

# Success



**Succes** – the achieving of something you have been trying to do, with a good result.

### **Decide What You Want**

Step number one, decide exactly what it is you want in each part of your life. Become a “meaningful specific” rather than a “wandering generality.”





## **Write it Down**

Second, write it down, clearly and in detail. Always think on paper. A goal that is not in writing is not a goal at all. It is merely a wish and it has no energy behind it.



## **Set a Deadline**

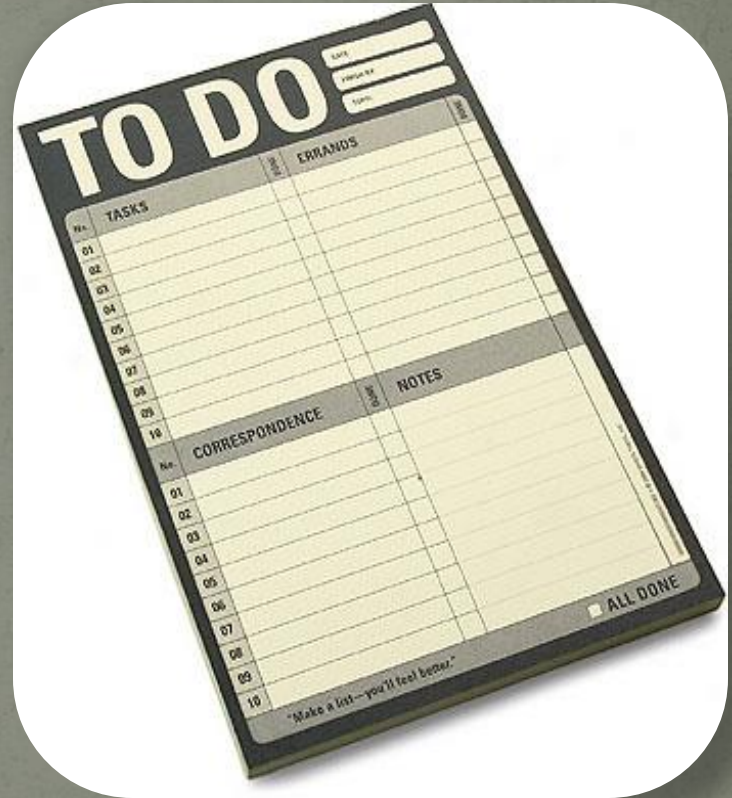
Third, set a deadline for your goal. It motivates you to do the things necessary to make your goal come true.

## Make a List

Fourth, make a list of everything that you can think of that you are going to have to do to achieve your goal. When you think of new tasks and activities, write them on your list until your list is complete.

## Organize Your List

Fifth, organize your list into a plan. Decide what you will have to do first and what you will have to do second. Decide what is more important and what is less important. And then write out your plan on paper.





## **Take Action**

The sixth step is for you to take action on your plan. Do something. Do anything. But get busy. Get going.

## **Do Something Every Day**

Do something every single day that moves you in the direction of your most important goal at the moment.

## Action Exercises

Here are two things you can do to put these ideas into action immediately.

First, decide exactly what you want, write it down with a deadline, make a plan and take action – on at least one goal – today!

Second, determine the price you will have to pay to achieve this goal and then get busy paying that price – whatever it is.