

# So why do some people succeed?



What makes successful  
people different from others?

**while others who are — from outward appearances at least — equally talented and hard-working?**

Why are some good,  
but only a few go on to be great?  
What takes people to the top and  
keeps them there????

I mean, I had been “successful” in many  
of my endeavor’s but was struggling  
with my online adventure.

**Before you begin, I believe you should  
start with “the end in mind”**

# We all do some many things well.

- Sometimes we get stuck.
  - This workshop is designed to give you the basic foundations for you to unlock the greatness within you.
- You're talented; you know your stuff; you work or have worked hard.
- So, you think, if I keep showing up and learning it's only a matter of time until I make it "big" in my field.

But only if you have the **essential ingredient** that will take you to the top and keep you there.

1. **You must build your skills —**

2. **You must be able to build connections with others**

—



# What is this third thing?



It's is, as Dr Henry Cloud says in his book

***Integrity: the courage to meet the demands of reality:***

“having the character to not screw it up”.

In other words, it's about

**Who You Are.**

**Who do you think you are?**

Personality isn't Permanent.  
“Overcoming your normal”

# Constructed Self: v Authentic Self: v Future Self.

## Key Differences:

**Constructed self:** The constructed self is shaped by external factors. The constructed self often acts to please others or fit in, to manage certain event. It's the way that allows you to feel comfortable.

**Authentic self-**acts in alignment with personal values and beliefs.

**Future self:** refers to the person you aspire to become in the future, encompassing your goals, achievements, and desired characteristics<sup>1</sup>. It's a dynamic vision that evolves as you grow and change over time.

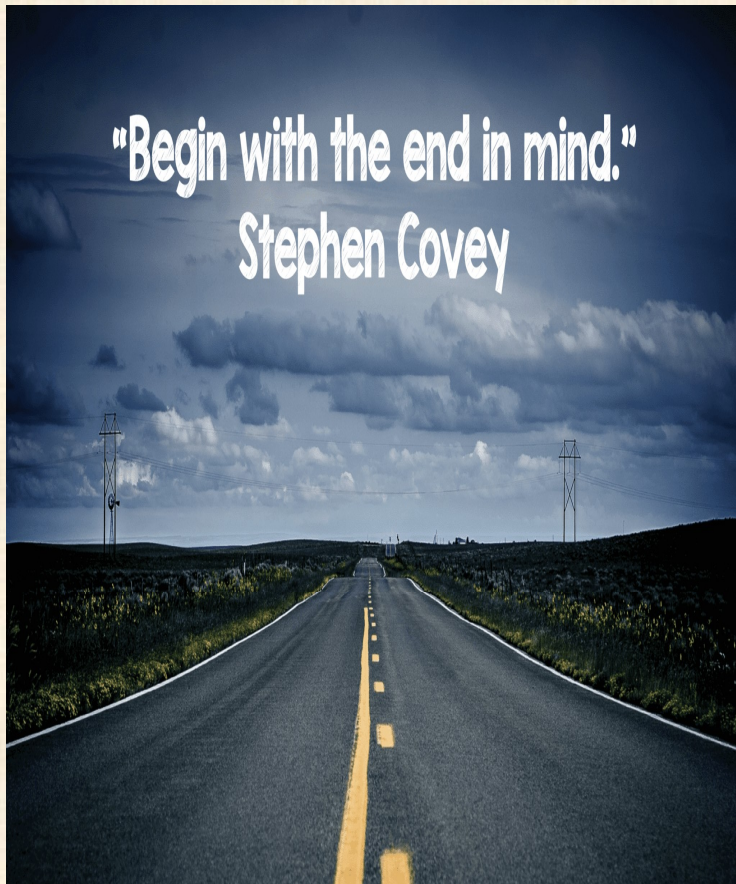


# Your Views ..... Your Life.



How you view  
Yourself:  
Others:  
The World:

# The End in Mind.



These ideas come from **Dan Sullivan of Strategic Coach**, and I have embraced the concepts for our business.

- 1: Self-managed business
- 2: Work less achieve more
- 3: Do what you do best.
- 10: **Who not how.**  
Several others



# Questions are essential.

**Investigative: What's Known?**

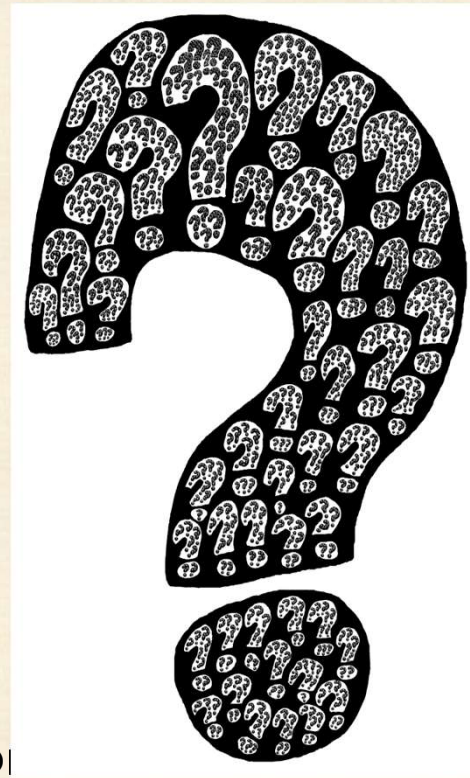
**Speculative: What If?**

**Productive: Now What?**

**Interpretive: So, What...?**

**Subjective: What's Unsaid?**

“When we fail, it's often  
because we haven't considered the emotion  
part.”



# Get serious about self learning.

No one will spoon-feed you the information, especially when you're trying to get ahead in life.

**Model your heroes.** (the people who have what you desire.)

The people who have achieved what you aspire to have already paved the way for you.

You can stand on their shoulders. Combine your new skills  
Everyone has a unique perspective on life-based on their experiences, values, and beliefs

**Be different in your field.**

**Stand out.**



# We get stuck in the SYSTEM.

## What Is The System?

- Your mind's programming.
- What you have learned is safe. What is expected. How other people know you and see you. Your habits.
- Shoulds and shouldn'ts.
- Your autopilot.



“By letting it go, it all gets done. The world is won by those who let it go. But when you try and try, the world is beyond winning.” — Lao Tzu.

# Change is about letting Go!

## Let Go

- Stop trying to be safe.
- Stop trying to be right.
- Stop blaming.
- Stop waiting for permission.
- Stop trying to be perfect.





# Baggage!

## We all have some.

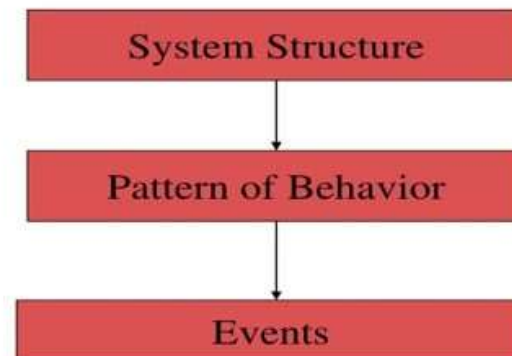
### Let Go

- Let go of past failures.
- Acknowledge today's reality.
- Be willing to accept any and all potential consequences.
- Shift out of automatic mode.
- Get on purpose.
- Create habit of going against the herd.



# Structure determines Behaviour.

**Structure determines Behaviour.**





This is what and why I love working  
with people.

## If you have

You sense the stirrings of your own ambition.  
You know that you have more to contribute.  
You want to shake things up and make a  
difference.

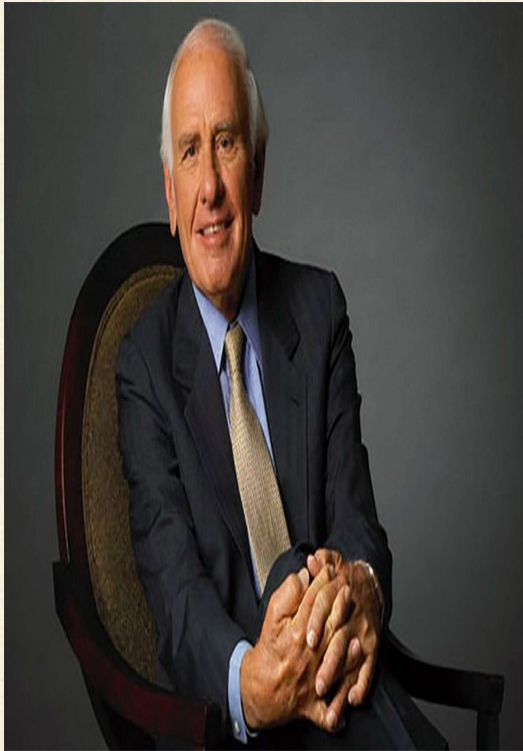
You want to learn and grow.  
You want to use your power for good.  
And you're ready to begin."

**'you unlock your greatness by working on  
the hard things'.**

**To strive to be your Best Self  
is a lifetime's work."**



## How do you rise above mediocrity. A Jim Rhone concept.



**Philosophy:** what and how you think.

**Attitude:** Something you choose.

**Activity:** is making decisions about activity.

**Results:** what the above have created till now.

**Lifestyle:** the ability to live how you wish.

We can choose to become wealthy. To rise above mediocrity.



## The problem.....and the promise.

You don't know what you don't know.

### **Problem unaware.**

There are "levels" to any game.

What does this mean?

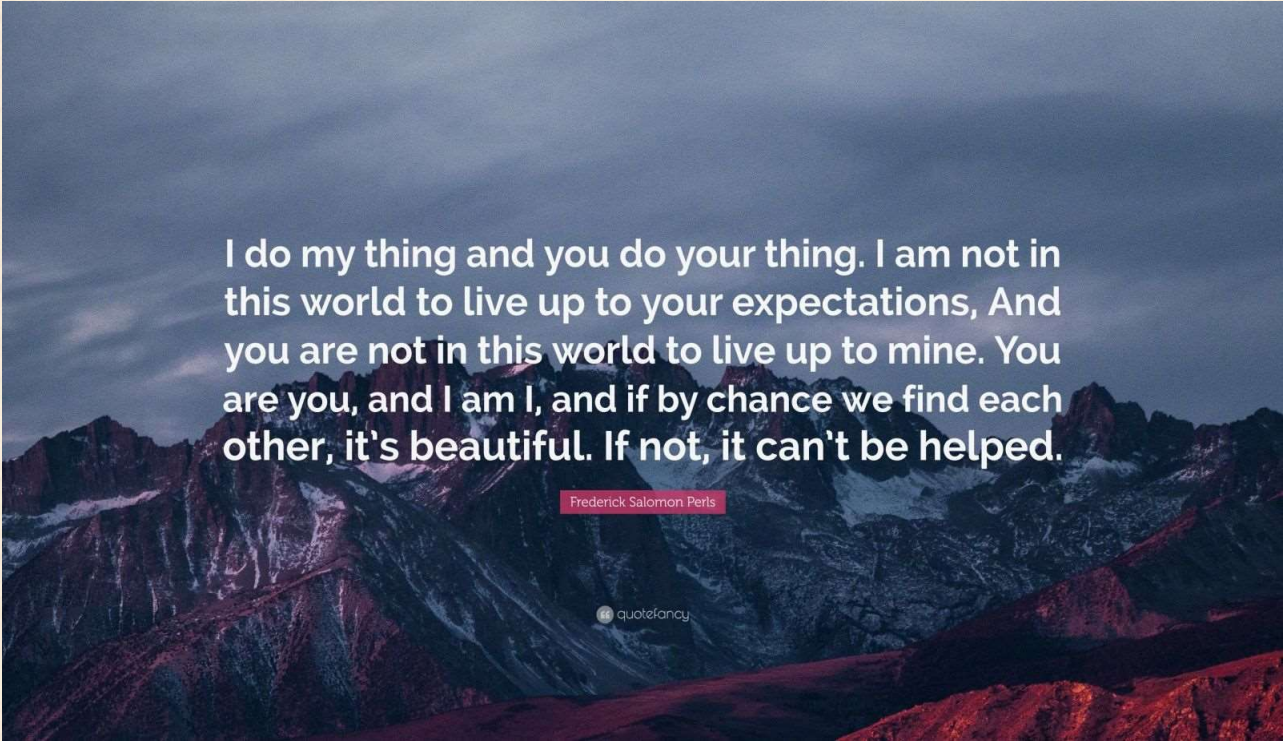
Explain Why are you constantly  
struggling

### **Psychology of change is a science.**

The challenge you must overcome.

This overview is designed to give you  
the framework to understand and  
know how to overcome.





I do my thing and you do your thing. I am not in this world to live up to your expectations, And you are not in this world to live up to mine. You are you, and I am I, and if by chance we find each other, it's beautiful. If not, it can't be helped.

Frederick Salomon Perls

quote fancy

# Find Your Thing.



# Is This is for you?

## Yes or No answers:

**Question 1:** do I want to live the rest of my life as I do today?

**Question 2:** Am I willing to “do Something” that is, be willing to learn what I must learn so I can BE what I say I want to be and Have what I want to Have?

**Question 3:** Will you pay someone to help you get what you desire?

**Question 4:** You want a fulltime income with parttime hours.

**Question 5:** do I want to financially free in 3-5 years?

