

Write your Success Formula

Math and Science were never my best subjects. So when my trainers at Coach U started giving me formulas designed to help me reach goals, I was underwhelmed.

But one day during one of my classes, a fellow student gave us her Success Formula and it resonated with me. I finally "got it." I liked it so much, I added some words and made my own. I'd like to share it with you and encourage you to write one for yourself, one that will lead you to success in any endeavor.

My Success Formula: Intention + Commitment + Action + Focus - Attachment X Integrity = Success.

INTENTION. First you must have a clear idea of what you want and a strong intention to achieve it. It should be specific. Just saying "I intend to make more sales this month" isn't strong enough. Say, "I intend to make x-amount of sales this month."

In his book *Think and Grow Rich*, Napoleon Hill writes that one thing wealthy people have in common is that they know what they want and have no doubt they will achieve it. Faith in yourself and your dreams is important.

COMMITMENT. Without being committed to achieving your goals, you'll never reach them. Commitment includes perseverance. Successful people don't give up when the going gets tough.

ACTION. Just wanting, hoping, believing, and saying affirmations isn't good enough to get you what you want. Desire and faith are important, but alone they won't accomplish your goals. You must do your part. Take the action you believe necessary to accomplish a goal and go the extra mile to achieve it.

FOCUS. Action without focus is like a boat without a rudder. You may have a fine time drifting along, but you won't reach your destination. Don't try to accomplish everything at once. Focus on one step at a time and give each your full attention. Don't worry about what you have to do tomorrow. Stay in the present and tomorrow will come soon enough.

ATTACHMENT. Notice the formula says, "minus attachment." This is a tough one for most of us, especially those driven to achieve. What it means is do not be attached to the outcome after you've accomplished the first four steps. Take the action you believe will accomplish your goal, and then let it go. Don't tell yourself the results have to be a certain way because you'll undoubtedly be upset if things don't go as you planned. The desires of our heart have a strong influence on our subconscious and it usually gives us what we really want.

I'll tell a personal story on myself to illustrate this principle. It may or may not be true, but I can't help but wonder. When I became a television news anchor, I wanted to make a lot of money. It was important to me to make a six-figure income. That's what I told myself. And sure enough, after 15 years of anchoring the news, the last year of my contract gave me that six-figure income. And that was the last year I anchored the news. At the end of that year my contract wasn't renewed.

I've often asked myself, "Why didn't I say a seven-figure income?" I'd probably still be doing it. Yet, the truth is, I'm glad I'm not in that line of work anymore. I'm much happier doing what I'm doing now. And after reading *Think and Grow Rich*, I have a

seven-figure income as my goal. I won't say how long I plan to take to earn it, but I have a definite time limit in mind.

INTEGRITY. Why "times integrity?" All of these things put together will not make you successful unless integrity comes first and foremost. Integrity means doing what is highest and best for yourself and others. In sports there can be winners and losers. In the game of life, we will be more successful when we strive to see that everyone wins.

I have my formula in large letters tacked to my office wall in front of my computer.

It's important to write down your goals. If they're just fuzzily dancing around in your head, you probably won't reach them. Or it will take a lot longer than you want.

For a free report to help you determine your needs, send me an email with the words "NeedLess Program" in the subject line.

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