

“Without Failure There Can Be No Success!”

By George R. Zalucki - ACN Circle of Champions Senior Vice President

“The superhighway to success is laden with disappointments, frustrations, and countless failures.” It is how you handle these realities that makes all the difference in the outcome of your life and business. The key is “inclusion” and “stickability”! No one who ever achieved a big goal avoided these three “wreckers” of success. This trio overtakes the weak, but “steals” the strong with greater determination. If you can’t avoid them, and you seriously desire to win, then you must get tough and include them. They will eventually become less burdensome, but they will never completely disappear. That is just the way it is! Remember, there is no traffic jam at the top. You need to be resilient to get there.

General George Patton said, “I don’t measure a man’s success by how high he climbs, but by how high he bounces back when he hits obstacles.”

There may be many roads to Rome but there is only a very narrow road that leads to financial success; but it is very well defined. A person committed to reaching financial independence will get on that road and not detour one bit. The success road is very straight, very well lit, with lots of caution signs, and you can be certain that potholes and bumps will be encountered along the way. But, you can also be assured that if you stay on it you will eventually succeed.

If winning is about a firmly rooted desire to succeed, then one must get their mind in focus, and their emotions under control. Otherwise expect to lose. A clear vision of “What” you want, and “Why” you want it, is the starting point, and also the “magnet” that draws your will into action.

Remember that the human will is very reluctant to be pushed, but it is easily drawn toward a vividly desired goal. You can make your goals inevitable by employing a vivid and sustaining picture of what you are striving for; be it a new car, a new home, a new career, a new lifestyle, or financial independence. Henry Thoreau said, “If one advances confidently, (remember tentative lacks power) in the direction of his dreams, and endeavors to live the life he has imagined, he will meet with success unexpected in common hours.”

Clear vision and unshakable faith are critical components of the success formula. Be mindful also that the bridge we must all cross is called “organized action”. Keep in mind the words of Aristotle to his students: “A vivid imagination compels the whole body to obey it.” Therefore, combine “focus” with “action”.

Now, envision yourself with plenty of surplus money, month after month. How would you feel about yourself? What could you do for your loved ones, that the lack of extra money prevents you from doing right now? Write it on paper! Expect to accomplish what you have written and never lose your focus. What new and exciting experiences could you be engaging in, if money was available for you to choose them? Picture it all happening for you! Leave " Survival Street " and start driving on " Prosperity Highway "!

Maintain the right mental attitude at all times. Always remember that nothing can stop the person with the right mental attitude from achieving his or her goal; and nothing on earth can help the person with the wrong mental attitude to achieve anything worthwhile, let alone financial independence.

Get yourself on a winning team! Don't settle for a seat on the sidelines, watching the game being played, and you only participating as a critic or a cheerleader. No! Jump off the bench; get out on the field of action; and see what you are really made of. Like the great Gretsky said, "You miss 100% of the shots you never take!" As always, the mirror reflects back at the face before it. What is it saying to you?

I choose to see someone who starts their day knowing what is pulling them into action; their clearly defined objectives. I see someone who surrounds themselves with "support wells" to drink from; the right people, CD's, and books. I see someone who is constantly open to the coaching that is available to him or her from those who have accomplished more than they have in business and life. And lastly, I see someone who does not get stuck doing things that he or she likes to do; but instead someone who is doing what those who have succeeded before them have done and are still doing.

When all is said and done, in life, as well as business, the difference between those who "will have" and those who "will have not", will be clearly traced back to those who "did" and those who "did not"!

....And, as always, the choice is uniquely yours!