noble. The world is moved along, not only by the mighty shoves of its heroes, but also by the aggregate of the tiny punches of each honest worker.'[416] Starting small is not the problem; the problem is refusing to grow. 'I don't look to jump over 7 – foot bars: I look around for 1 – foot bars that I can step over,'[417] attributed to Warren Buffet.

To walk, he must first learn to stand, to fly he must learn to run first; life is a process. 'Getting organized in the normal routines of life and finishing little projects you've started is an important first step toward realizing larger goals. If you can't get a handle on the small things, how will you ever get it together to focus on the big things?'[418] asked Joyce Meyer. Therefore, start doing the great and mighty works while they are little and small. 'We must not measure greatness from the mansion down, but from the manger up,'[419] says Jesse Jackson. 'Put your heart, mind, and soul into even your smallest acts. This is the secret of success'[420] (Swami Sivananda).

'Life is made up, not of great sacrifices or duties, but of little things, in which smiles and kindness, and small obligations given habitually, are what win and preserve the heart and secure comfort,'[421] says Humphry Davy. 'We can do no great things, only small things with great[422] love' (Mother Teresa). 'When you can do the common things in life in an uncommon way you will command the attention of the world'[423] (George Washington Carver). Lawrence D. Bell said, 'Show me a man who cannot bother to do little things and I'll show you a man who cannot be trusted to do big things.'[424]

'Be faithful in small things because it is in them that your strength lies'[425] (Mother Teresa). 'Nobody made the greater mistake than he who did nothing because he could only do a little,'[426] says Edmond Burke.

24

DON'T JUST BE A SPECTATOR

'Is life so wretched? Isn't it rather your hands which are too small, your vision which is muddled?
You are the one who must grow up.'[427]
Dag Hammarskjold, Swedish Diplomat, Economist and Author

'You are not everybody; you are somebody. You can't do everything but you can do something,'[428] says Eugene Igboaja. Many people lived their lives and died being a spectator. Not because they don't have what it takes to succeed and win, but because you can never score a goal from the spectator's stand. You can never achieve anything as a spectator. There always exist two kinds of people in this world; those who read history and those who make it. You can't make history by playing the spectator role. It is so amazing that most of the poor people you see today are comfortable watching and talking about others who make their own money.

Some will say it's a leisure time sitting and watching others make billions while they remain poor, clapping for them. Why not view it the other way around? It's only leisure time when you have done your own business and then sit back to watch others do theirs, if not; it's just an act of foolishness.

The world is the stage and we all play different roles, some are actors while some are spectators. What you don't know is that you can outshine some of those

whom you are clapping for. You all have the same 24 hours each day, he makes his own count by playing, while you spend yours watching, clapping and admiring him. At the end of the day, he is rewarded. What happens to you? Certainly you will also be rewarded, but guess—with what? With nothing of course; because you did nothing.

These people you are watching didn't fall from the moon, they were put to bed the same way you were. If you must succeed in life, you must quit being a spectator and learn how to start getting involved. Your life takes on a different dimension the moment you cease to be a spectator and start getting involved somewhere.

Over the years I have been privileged to observe a number of successful people. They have this attitude of business before pleasure. Leaving their task which will add value or income to them just to watch others and gain nothing, is absolutely unacceptable. You may have every reason for not doing everything, but you don't have any reason for not doing anything. The problem is that many don't care so much about what they need, instead they waste great energy and resources in things they don't need.

You never can tell how good you are until you stop being a spectator. There are many things to be done; so many things to choose, why choose to be a spectator? You too can be celebrated. Resolve to act rather than sitting and watching those who act. Refuse to be useless by remaining a spectator; find your own field and plough your own diamonds.

25

ATTITUDE

'Perhaps the greatest discovery of this century is that if you can change your attitude, you can change your life.'[429]
William James, American Philosopher and Psychologist

Howell Peacock writes: 'Attitude is the first quality that marks the successful man. If he has a positive attitude and is a positive thinker, who likes challenges and difficult situations, then he has half his success achieved. On the other hand, if he is a negative thinker who is narrow-minded and refuses to accept new ideas and has a defeatist attitude; he hasn't got a chance.'[430] Attitude is a key determinant to your success. Denis Waitley says, 'Your attitude is either the lock on, or the key to the door of your success.'[431] The way you behave and act towards people and situations will either create a solution or a problem for you. Think well before you act, don't just act. Don't be so conservative as to refuse change when necessary especially attitudinal change. "I used to say, 'I sure hope things will change.' Then I learned that the only way things are going to change for me is when I change"[432] (Jim Rohn).

William James said, 'Success or failure depends more upon attitude than upon capacity. Successful men act as though they have accomplished or are enjoying something, soon it becomes a reality. Act, look, feel successful, conduct yourself accordingly, and you will be amazed at the positive results.'[433] A right attitude

brings forth a right result. Thomas Jefferson continued, '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.'[434]

If you are looking for whom to hold responsible for your problems, hold yourself responsible. Hence Charles Swindoll says, 'Life is 10% of what happens to me and 90% of how I react to it.'[435] You may not actually be the cause of your problem, but your attitude is either the solution or an addition to the problem. You can always behave yourself out of it. 'Any fact facing us is not as important as our attitude towards it, for that determines our success or failure,'[436] says Norman Vincent Peale.

'You cannot control what happens to you, but you can control your attitude towards what happens to you and in that, you will be mastering change rather than allowing it to master you,'[437] Brian Tracy notes. 'It is your disabled attitude that determines your disability and it is your disability that can or can't close opportunities in life for you'[438] (William Ngwako Maphoto). 'You are today,' says James Allen, 'where your attitude has brought you and you will be tomorrow where your attitude takes you.' Your attitude determines how far you can go. 'It's your attitude not your aptitude, that ultimately determines your altitude'[439] (Zig Ziglar).

Attitude plays a major role in the attainment of success because it has an impact on performance. 'Attitude is everything,'[440] writes Keith Harrell. 'Ability is what you're capable of doing, motivation determines what you do. Attitude determines how well you do it'[441] (Lou Holtz).

26

PREFER TO BE AN OPTIMIST

'I've never seen a monument erected to a pessimist.'[442]
Paul Harvey, Legendary American Radio Broadcaster

Don't always see the negative side of things, if you do, you will never get ahead. 'The more man meditates upon good thoughts, the better will be his world and the world at large'[443] (Confucius). Walt Whitman advised, 'Keep your face always toward the sunshine and shadows will fall behind you.'[444] There is always something good in everything we see, just that we chose not to see it.

In everything, there is always a good and ugly side of it; it depends on the side you choose to see. 'Some people are always grumbling because roses have thorns; I am thankful that thorns have roses'[445] (Alphonse Karr). 'I know the world is filled with troubles and many injustices. But the reality is, it is as beautiful as it is ugly. I think it is just as important as it is ugly. I think it is just as important to sing of beautiful morning as it is to talk about slums'[446] (Oscar Hammerstein II). Helen Keller said, 'Keep your face to the sunshine and you cannot see the shadow.'[447]

'A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty,'[448] notes Winston Churchill. 'Some men see things as they are and say, 'why?' I dream of things that never were, and say, why not?'[449] (George Shaw). You cannot imagine how powerful the word 'positivity' can be. The big secret is that the mind has the power to conceive and attract things to itself. If you keep on conceiving negative it keeps coming to you. Robert Kiyosaki

points, 'The size of your success is measured by the strength of your desire; the size of your dreams; and how you handle disappointment along the way.'[450] 'Self-pity is our worst enemy and if we yield to it, we can never do anything wise in this world'[451] (Helen Keller).

Zig Ziglar said, 'The most influential person who will talk to you all day is you. So, you should be very careful what you say to you.'[452] It's always too early to write yourself off. 'There is no value-judgment more important to man, no factor more decisive in his psychological development and motivation than the estimate he passes on himself'[453] (Nathaniel Branden).

Everybody encounters defeat in life; an optimist bounces back to win at the end while a pessimist will easily lose hope and give up in despair. If you must succeed in this world, you must learn how to talk to your inner self; learn how to encourage yourself in times of difficulties. Self pity is self defeat. From a positive mind comes a positive life. And Hermann Hesse says, 'I have believed, and I still believe, that whatever good or bad fortune may come our way: we can always give it meaning and transform it into something of value.'[454] Life is often what you make of it.

'The secret of success is learning how to use pain and pleasure instead of having pain and pleasure use you. If you do that, you are in control of your life. If you don't, life controls you'[455] (Tony Robbins). To overcome pain, develop a positive attitude in negative situations. 'Great hopes make great men,'[456] says Thomas Fuller. 'Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence'[457] (Helen Keller). 'The atmosphere of expectancy is the breeding ground for miracles,'[458] acknowledges Parsley. No realistic person has ever achieved great success; great achievers live by faith not by sight. A positive attitude is a major step to achieving success.

27

NEVER COMPROMISE WITH FAILURE

'Our greatest glory is not in never falling,
but in rising every time we fall.'[459]
Confucius, Chinese Philosopher, Administrator and Ethicist

No amount of defeat is final unless you refuse to rise. Many people have ended their careers prematurely because of their misunderstanding of the word 'failure.' The first thing I want you to understand is that failure is not a permanent state. Roger Babson counseled: 'It is wise to keep in mind that neither success nor failure is ever final.'[460] 'Being defeated is often a temporary condition. Giving up is what makes it permanent,'[461] said Marilyn vos Savant.

Most people who are regarded as successful people now all encountered failure at one point in time. Steven Spielberg, a U.S film director remarked, 'Failure is inevitable. Success is elusive.'[462] As a matter of fact, 'If you're not big enough to lose, you're not big enough to win,'[463] says Walter Reuther, a U.S. labor leader. Michael Jordan testified to this when he said, 'I've failed over and over again, in my life and that is why I succeed.'[464]

'You are never a loser until you quit trying'[465] (Mike Dikta). Never accept defeat, keep shooting, one day you will definitely hit the mark. Check out the life of Abraham Lincoln, despite the many times he failed, he never stopped trying until he finally succeeded. Richard Nixon reflects, 'A man is not finished when he is defeated. He is finished, when he quits.'[466] The only way you get to win especially

when a task is difficult is by refusing to quit. '90% of all those who fail are not actually defeated. They simply quit,'[467] observes Paul Meyer.

Benjamin Disraeli counsels: 'Never admit failure until you have made your last attempt. Never make your last attempt until you have succeeded.'[468] 'Quit now, you'll never make it. If you disregard this advice, you'll be half way there'[469] (David Zucker). Never give up until you have tried all you can and given it your best shot. 'Never accept failure, no matter how often it visits you. Keep on going. Never give up,'[470] Michael Smurfit advised.

Tom Peters remarks, 'Failure is success's only launching pad.'[471] Failure is not really a setback, a setback comes when you are unable to figure out the reason behind your failure. 'All my successes have been built on my failure,'[472] acknowledged Benjamin Disraeli. Mohamed Ali, the legendary boxer also notes: 'Only the man who knows what it is like to be defeated can reach down to the bottom of his soul and come up with the extra ounce of power it takes to win when the match is even.'[473] Falling is natural but getting up isn't what only a few can afford to do. 'Winners are ex-losers who got mad,'[474] says Van Crouch.

When you fail in a task, don't lose hope, don't give up keep pushing. When find yourself on the ground, you still have some options; to stand up or to remain flat where you have fallen. George S. Patton says, 'Success is how high you bounce when you hit the bottom.'[475] Learn to bounce back, always stand up when you fall. Stephen Richards notes, 'The true measure of success is how many times you can bounce back from failure.'[476] You are not finished when you fall, you are finished when you fall and stay down.

Abraham Lincoln went ahead to say, 'My great concern is not whether you have failed, but whether you are content with your failure.'[477] It is not that you fell that matters most but what happened after you fell. 'Determine to rise again because condemning yourself after a failure is double failure'[478] (OMBP). Learn from your failure and continue where you stopped. 'Develop success from failures. Discouragement and failure are two of the surest stepping stones to success,'[479] says Dale Carnegie.

'The moment you let avoiding failure become your motivator, you are down the path of inactivity. You can stumble only if you are moving,'[480] says Roberto Goizueta, a U.S Business Executive. Woodrow Wilson remarks, 'I would rather fail in a cause that will ultimately succeed than succeed in a cause that will ultimately fail.'[481] 'I can accept failure. Everyone fails at something. But I cannot accept not trying again'[482] (Michael Jordan). Failure gives you another opportunity to do better. 'Failure is an opportunity to begin again, this time more intelligently'[483] (Henry Ford). The good thing is that, 'People are not remembered by how few times they failed but by how often they succeeded,'[484] says Thomas Edison.

28

HUMILITY, A SURE STEP TO CLIMBING ON TOP

'Be humble or you stumble.'[485]
Dwight L. Moody, American Evangelist and Publisher

The only way to the top is always beneath. 'Do you wish to rise? Begin by descending. You plan a tower that will pierce the clouds? Lay first the foundation of humility,'[486] says St. Augustine. And Jesus said, 'He that wants to become the greatest among you let him be your servant'[487] (Matthew 20:26)

Those at the top started climbing from somewhere before they could get to the top. From the topmost you can reach anywhere, but you must climb through the lower rungs first. 'God brings down the proud and saves the humble'[488] (Job 22:29). 'High walls sink, and dunghills rise,'[489] says the Spanish proverb. Humble yourself; always remember that, 'The biggest dog was once a puppy'[490] says a proverb. 'When pride cometh, then cometh shame: but with the lowly is wisdom'[491] (Proverbs 11:2).

Ego does nothing much for you, it's so heavy that it can only pull you down rather than lift you up. 'Pride goeth before destruction and a haughty spirit before a fall'[492] (Proverb of Solomon). In the book '*Good to Great'* it was clearly noted that company leaders who have achieved long term success 'display a compelling

modesty, are self-effacing and understated. In contrast, two thirds of the comparison companies had leaders with gargantuan personal egos that contributed to the demise or continued mediocrity of the company.'[493]

According to Robert Allen, 'Study anyone who is great, you'll find that they apprenticed to a master, or several masters. Therefore, if you want to achieve greatness, renown and superlative success, you must apprentice to a master.'[494] Humility is thus a prerequisite for success.

Just like a seed, if you must grow, you must touch the ground first. 'Except a grain of wheat falls to the ground and dies, it abides alone, but if it dies, it brings forth much fruit'[495] (John 12:24). 'Man always dies before he is fully born'[496] says Erich Fromm, the German–born U.S psychologist and philosopher. 'The death of a seed is the burial of a forest'[497] (Dr Myles Munroe). 'I believe the first test of a truly great man is humility,'[498] John Ruskin avers. The Letter to the Philippians states, 'He was humble and walked all the path of obedience…for this reason God raised him to the highest place above and gave him the name that is greater than any other name'[499] (Phillipians 2:8).

'There is a loftier ambition than merely to stand high in the world. It is to stoop down and lift mankind a little higher,'[500] asserts Henry van Dyke. 'If you would rise, shun luxury, for luxury lowers and degrades,'[501] St. John Chrysostom advises.' 'Low-lying land drinks its own water and that of other places'[502] (Sikh proverb). When you lower yourself, you definitely will gain a lot.

29

BETTER

Better to give than to receive (Source of all following: Encarta Premium 2009

‘Better sell cheap than for credit’ (African proverb).

‘Better to be silent than speak ill of another’ (African Proverb).

‘Better to be too credulous than too skeptical’ (Chinese Proverb).

‘Better to stumble with the toe than with the tongue’ (African Proverb).

‘Better two good heads than one’ (Proverb).

‘Better unborn than untaught’ (Scottish Proverb).

‘Better be alone than in a wrong company’ (Proverb).

Better to ask a question than to be a wise fool

‘Be not afraid of growing slowly, be afraid only of standing still’ (Chinese Proverb).

‘Better late than never’ (Proverb).

‘Better a thousand enemies outside the house than one inside’ (Arabic Proverb).

Better it is to obey than to sacrifice.

‘Better an egg today than a hen tomorrow’ (Proverb).

‘Better be a fool than a knave’ (Proverb).

‘Better be an old man’s darling than a young man’s slave’ (Proverb).

‘Better be envied than pitied’ (Proverb).

‘Better be safe than sorry’ (Proverb).

Better to beg than to steal.

‘Better old debts than old grudges’ (Proverb).

Better to prevent than to cure’.

‘Better one word less than one too many’ (Proverb).

‘Better porridge in peace than chocolate in alarm’ (Mexican Proverb).

‘Better look before you leap’ (Proverb).

‘Better now than never’ (Proverb).

Better to have one honest friend than hundreds of fake friends.

30

DON'T…

'Don't be penny wise and pound foolish.'

'Don't go between a spear and a bull' (African Proverb).

'Don't remove a fly from your friend's forehead with a hatchet' (Chinese Proverb).

'Don't speak of rhinoceros if there is no tree nearby' (African Proverb).

'Don't try to talk sense to a fool; he can't appreciate it' (Proverb of Solomon).

'Don't strike while the iron is cold' (Lebanese Proverb).

Don't fail to learn from your mistakes.

'Don't climb a tree looking for fish' (Chinese Proverb).

Don't judge a fish by its inability to climb a tree and a monkey by its inability to swim.

'Don't stand in a place of danger trusting in miracles' (Arabic Proverb).

'Don't cut off your nose to spite your face' (Proverb).

Don't do just because others are doing and don't cut without measuring.

'Don't drown the man who taught you to swim' (Proverb).

'Don't curse the darkness - light a candle' (Chinese Proverb).

‘Don’t kill the goose that lays the golden egg’ (Proverb).

Don’t be jack of all trade, master of none.

Don’t leave till tomorrow what you can do today.

Don’t hesitate to discipline your child when he goes naught.

‘Don’t put all your eggs in one basket’ (Proverb).

‘Don’t spoil the ship for a ha’porth of tar’ (Proverb).

Don’t fail to learn from your mistake.

‘Don’t build your house and establish a home until your fields are ready, and you are sure that you can earn a living’ (Proverb of Solomon).

‘Don’t throw away the old bucket until you know whether the new one holds water’ (Swedish Proverb).

‘Don’t throw the baby out with the bath water’ (Proverb).

‘Don’t wash your dirty linen in public’ (Proverb).

‘Don’t be faster than your shadow’ (Proverb).

Source: Encarta Premium 2009

31

WHEN…

‘When the fox starts preaching look to your hens’ (Anonymous).

‘When the day comes its counsel will come with it’ (proverb).

‘When the sky is clear, carry an umbrella’ (Chinese proverb).

‘When a fowl eats your neighbor’s corn if you don’t drive it away; another time it will eat yours’ (African proverb).

‘When distress doesn’t show on the face, it lies in the heart’ (proverb).

‘When you sit down to eat with an important man, keep in mind who he is’ (Proverb of Solomon).

‘When evening falls all women become equal’ (Lebanese proverb).

‘When husband and wife agree with each other, they can dry up the ocean with buckets’ (Vietnamese proverb).

‘When it’s time has arrived, the prey goes to the hunter’ (Iranian Proverb).

‘When one door shuts, another opens.’(Proverb).

‘When the wise becomes angry, he is wise no more.’

‘When one goes into a town inhabited by squint-eyed people, one must squint one’s eyes’ (Thai Proverb).

‘When poverty crosses the threshold, love flies out of the window.’ (African Proverb).

‘When the cat’s away, the mice will play’ (Proverb).

‘When the plating goes, the base will show’ (Malaysian Proverb).

‘When the roof is leaky it rains that night’ (Chinese Proverb).

‘When the sheep are shorn, the lambs tremble’ (Yiddish Proverb).

‘When the wine is in, the wit is out’ (Thomas Bacon).

‘When you are rich, relations exist; when you are poor, relations desist’ (African Proverb).

‘When you drink the water, remember the spring’ (Chinese Proverb).

‘When you eat a fruit, think of the man who planted the tree’ (Vietnamese Proverb).

‘When a wise man cheats someone, he is acting like a fool’ (Ecclesiastes).

‘When you play with a lion do not put your hand in its mouth’ (African Proverb).

When the perfect comes the imperfect disappears.

‘When you show the moon to a child, it sees only your finger’ (African Proverb).

‘When you want to test the depth of a stream, don’t use both feet’ (Chinese Proverb).

‘When eggs get scrambled, they cannot be unscrambled’ (U.S Proverb).

‘When you cut a long rope and tie it back, it can’t be on the same length as it was’ (Proverb).

Source: Encarta Premium 2009

32

DARE TO START

'The journey of a thousand miles begins with a single step.'[503]
Lao Tzu, Chinese Philosopher and Poet

Only those who dare to start can dare to win. 'You can't fulfil your destiny on a theory'[504] (John Mason). Your dreams, visions, goals or wishes can only be achieved if only it is started. And Johnetta B. Cole says, 'While it is true that without a vision the people perish, it is doubly true that without action the people and their vision perish as well.'[505] Many people have plans of a wonderful future, many wish to be in this or that position, but few can only start to pursue what they desired.

To actualize a dream the first thing to do is to begin. 'The secret of getting ahead is getting started,'[506] says Mark Twain. Every great journey must have to begin with a step. 'You can't build a reputation on what you are going to do,'[507] says Henry Ford. If you are ever going to accomplish anything, get it started; march of the map and stop wishing. 'If wishes were horses, beggars would ride,' a proverb says.

'To have begun is half the job: be bold and be sensible'[508] Horace the Roman poet advises. To everything, there is always a first time. 'With the possible exception of the equator, everything begins somewhere,'[509] remarks C.S. Lewis. The secret of success is in getting started. 'Whatever you can do or dream you can

begin it. Boldness has genius, magic and power in it. Begin it now'[510] (Goethe). Every great accomplishment there has ever been, had its starting point.

'Small deeds done are better than great deeds planned'[511] exclaims Peter Marshall. I quite agree with the words of W. Clement Stone as he points that, 'That's why they fail – because they don't get started – they don't go. They don't overcome inertia. They don't begin.'[512] The 'distance doesn't matter; it is only the first step that is the most difficult,'[513] Marie du Deffand states.

'Action is the foundational key to all success'[514] (Pablo Picasso). It's not enough to plan, if you are ever going to amount to something, you must learn how to take a step. 'Parties who want milk should not seat themselves on a stool in the middle of the field and hope that the cow will back up to them'[515] (Albert Hubbert). 'Things do not happen. Things are made to happen,'[516] said John F. Kennedy, a former U.S president. 'Nothing will work unless you do,'[517] (Maya Angelou). 'Knowing is not enough; we must apply. Willing is not enough; we must do'[518] (Johann Wolfgang von Goethe).

Never count yourself off and never put a limit on what you can do until you have given it a try. Billy Graham a U.S Evangelist said, 'Heaven is full of answers to prayers for which no one ever bothered to ask.'[519] There is no harm in trial. 'Neither you nor the world knows what you can do until you have tried,'[520] Ralph Waldo Emerson states. 'The only thing that stands between a man and what he wants in life is often merely the will to try it,'[521] (David Viscott).

'You may be whatever you resolve to be. Determine to be something in the world and you will be something. 'I cannot' never accomplished anything; 'I will try' has wrought wonders'[522] (J. Hawes). Only those who dare to try, dare to win. 'Don't fear failure so much that you refuse to try new things. The saddest summary of life contains three descriptions, could have, might have and should have,'[523] says Luis Boone.

Dorothea Brande said, 'All that is necessary to break the spell of inertia and frustration is this: act as if it were impossible to fail.'[524] Francis of Asisi added, 'Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible.'[525] The biggest failure is not to have tried at all. 'You may

be disappointed if you fail, but you are doomed if you don't try at all'[526] (Beverly Sills).

33

OPPORTUNITY BEHIND OBSTACLE

'Opportunities hide behind obstacles.'[527]
John Mason, U.S Speaker, Minister, Author and Coach

Obstacles are opportunities in disguise. Obstacles are not stop signs; they are just stepping stones to great achievements. Just like the traffic sign, the red sign doesn't mean you can't cross, if you can endure the red sign then you will see the green light.

A true champion is the one who proves himself stronger than his obstacle. 'Between you and anything significant will be giants in your path'[528] (Ann Gimenez). It is amazing that when most people encounter difficulties, they run away with the mindset that nothing can come of that, 'Opportunity does not knock, it presents itself when you beat down the door,'[529] notes Kyle Chandler.

Don't be afraid of obstacles in your path. William Blake, the British Poet said, 'Great things are done when men and mountains meet; this is not done by jostling in the street.'[530] Great men see opportunity where others see obstacles. 'Man needs his difficulties because they are necessary to enjoy success'[531] (A.P.J. Abdul Kalam). For any great achievement, obstacles are inevitable, but to win you must set your eyes on the prize and not the obstacle.

'What is the difference between an obstacle and an opportunity' asked J. Sidlow Baxter? 'Our attitude towards it' he answered. 'Every opportunity has a dif-

ficulty, and every difficulty has an opportunity.'[532] David Brinkley said, 'A successful man is one who can lay a firm foundation with the bricks others have thrown at him.'[533] If you are strong enough you will turn the obstacles on your way into a stepping stone instead of a stumbling block. Thomas Carlyle remarked, 'The block granite which was an obstacle – in the pathway of the weak becomes a steppingstone in the pathway of the strong.'[534]

If only you can always look beyond the obstacle, then you will discover it's just an opportunity to something greater. If you can be positive enough, you will turn an obstacle into an instrument. Don't always see obstacles as an end rather see obstacles as an instrument to success. Samuel Lover said, 'Circumstances are the rulers of the weak; but they are the instruments of the wise.'[535] Take an advantage of obstacles, and don't let them take advantage of you.

John F. Kennedy was reckoned to have once said, "The Chinese use two brush strokes to write the word 'crisis.' One brush stroke stands for danger; the other for opportunity."[536] Before any Promised Land there will always be an obstacle in the form of a Red Sea. You cannot be crowned a champion without scaling through the hurdle before you. David was never known among the Israelites until he defeated Goliath. Obstacles most times are as big as the rewards thereafter. The only thing that will stand to separate you from your goal are obstacles; not until you overcome them will you ever achieve success.

'A Sculptor was asked how he manages to make such beautiful idols and images from stones. He answered saying, 'Idols and images are already hidden inside them, I only remove the unwanted stones'[537] (Unknown). If you remove an obstacle the opportunity has no other place to hide.

Booker T. Washington said, 'Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome.'[538] 'The higher the conflict, the more glorious the triumph'[539] (Thomas Paine). 'Success is not measured by what you accomplish, but by the opposition you have encountered, and the courage with which you have maintained the struggle against overwhelming odds,'[540] says Orison Swett Marden.

34

ADVERSITY UPLIFTS

'Times of general calamity and confusion have never been productive of the great minds. The purest ore is produced from the hottest furnace, and the brightest thunderbolt is the one elicited from the darkest storm'[541]-
Charles Caleb Colton, English Cleric, Writer and Art Collector

Billy Graham said, 'Comfort and prosperity have never enriched the world as much as adversity has.'[542] A piece of gold is made more beautiful after it has been refined. 'Every adversity, every failure and every heartache carries with it the seed of an equivalent or a greater benefit'[543] (Napoleon Hill).

The difficulties and the challenges of life have always awakened the genius in men. The book *Pilgrim's Progress* which is rated as one of the finest literary works was authored by John Bunyan, while being confined in prison at Bedford. 'Robinson Crusoe' was written in prison. Nelson Mandela spent twenty-five years in prison just to emancipate South Africa from Apartheid. Abraham Lincoln never came from a poor background, but he never had it easy when he was growing up. Challenges of life don't come to break us but to make us who we are. They come to make us stronger. They may be bitter but will make us better. 'Adversity is another way to measure the greatness of individuals. I never had a crisis that didn't make me stronger'[544] (Lou Holtz).

Great storms produce great sailors. No skillful sailor is ever a product of the smooth sea. To achieve any great success, you have to learn how to ride above the

storms and challenges that will definitely come your way. Our lives are shaped by the things we have been through and our personalities by our previous encounters. Winston Churchill reveals: 'I felt as if I were walking with destiny, and that all my past life had been but a preparation for this hour and for this trial… I thought I knew a good deal about it all, I was sure I should not fail.'[545]

Some will never discover the great ability in them until they are faced with unavoidable challenges. 'In quietness, you will learn that adversity is the touchstone of virtue and the source of inner strength'[546] (Isaiah 30:15). 'It is during our darkest moments that we must focus to see the light,'[547] Aristotle opines. 'I will love the light for it shows me the way, yet I will endure the darkness because it shows me the stars'[548] (Og Mandino). 'God brings men to deep waters, not to drown them, but to cleanse them'[549] (Aughey). Mother Teresa knew this when she said, 'I know God will not give me anything I can't handle. I just wished that He didn't trust me so much.'[550]

Nothing good comes on a platter of gold. Concurring to this, Nelson Mandela remarks: 'There is no easy walk to freedom anywhere and many of us will have to pass through the valley of the shadow of death again and again before we reach the mountain tops of our desires.'[551] 'There is no success without hardship'[552] (Sophocles). 'Any great achievement is preceded by many difficulties and many lessons; great achievements are not possible without them'[553] (Brian Tracy). 'Show me someone who has done something worthwhile and I'll show you someone who has overcome adversity,'[554] says Lou Holtz.

The night makes the stars shine brighter. Charles Beard acknowledges this when he says: 'When it is dark enough, you can see the stars brighter.'[555] Stars are seen at night not in the day time. 'Frustration, although quite painful at times, is a very positive and essential part of success,'[556] says Bo Bennett. Every success story has a painful story inside; every painful experience has a success story in it. Don't give up; the two are just inseparable, if you are not ready for the pain, don't bother about the fame, the gain, or the glory. Every challenge of now prepares you for the future glory.

Adversity is only but a test of ability. ‘Accept the challenges so that you can feel the exhilaration of victory’[557] (George S. Patton). Ben Okri remarked, ‘The most authentic thing about us is our capacity to create, to overcome, to endure, to transform, to love and to be greater than our suffering.’[558] And Jean De la Bruyere upholds: ‘Out of difficulties grow miracles.’[559]

35

SOLVE A PROBLEM

'Problems are only opportunities with thorns on them.'[560]
Hugh Miller, Scottish Geologist and Writer

Look for the lacuna; once you find it, fill it up. 'There are no extra pieces in the universe. Everyone is here because he or she has a place to fill, and every piece must fit itself into the big jigsaw puzzle,'[561] says Deepak Chopra. 'The best things are the most difficult' (Proverb). Do not run away from problems, they are opportunities in disguise. No one ever became great without solving a problem for mankind. 'Doing the tough things set winners apart from losers'[562] (Richards Stephen). Great tasks are always tough, therefore to become great you must be ready to accomplish tough tasks; no problem, no solution, no progress.

Do not complain that it's hard, that's the reason the opportunity is there to meet. If not difficult, any other person would have done it and you wouldn't have gotten any chance at all; you wouldn't be needed. Tom Hanks notes, 'It's supposed to be hard. If it wasn't hard, everyone would do it. It's the hard that makes it great.'[563] 'Current of favour begins to flow the moment you solve a problem for someone'[564] (Mike Murdock). Don't just see problems, see through problems; see beyond it. Problems are the breeding ground for miracles not really a calamity. Mandela will forever live in the minds of people for his efforts in solving the problem of Apartheid in South Africa. The name Bill Gates would not be known in the world today if not for his tremendous success in software.

By any means continue to add value to your life. 'Your rewards in life are determined by the kinds of problems you are willing to solve for someone,'[565] says Mike Murdock. Solving a problem is what makes you relevant in this world. And Henry George the U.S. economist writes: 'The value of a thing is the amount of laboring or work its possession will save the possessor.'[566] Your value is the amount of problem you can solve. 'Strive not to be a success, but rather to be of value,'[567] Albert Einstein said. Each time you solve a problem, you place a value on yourself. We are in the era where people are recognized and valued for the problem they are able to solve.

What problem can you solve for mankind? There is so much you can discover, so much you can learn as well as so much you can solve. 'Problems are not stop signs, they are guidelines'[568] (Robert H. Schuller). If you are not encountering problems at all, check well if you are doing the right thing. For the tyres of a vehicle to move effectively, there must be friction. 'Remember, a dead fish can flow downstream, but it takes a live one to swim upstream,'[569] W. C. Fields exposes.

Bernard Baruch said, 'The art of living lies in eliminating our troubles than in growing with them.'[570] There is absolutely nothing to overcome in this world if not problems. You will never succeed without overcoming them.... Where there is no problem, there is no advancement. The difference between the rich and the poor man is in the amount of problems each is able to solve. One man's catastrophe is another man's triumph.

36

RIGHT ASSOCIATION

'Pay any price to stay in the presence of extraordinary people.'[571] Mike Mudock, American Christian Singer, Song Writer, televangelist and Pastor

It pays to be in the right company of people. No one succeeds in isolation. Your ability to relate to people and the kind of people whom you relate with has an overwhelming impact to your success or failure in life. It pays to know how to socialize with people. You get the best out of life when you socialize with others. Theodore Roosevelt points, 'The most important single ingredient to the formula of success is knowing how to get along with people.'[572]

'He who is unable to live in society, or who has no need because he is sufficient for himself, must be either a beast or a god'[573] (Aristotle). Many get far in life just because of this and many have also failed just because of this. 'The mind of the scholar if you would have it large and liberal, should come in contact with other minds'[574] (Henry W. Longfellow). I have seen people fired from their jobs because of their inability to relate well with others.

Know the kind of people you associate with. 'Do not be misled: Bad Company corrupts good character'[575] (1 Corinthians). The association or friends you keep does one of these two things to you: they either bring you closer to your success or take you far away from your success. Miguel de Cervantes, the Spanish novelist and dramatist fully understood this when he said: 'Tell me what company thou

keepest and I'll tell thee what thou art.'[576] And Jim Rohn defends it thus: 'You are the average of the five people you spend the most time with.'[577]

Oliver Wendell Holmes Jr., a U.S. judge said, 'Many ideas grow better when transplanted into another mind than in the one where they sprang up.'[578] Just like two good heads will always be better than one, one star cannot outshine a cluster of stars. 'When a man is wrapped up in himself, he makes a pretty small package'[579] (John Ruskin). J. Paul Getty got the clear view in this approach: 'I'd rather have 1% of the effort of 100 men 100% of my own effort.'[580]

Always be in the right company. Birds of the same feather flock together the proverb says. 'Surround yourself with only people who are going to lift you higher'[581] (Oprah Winfrey). 'The key is to keep company only with people who uplift you, whose presence calls forth your best,'[582] says Epictetus. 'If you find yourself taking two steps forward and one step backwards, invariably it's because you have mixed associations in your life'[583] (Bulgarian proverb). The kind of people you associate with will impair or transform your destiny.

Charlie 'Tremendous' Jones said, 'You will be the same person in five years as you are today except for the people you meet and the books you read.'[584] If you want to be wise spend time with wise people. 'A man only learns in two ways: one by reading, and the other by association with smarter people,' says Will Rogers. 'A single conversation across the table with a wise man is better than ten years mere study of books'[585] (Henry Wadsworth Longfellow).

'Your outlook upon life, your estimate of yourself, your estimate of your value are largely colored by your environment. Your whole career will be modified, shaped, molded by your surroundings, by the character of the people with whom you come in contact every day'[586] (Orison Swett Marden). George Washington advises, 'Associate yourself with men of good quality if you esteem your own reputation; for 'tis better to be alone than in bad company.'[587]

37

LEARN FROM YOUR MISTAKES

'The man who makes no mistakes does not usually make anything.'[588] -Edward John Phelps**,** U.S. Lawyer and Diplomat

Mistakes are inevitable to the person who wants to grow. 'The man who can own up to his error is greater than he who merely knows how to avoid making it,'[589] says Cardinal de Retz, the French ecclesiastic and churchman. The people who are so afraid of mistakes that they fail to attempt new things will never be great. 'If you limit your actions in life to things that nobody could possibly find fault with, you will not do much'[590] (Charles Dodgson).

'The only way to avoid mistakes in business is to gain experience and the only way to gain experience is to make mistakes'[591] (Unknown). There are some things that nothing on earth can teach you except through mistakes. 'Unless you are willing to have a go, fail miserably and have another go, success won't happen,'[592] Phillip Adams explains. Success is not an affair of people who have never failed, but of those who have mastered failure so much that they now know how to overcome it.

Natalie Gulbis reflects: 'When you fail you learn from the mistakes you made and it motivates you to work even harder.'[593] If you have never made a single mistake there is no way you can get it 100%. No mistake, no perfection. There is no

other way to become perfect than learning from already made mistakes. 'Experience teaches slowly and at the cost of mistakes,'[594] says J. Froude. If you don't know the reason why you failed, then you will continue to fail.

Henry Ward Beecher confesses: 'I don't like these cold, precise perfect people, who, in order not to speak wrong, never speak at all, and in order not to do wrong, never do anything.'[595] Denis Waitley notes, 'Mistakes are painful when they happen, but years later a collection of mistakes called experience will lead us to success.'[596] 'When you lose, make sure you don't lose the lesson'[597] (Dalai Lama XIV).

Fredrick William Robertson notes, 'No man ever progressed to greatness and goodness but through great mistakes.'[598] 'No matter what mistakes you have made – no matter how you've messed things up – you can still make a new beginning. The person who realizes this suffers less the shock and pain of failure and sooner gets off to a new beginning'[599] (Norman Vincent Peale).

To make a mistake is never a crime; the crime is in failing to learn from your mistakes. 'The greatest mistake a man can make is to be afraid of making one'[600] (Elbert Hubbard). Everybody makes mistakes, both the successful and the unsuccessful, the difference is that one is willing and able to spot and correct his or her mistakes as soon as possible. 'A man who has committed a mistake and doesn't correct it, is committing another mistake'[601] (Confucius). 'Whenever you fall, pick something up,'[602] Oswald Avery said. The inability to recognize a mistake or refusing to be corrected is a straight road to failure. 'The proactive approach to a mistake is to acknowledge it instantly, correct and learn from it. This literally turns failure into a success,'[603] says Stephen R. Covey, the U.S business educator. There is always something to learn from a mistake. If you would be humble enough to learn from your mistakes, you could make fame out of shame.

Don't let the fear of it stop you from what you should do. Great men are not those who never made mistakes but those who learnt from their mistakes. 'Great men too make mistakes, and many among them do it so often that one is almost tempted to call them little men,'[604] says Georg Christoph Lichtenberg a German physicist and writer.

38

MASTER THE PRINCIPLES

'Everything's got a moral, if only you can find it.'[605]
Lewis Carroll, British Writer and Mathematician

Get to know the rules first! There is always a way to do it right. If you must get the right result out of anything, you must follow the right principles. Many have failed and failed, not because they don't have the dream or hard work it takes, but because they always do it the wrong way. 'There is a way to do it better – find it,'[606] says Thomas Edison.

'There are no things, only processes'[607] attributed to David Bohm the U.S. physicist. To get at anything you must follow the right process. It's just like a straight road and leads to somewhere. 'Step by step and the thing is done,'[608] says Charles Atlas. Aristotle argued that, 'ignorance is the greatest vice.'[609] Ignorance of the right process is the only thing capable of stopping you from achieving whatever you want to achieve in life. 'The great breakthrough in your life comes when you realize that you can learn anything you need to learn to accomplish any goal you set for yourself'[610] (Brian Tracy). Then Jim Rohn said, 'Learning is the beginning of wealth. Learning is the beginning of health. Learning is the beginning of spirituality. Searching and learning is where the miracle process all begins.'[611]

You can do the great things only if you can master and apply the right principles. 'Success is a matter of understanding and religiously practicing specific, simple habits that always lead to success,'[612] Robert J. Ringer says. Oscar Wilde adds: 'Success is a science; if you have the conditions, you get the result.'[613]

There is a rule in every game. And Arnold H. Glasow points, 'Success is simple! Do what's right, the right way, at the right time.'[614] There is always a principle to every game and that principle is always the key to one's success. Both poverty and prosperity have their own principles. You can never succeed out of ignorance; if you don't follow the principles of success, nothing else can make you succeed. Many people are poor today because they have, out of ignorance, treasured the principles of poverty. Napoleon Hills testifies: 'Henry Ford was a success, because he understood and applied the principles of success.'[615] He also remarks: 'I spent twenty-five years in research because I, too, wanted to know 'how wealthy men become that way.'[616] He went further to say, 'Observe closely, as soon as you master the principles of this philosophy, and begin to follow the instructions for applying those principles, your financial status will begin to improve, and everything you touch will begin to transmute itself into an asset for your benefit.'[617] Just like a wrong key cannot open the right door, a wrong principle cannot get you the right result. Every problem has a solution; until you find it and apply it the problem will persist.

'Ignorance is not bliss. Ignorance is poverty. Ignorance is devastation. Ignorance is tragedy. Ignorance is illness, it all stand for ignorance'[618] (Jim Rohn). 'You have to learn the rules of the game. And then you have to play better than anyone else,'[619] says Albert Einstein. 'Mediocre minds usually dismiss anything which reaches beyond their own understanding'[620] (Rochefoucauld). 'If we commit ourselves to reading, thus increasing our knowledge, only God limits how far we can go in this world,'[621] Ben Carson notes.

If you don't *know* how it works, you can't *change* how it works. Even if you must change the principle, you have to master what already exists first in order to be able to change it. 'We must adjust to changing times and still hold to unchanging principles,'[622] says Jimmy Carter, former U.S. president.

39

POSSIBILITY IS HIDDEN IN IMPOSSIBILITY

'Nothing is impossible, the word itself says 'I'm possible!'[623]
Audrey Hepburn, the iconic Award-winning Actress, Fashion Model and Humanitarian

We ought to dare the impossible to do the impossible. Douglas Bader, the British aviator and social reformer once said, 'Don't listen to anyone who tells you that you can't do this or that. That's nonsense. Make up your mind, you'll never use crutches or a stick, then have a go at everything… Go anywhere you want to. But never, never let them persuade you that things are too difficult or impossible.'[624]

There is a huge difference between the two words 'impossible' and 'difficult'. That something is difficult doesn't mean it's impossible. The mistake people make is to use them interchangeably. People also misuse the word 'difficult' for the word 'impossible'. Often times, what we believe to be impossible is only just difficult. So, don't let people scare or intimidate you with the word impossible, after all, those who achieved what was hitherto thought to be impossible were those who dared the impossible. The impossible is what no one has done before, not what can't be done. 'It always seems impossible until its done', says Mandela. Therefore, be a history maker and a world beater. What we now consider as possible, was once thought impossible until someone proved it possible. Some possibilities will continue to pose impossible until proven otherwise.

'First learn to dream big, then the possibilities will follow by itself'[625] (Uknown). Do not pile up obstacles, do not make it impossible in your imagination. 'There are no limitations to the mind except those we acknowledge,'[626] Napoleon Hill said. 'Only those who can see the invisible can do the impossible,'[627] said Albert Einstein. 'If you can dream it, you can achieve it,'[628] says Zig Ziglar.

Dare to do the impossible; sometimes the word impossible is just to scare people away. 'What we take for granted today seemed impossible yesterday'[629] (Unknown). 'All things are possible until they are proved impossible and even the impossible may only be so, as of now'[630] (Pearl Buck). 'What we need is more people who specialize in the impossible'[631] (Theodore Roethke).

Barack Obama never believed that word 'impossible', his campaign slogan was 'Yes We Can' and what people once thought was impossible, became possible when he was elected the first black American president. There is no such thing as impossible, 'Impossibilities are merely things of which we have not learned, or which we do not wish to happen,'[632] argues Charles W. Chesnutt, a U.S. writer and educator.

'I don't think anything is unrealistic if you believe you can do it. I think if you are determined enough, and willing to pay the price, you can get it done'[633] (Mike Ditka). Michael Phelps the most decorated Olympian in history said, 'I've put my mind on doing something nobody has ever done before.'[634] 'The Wright brothers flew right through the smoke screen of impossibility,'[635] Charles Kettering notes. The word impossible is not always true. When Henry Ford wanted to invent the V8 engine, everyone thought it was impossible including his team of engineers. But Mr. Ford proved them wrong by going ahead to produce it.

'Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve'[636] (Mary Kay Ash). 'The big secret in life is that there is no big secret. Whatever your goal, you can get there if you are willing to work,'[637] says Oprah Winfrey. And Napoleon Hill asserts, 'Impossible is a word to be found only in the dictionary of fools.'[638] Don't you believe anything is impossible until it has proven

itself as impossible. ‘It is difficult to say what is impossible, for the dream of yesterday is the hope of today and the reality of tomorrow,’[639] Robert Goddard says. ‘The only way to discover the limits of the impossible is to go beyond them into the impossible’[640] (Arthur C. Clarke).

Arthur Schopenhauer, the German philosopher said, ‘Every man takes the limits of his own field of vision for the limits of the world.’[641] Most times people think something is impossible merely because others say so. ‘Excellence can be attained if you care more than others think is wise, risk more than others think is safe, dream more than others think is practical, expect more than others think is possible’[642] (Unknown). ‘If you limit your choices only to what seems possible or reasonable, you disconnect yourself from what you truly want, and what is left is compromise’[643] (Robert Fritz).

40

GO THE EXTRA MILE

'Success begins at extra mile.'[644]
Yuikan Shirik, Graphic Designer

The secret of being extraordinary is hidden in the extra behind it. 'An extraordinary person is someone who consistently does the thing ordinary people can't do or won't do'[645] (Nido Qubein). If you must become anything extraordinary, you must take an extra ordinary step. 'The difference between ordinary and extraordinary is that little extra,'[646] says Zig Ziglar.

Do the things you have not done before, go the extra mile ahead. If you are where you are now because of your effort, then to leave where you are you need to put an extra effort. And Albert Einstein remarked: 'The definition of insanity is doing the same thing over and over and expecting different results.'[647] Mike Murdock points out, 'When you want something you have never had, you have got to do something you have never done.'[648]

You may be wondering how difficult it will be to do the extraordinary things. Don't worry, the extraordinary doesn't necessarily mean something difficult, but doing the ordinary things in an extra-ordinary way. Mahatma Gandhi agreed to this he maintained that 'in a gentle way, you can shake the world.'[649] 'When you can do common things in an uncommon way you will command the attention of the world,'[650] says George Washington.

Always try to do better than you have done. The saying goes, 'He who stops being better stops being good.'[651] 'The only certain means of success is to render more and better service than is expected of you, no matter what your task may be,'[652] states O. G. Mandino. Have this attitude of doing it better. Many might be doing it, but the difference lies in doing it better.

Ralph Waldo Emerson said, 'we aim above the mark to hit the mark.'[653] Aim a little bit higher if you really want to be successful. 'Shoot for the moon. Even if you miss it, you will land among the stars'[654] (Les Brown). 'If you would hit the mark, you must aim a little above it. Every arrow that flies feels the attraction of earth,'[655] Henry Wadsworth Longfellow adds. 'Not doing more than the average is what keeps the average down'[656] (William M. Winans). 'It's never crowded along the extra mile,'[657] remarks Wayne Dyer. And Gary Ryan Blair said, 'Do more than is required. What is the distance between someone who achieves their goals consistently and those who spend their lives and careers merely following? The extra mile.'[658]

'Success is almost totally dependent upon drive and persistence. The extra energy required to make another effort or try another approach is the secret of winning'[659] (Denis Waitley). 'Excellence is to keep beating your own standards every day. If you don't have a standard for yourself, you have no records to beat; and if you don't have any records to beat; you can't excel. What is your current standard?'[660] Israelmore Ayivor asks. Learn to push ahead! Then he continued, 'Make it a promise to be all that you must be. When you dream of reaching the 100th step; take the 99th as the beginning of your journey and you will go beyond the 101st!'[661] Always remember this, 'One machine can do the work of fifty ordinary men. No machine can do the work of one extraordinary man'[662] (Elbert Hubbard).

41

AVOID EXCUSES

'The price of greatness is responsibility.'[663]
Winston Churchill, former British Prime Minister

At all cost, avoid excuses! 'Ninety-nine percent of failures come from people who have a habit of making excuses,'[664] explains George Washington Carver. If you must achieve anything, turn excuse into a responsibility. There can be a reason for failure but there is no excuse for it, know the reason and take care of it instead of hiding behind the door of excuses. 'Excuses always replace progress,'[665] (Unknown). 'You can do anything in this world if you are prepared to take the consequences, observed,'[666] Somerset Maugham.

'Your future depends on many things, but mostly on you'[667] (Frank Tyger). Always remember you are in charge of your life, don't shift the blame on anyone not even on your background; everything depends solely on you. Whether you succeed or fail, hold yourself responsible. As you make your bed, so you will lie on it. Denis Waitley has this to say: 'There are two primary choices in life: to accept conditions as they exist, or accept the responsibility of changing them.'[668] 'If you don't like how things are, change it! You're not a tree'[669] (Jim Rohn). Carol Burnett understood this when he said, 'Only I can change my life. No one can do it for me.'[670]

I quite agree with the words of Albert Ellis when he said, 'The best years of your life are the ones in which you decide your problems are your own. You don't

blame them on your mother, the ecology, or the president. You realize that you control your own destiny'[671]. You are the solution to your own problem so never run away from them. Hence Napoleon Hills writes: 'There are millions of people who believe themselves 'doomed' to poverty and failure, because of some strange force over which they believe they have no control. They are the creators of their own 'misfortunes,' because of this negative belief, which is picked up by the subconscious mind, and translated into its physical equivalent.'[672]

'We have forty million reasons for failure, but not a single excuse'[673] (Rudyard Kipling). Never accept a single excuse. Florence Nightingale said, 'I attribute my success to this – I never gave or took any excuse.'[674] Success starts and comes in only when excuses are kicked out. 'An excuse is worse and more terrible than a lie; for an excuse is a lie guarded,'[675] says Alexander Pope. I buy the opinion of William Arthur Ward who said, 'It is wise to direct your anger towards problems – not people; to focus your energies on answers – not excuses.'[676]

'If ifs and ands were pots and pans, there'd be no trade for tinkers'[677] says the Proverb. Success only goes to the man who will accept him as his responsibility. Elbert Hubbard said, 'It has always been a mystery to me, why people spend so much time deliberately fooling themselves by creating alibis to cover their weakness. If used differently, this same time would be sufficient to cure the weakness, then no alibis would be needed.'[678]

Myles Munroe said, 'Your ability needs responsibility to expose its possibilities.'[679] To succeed in life, 'hold yourself responsible for a high standard than anybody else expects of you. Never excuse yourself. Never pity yourself. Be a hard master to yourself and be lenient to everybody else'[680] (Henry Ward Beecher). The weak will always seek excuse as a refuge while the strong sees it as an enemy. John Foppe was born handicapped; without hands and feet. He had every excuse to give but never cared, if he could make it in life, then you don't have any justifiable excuse not to succeed.

'We are made wise not by the recollection of our past, but by the responsibility for our future'[681] (George Bernard Shaw). Roosevelt who later became the President of the United States was paralyzed from the waist down, Beethoven was deaf,

Helen Keller was not just blind; but also deaf and dumb, Milton was also blind. They all had every excuse not to succed but deliberately ignored those excuses. Great men don't run away from their responsibilities; they simply rise to the occasion with every sense of responsibility.

42

START WHEREVER YOU FIND YOURSELF

'Do not wait; the time will never be 'just right'. Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along.'[682]

George Herbert, a Welsh-born English Poet, Priest and Orator

Are you looking for where to start from? Where to begin? Well, you are at the right place to start. 'Don't let life discourage you; everyone who got to where they are had to begin from where they were'[683] (Richard Evans). Look around you, start from where you are now; there is no other place. Peter Fleming the British novel writer remarked, 'With the possible exception of the equator, everything begins somewhere.'[684] To get to wherever you want to be in life, you must start the journey from wherever you are now. Therefore, start now, right there.

Look beneath, Earl Nightingale remarked, 'You are, at this moment, standing right in the middle of your own 'acres of diamonds''[685]. 'Keep your eyes on the stars, and your feet on the ground,'[686] Theodore Roosevelt avers. There are opportunities everywhere, if you're looking for one, start from where you are standing right now. The problem most people keep having is that they don't look beneath; they only look far away, not knowing that 'God hides things by putting them near us,'[687] says Ralph Emerson.

"The lesson which life repeats and constantly enforces is 'look under foot.' You are always nearer to the divine and the true sources of your power than you think. The lure of the distant and the difficult is deceptive,"[688] (John Burroughs). 'There are many people who are at the right place at the right time but don't know it,'[689] says Ellen Metcalf. Please, 'Do not despise your own place and hour. Every place is under the stars, every place is the center of the world,'[690] John Burroughs pleaded. And Napoleon Hill has this to say: 'Your big opportunity may be right where you are now.'[691]

Many close their eyes to what they have, desiring and complaining about what they don't have. 'There are always opportunities everywhere, just as there always have been'[692] (Charles Fillmore). God has given each and everyone something to start with. Greatness doesn't come from having everything you need; it comes from making maximum use of the little you have. Could you believe that the engine of a vehicle, which is the heart of the vehicle, is made from scraps?

The reason why some succeed and some fail, is not lack of opportunity and has nothing to do with place; it is simply the ability to recognize the opportunity around them. Then J. Oswald asserts, 'Eyes that look are common. Eyes that see are rare.'[693] 'Look within. Within is the fountain of good, and it will ever bubble up, if thou wilt ever dig'[694] (Marcus Aurelius).

'Do what you can, with what you have, where you are,'[695] says Teddy Roosevelt. Start from where you are and whatever you can lay your hand upon. When you start with what you have, you will meet what you don't have on your way. Don't wait for everything to be in place; don't wait for the right place. If you do, you will never get started. 'Start where you are. Use what you have. Do what you can'[696] (Arthur Ashe).

What can you do with what you have? It is not what you don't have that matters; it is what you do with what you have. 'The measure of who we are is what we do with what we have'[697] Vince Lambordi says. In addition, Joseph Newton points: 'Not what we have, but what we use, not what we see, but what we choose – these are things that mar or bless human happiness.'

‘We don’t need more strength or more ability or greater opportunity. what we need is to use what we have’[698] (Basil Walsh). Real Success is simply making the most from the little you have. ‘Now is no time to think of what you do not have. Think of what you do with what there is’[699] (Ernest Hemingway).

43

THE POWER OF GRATITUDE

'A grateful mind is a great mind which
eventually attracts to itself great things'[700]
Plato, famous Greek Philosopher

Gratitude for one good deed attracts another. Gratitude may seem small but it's a very powerful act. 'Gratitude builds a bridge to abundance'[701] (Roy T. Bennett). Whenever you show gratitude for what you have got, that particular door will never close against you; rather, it will send signal to its fellows to open for you as well. 'Acknowledging the good that you already have in your life is the foundation for all abundance,'[702] says Eckhart Tolle.

Most times people don't get what and where they want just because of this little act–gratitude. As simple as it may look, it is capable of opening a closed door and capable of closing an already open door. 'Feeling grateful or appreciative of someone or something in your life actually attracts more of the things that you appreciate and value into your life'[703] (Northrup Christiane). A Benin proverb explained this better with the assertion, 'Benefiting from a good deed done to you without expressing your gratitude is like a theft / burglary.'[704]

Cicero said, 'A thankful heart is not only the greatest virtue, but the parent of all other virtues.'[705] If you don't value and appreciate what you have, you will only end up losing them. 'Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never ever have enough'[706]

(Oprah Winfrey). Appreciation motivates. If you want to get more from a person, first start by appreciating him for the things he did for you. 'Gratitude: A lively sense of future benefit'[707] (Unknown).

'Gratitude is happiness doubled by wonder' notes G. K Chesterton. Have you ever wondered why Jesus would always give thanks to his Father? Because he understood the power of gratitude. 'To speak gratitude is courteous and pleasant, to enact gratitude is generous and noble, but to live gratitude is to touch Heaven' (Johannes Gaertner).

In all things, at all times be grateful. And Epicurus states, 'Do not spoil what you have by desiring what you have not; remember that what you now have was once among the things you only hoped for.''If you haven't all the things you want, be grateful for the things you don't have that you wouldn't want' (Unknown). Marcel Proust admonishes, 'Let us be grateful to the people who make us happy, they are the charming gardeners who make our souls blossom.'[708] 'Cultivate the habit of being grateful for every good thing that comes to you, and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude'[709] (Ralph Waldo Emerson).

Elizabeth Gilbert writes, 'In the end, though, maybe we must all give up trying to pay back the people in this world who sustain our lives. In the end, maybe it's wiser to surrender before the miraculous scope of human generosity and to just keep saying thank you, forever and sincerely, for as long as we have voices.'[710] It costs you nothing to show appreciation. Remember, 'the smallest thanks is always worth more than the effort it takes to give it'[711] (Unknown).

44

PRACTICE ATTRACTS PERFECTION

'Practice makes the master.'[712]
Patrick Rothfuss, an American writer of epic fantasy

Never underestimate the power of practicing; it brings you closer to perfection. For Anthony Robbins, 'It is not what we do once in a while that shapes our lives. It's what we do consistently.'[713] 'It is not once nor twice but times without number that the same ideas make their appearance in the world'[714] Aristotle notes.

'We are what we repeatedly do. Excellence, then, is not an act, but a habit'[715] (Aristotle). To become outstanding in anything you do, you will need to do it steadily until it becomes a habit. 'Motivation is what gets you started. Habit is what keeps you going'[716] (Jim Ryun). 'Moral excellence comes about as a result of habit. We become just by doing just acts, temperate by doing temperate acts, brave by doing brave acts,' Aristotle defends.

'Practice as if you are the worst, perform as if you are the best,'[717] says famous Mahatma Gandhi of India. Jim Rohn also advised, 'Take advantage of every opportunity to practice your communication skills so that when important occasions arise, you will have the gift, the style, the sharpness, the clarity and the emotions to affect other people.'[718] 'Men acquire a particular quality by constantly acting in a particular way'[719] (Aristotle). Practice makes everything easier. 'The difficult we do at once; the impossible takes a bit longer'[720] (The U.S. Seabees).

You are what you repeatedly do. If you want to become a master of anything, practice day and night. 'Excellence is an art won by training and habituation. We do not act rightly because we have virtue or excellence, but rather have those because we have acted rightly. We are what we repeatedly,'[721] Aristotle re-echoes. 'Success is nothing more than a few simple disciplines practiced every day,'[722] Jim Rohn holds. 'People create their own success by learning what they need to learn and then by practicing it until they become proficient at it'[723] (Brian Tracy).

'Repetition is the mother of learning, the father of action, which makes it the architecture of accomplishment,'[724] Zig Ziglar states. 'Success is the sum of small efforts-repeated day in day out'[725] (Robert Collier). The secret is in constant practice. If you stop practicing, you stop being better. The best and only way to reach and maintain perfection if at all, is through constant practice.

45

BE A RISK TAKER

'People who take risks are the people you'll lose against.'[726]
John Sculley, American Businessman, Entrepreneur and Investor

Risk! Risk! Risk! 'I don't want to risk it,' 'It's too risky' are most common among the poor minds. Show me something devoid of risk, and I will show you something non-profitable. This truth cannot be far from what John Sculley, a U.S business executive captured this way: 'Anybody who runs a successful high-technology company has to be an external optimist, has to be able to take big risks.'[727] Life itself is a risk. Hugh Walpole advised, 'Don't play for safety–it's the most dangerous thing in the world. Every profitable venture has a risk attached.'[728] If the gain is worth the risk then proceed; but if not, desist. Do not fix your eyes only on the risks, also see the potential profit for, 'if the water is too clear, no fish lives in it,'[729] says a Korean proverb.

'The people who are really failures are the people who set their standard so low, keep the bar at such a safe level, that they never run the risk of failure,'[730] says Robert Schuller. Theodore Roosevelt adds, 'Far better it is to dare mighty things, to win glorious triumphs, even though checkered by failure than to rank with those poor spirits who neither enjoy much nor suffer much because they live in the great twilight that knows no victory or defeat.'[731]

A wise man is not one who is always afraid to take a risk, but one who knows when and where to take a risk. 'Persist – don't take no for an answer. If you're

happy to sit at your desk and not take any risk, you'll be sitting at your desk the next 20 years,'[732] said David Rubenstein. Take risks; reasonable and calculated risks. Don't just jump into it, know what you want, work for it and expect it. 'Often in the real world, it's not the smart that get ahead, but the bold.'[733]

Wherever there's a chance; there is a risk, and wherever there is a risk; there is a chance. Whoever does not take chances and is always overcautious will only, at the end, get what is left over by those who take chances. 'It is very risky not to take a risk' (Proverb). Every great task is accompanied with a risk. 'Wherever there is danger, there lurks opportunity; wherever there is opportunity, there lurks danger. The two are inseparable. They go together,'[734] says Earl Nightingale. 'Every noble acquisition is attended with risks; he who fears to encounter the one must not expect to obtain the other.'[735] Stop thinking about what will happen if it doesn't work and start thinking of what will happen if it eventually works out.

'He who leaves nothing to chance will do few things poorly, but he will do very few things'[736] (Edward Wood, 1st Earl of Halifax). 'Do you want to be safe and good, or do you want to take chances and be great?'[737] Asked Jimmy Johnson. 'If you spend your whole life inside waiting for the storms, you'll never enjoy the sunshine,'[738] specifices Morris West.

'You don't concentrate on risk. You concentrate on results. No risk is too great to prevent the necessary job from getting done,'[739] points Chuck Yeager. The Wright brothers knew that their airplane could crash, but they had to take off anyway amidst the danger of crashing. David Mahoney clearly exposes: 'Refuse to join the cautious crowd that plays not to lose. Play to win.'[740] John Newman on his own side remarks, 'You have all eternity to be cautious and then you're dead. But being destined for greatness requires you to take risks and confront great hazards because, no one reaches the top without daring.'[741] Waiting for everything to be perfect is a dream you have to wake up from if you must achieve anything great. 'He that observes the wind will not sow, and he who regards the cloud will not reap,'[742] says Ecclesiastes.

'I've found that luck is quite predictable. If you want more luck, take more chances. Be more active. Show up more often'[743] (Brian Tracy). The more successful people who are on the top took the risk of climbing and eventually succeeded at the end while he who took no risk because he could fall remain poor at the bottom; he remains the same because he never took any of his chances at all. 'To win without risk is to triumph without glory'[744] (Benin Proverb). If you don't risk it, you won't earn it. 'The crime is not to avoid failure. The crime is not to give triumph a chance,'[745] attributed to Haw Wheldon. 'How much I missed, simply because I was afraid of missing it'[746] (Paulo Coelho).

46

GREATNESS IS IN THE MIND

'The empires of the future are the empires of the mind.'[747]
Winston Churchill, former British Prime Minister

If you must enlarge your life, you must first enlarge your thinking. 'The possession of anything begins in the mind,'[748] says Bruce Lee. Every great achievement begins with anidea. The greatest development is the mental development; improving your thinking faculty. This was the reason behind Thomas Jefferson's statement, 'The glow of one warm thought is to me worth more than money.'[749]

'My mind's my kingdom'[750] says Francis Quarles. Never underestimate the power of the mind. Employ the 6th sense and experience a revolution in your life. Great minds command great wealth. 'A man's real possession is his memory. In nothing else is he rich, in nothing else is he poor'[751] (Alexander Smith, Dreamthorp). 'Whatever you vividly imagine, ardently desire, sincerely believe, and enthusiastically act upon must inevitably come to pass!'[752] says Paul J. Meyer. The victory is either won or lost in the mind. Hence Henry Ford asserts, 'Whether you think you can, or you think you can't – you are right.'[753]

People who become great are people who make most use of their brains. Learn to nurture your minds with great thoughts. You can only be great when your thoughts are great. You are as big as you think. 'Every human mind is a great slumbering power until awakened by a keen desire and a definite resolution to do,'[754] says Robert Edgar.

Arthur Young states, 'God sleeps in the minerals, awakens in plants, walks in animals and thinks in man.'[755] The brain is the greatest asset any human being can possess. Unarguably, every human being has got one, but two things are involved here; first is having it while the second is making maximum use of it. Don't ever let it lie idle. The problem with most fellows is that more often than not they act without thinking or kept thinking without acting. Making maximum use of your brain will make you a genius. 'Think with your whole body,'[756] Taisen Deshimaru exclaims. A single idea well-developed and utilized can change your life forever.

Napoleon Hill writes, 'Both poverty and riches are the offspring of thought.'[757] You are as rich as your thoughts and as poor as your mentality. 'Success is a state of mind. If you want success, start thinking of yourself as a success,'[758] Joyce Brothers points. A poor man isn't the one who has got no money or no mansion; to be poor is to lack ideas. Clearly, 'life reflects your own thoughts back to you,'[759] explains Napoleon Hill. 'Whatever you picture in your mind, your mind will go to work to accomplish. When you change your pictures you automatically change your performance'[760] (Zig Ziglar).

The worst thing that can happen to any human is to be mentally enslaved. This explains why Carter G. Woodson, a U.S. historian writes: 'When you control a man's thinking you do not have to worry about his actions. You do not have to tell him not to stand here or go yonder. He will find his 'proper place' and will stay in it. You do not need to send him to the back door. He will go without being told. In fact, if there is no back door, he will cut one for his special benefit.'[761] The best way to help a man is to help him correct his reasoning.

47

PRESS ON, FIGHT ONE MORE ROUND

'Success is achieved and maintained by those
who try and keep trying.'[762]
W. Clement Stone, American Businessman and Philanthropist

How ridiculous it is to expect to achieve a great task in just a first try. 'You may have to fight a battle more than once to win it,'[763] says Margaret Thatcher. To achieve anything worthwhile, you have to dig further. 'The difficult we do at once; the impossible takes a bit longer'[764] (Anonymous).

Each step in the right direction brings you closer to your dreams, so don't give up; don't stop. 'Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time,'[765] says Thomas A. Edison. 'I fight on, I fight to win'[766] were the words of Margaret Thatcher the former British Prime Minister, referring to the election for the leadership of the Conservative Party, where she failed to gain the required majority in the first poll. If you must win, you must be ready to fight on; to give it another try. 'To refuse to fight would have been to lose; to fight is to win,'[767] says Patrick Pearse, an Irish Poet and Nationalist.

'Press on' has solved and will solve the problems of the human race'[768] (Calvin Coolidge). Most great achievements will always prove to be difficult and can only be achieved when pressure is constantly applied. 'Don't ever give up. Don't ever

give in. Don't ever stop trying. Don't ever sell out. And if you find yourself succumbing to one of the above for a brief moment, whisper a prayer, and start where you left off. But never, ever, ever give up'[769] (Richelle E. Goodrich).

The great boxer James Corbett, a former world heavy weight champion has this to say when he was asked what it took him to become a champion, he answered, 'Fight one more round.'[770] 'When you feel you've pushed your life to the limit and you can't go any further, give that obstacle one last push because that might be the one that gets you through that heavy door to success. If you don't try that one last time, you may never know. Go for it'[771] (Sarah Bradbury).

'He who is often shooting, hits the mark at last'[772] (German Proverb). George Allen has it that people of mediocre ability sometimes achieve outstanding success just because they don't know when to quit. 'The man who wins may have been counted out several times, but he didn't hear the referee,'[773] says H. E. Jansen. The miracle is in not giving up. 'When you get into a tight place and everything goes against you, till it seems as though you could not hang on a minute longer, never give up then, for that is just the place and time that the tide will turn'[774] (Harriet Beecher Stowe). No matter how strong you are, 'you just can't beat the person who never gives up,'[775] says Babe Ruth. Resilience is one of the determining factors of success.

48

ONE OPPORTUNITY OPENS DOOR FOR ANOTHER

'Opportunities multiply as they are seized.'[776]
Sun Tzu, Chinese Military Strategist, Philosopher and Author

Success paves way for another success to come because one success leads to another success. 'One opportunity leads directly to another, just as risk leads to more risk, life to more life, and death to more death,'[777] said Markus Zusak. Success leads to more success. When you get an opportunity look up, you will see it's not an orphan.

Success in one places you on a platform to reach another. Tom Stoppard once said, 'Every Ceiling, when reached, becomes a floor upon which one walks and now can see a new ceiling. Every exit is an entry somewhere.'[778] Take the advantage of your success. When you achieve one success, it places you on a favorable position to achieve more. Every finish line is the beginning of another new race and not an end. Leverage on your current achievement and consolidate more on what you have already done.

'Opportunities multiply as they are seized; they die when neglected'[779] (John Wicker). When you get an opportunity make it count by utilizing it well. Opportunity multiplies when properly utilized. 'A wise man will make more opportunities than he finds,'[780] Francis Bacon notes. Build upon your success. A more successful man is not one who seeks an opportunity and gets it but one who utilizes

the opportunity he gets. An average mind will think on how to protect the one opportunity he has, while a wise man seeks to multiply the opportunity he has. In life, those you see at the apex are not those who had the best opportunity but those who made the best use of the opportunity they had.

Success enhances confidence. Whenever you accomplish a task successfully, it gives you the confidence to replicate the same success or to try greater things. Your success makes others to put their own confidence in you. We all have opportunities in life. It's either we missed it, failed to identify it, misused it, or ignored it. There're two categories of people: The first group consists of people who look for opportunity while the second group is made up of people who create opportunities. If you don't fit into the first, then try the second. 'If opportunity doesn't knock, build a door,'[781] says Milton Berle.

49

POWER GROWS BEST IN SOLITUDE

'Without great solitude no serious work is possible.'[782]
Pablo Picasso, Spanish Painter, Sculptor,
Ceramicist, Stage designer, Poet and Playwright

Don't get lost in the crowd. If you must become great, then you must not hide behind the crowd all the time. You must be courageous enough to stand out from the crowd when it matters most. 'Man is more interesting than men. God made him and not them in his own image. Each one is more precious than all,'[783] Andre Gide writes. 'Solitude is strength; to depend on the presence of the crowd is weakness. The man who needs a mob to nerve him is much more alone than he imagines'[784] (Paul Brunton). To become outstanding; one needs to stand out. Don't hide under anyone's shadow. Refuse to be stripped of your person. Then Paul Newman says, 'You only grow when you are alone.'[785] Be bold enough to live your own life.

'Silence is the element in which great things fashion themselves'[786] (Thomas Carlyle). At times, in life, it's always good to have a quiet time alone. Make out time to reflect on yourself. Socrates the Greek great philosopher once said, 'The life which is unexamined is not worth living.'[787]

Have a dream and vision for yourself. Don't always follow the public opinion. It is easy for one to stand in the crowd; it takes courage to stand out from the crowd. Remember what Lecrae said, 'If you live for people's acceptance, you will die from their rejection.'[788] Stand out and become outstanding. Moments of silence

and meditation have produced more great and outstanding things than ever. It is only when you enter the state of tranquility that you get to understand everything better. 'True silence is the rest of the mind; and is to the spirit what sleep is to the body, nourishment and refreshment,'[789] says William Penn.

It is always crowded at the bottom. If you want to get to the top, you must learn how to differentiate yourself from the crowd, and that way you can climb highest.

50

APPEARANCE DESCRIBES

'Your success hinges on your personality projection.'[790]
Edward L. Kramer, Neurologist

The way you present yourself is the way the world will take you. If you present yourself as inferior, the world will surely take you to be inferior. If you present yourself as brave, the world takes you to be so. Just like the Bible says, 'what defies a man is not what goes inside of him but what comes out from him,'[791] People will always judge you by what they see and not by your intents.

A certain kind of appearance attracts certain kind of people to you. I was privileged to attend a seminar by Dr. Cyril. He narrated how what you wear affects how you think, and then affects how you behave. Truly, what you wear and how you appear affects the way you think and act, the way people perceive you, and the things you get. Aristotle notes, 'Personal beauty is a greater recommendation than any letter of reference.' It can bring you closer to the right people or scare the right people away from you. Your dressing serves as your identity. When you dress like a tout, people see you as a tout. Most people will assess your appearance before they come closer.

Appearance attracts or repels. 'An individual's dressing and grooming will greatly affect whether others perceive him as likable or not likable,'[792] says Kelvin Hogan. Many have failed job interviews on several occasions just because of their appearance and the impression they have created in the mind of the interviewer.

The number one impression your interviewer gets from you is from your attire. This is because it tells a lot about you. Dressing appropriately gives you a sense of confidence. Even though Ralph Waldo Emerson may be controversial in this remark, he had a message when he said: 'The sense of being perfectly well-dressed gives us a feeling of inward tranquility which religion is powerless to bestow.'[793]

'Men create gods after their own image, not only with regard to their form, but with regard to their mode of life'[794] (Aristotle). The kind of impression you create about yourself will either hunt you down or take you higher with time. Sometimes how others see you may go a long way to determine your success or failure. People will definitely judge you for what you did in the past. What you do or fail to do means a lot in the eyes of the people seeing you. 'Character may almost be called the most effective means of persuasion'[795] (Aristotle).

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