

They believe in themselves

Do you believe in yourself? The majority of us do not. We lack the confidence to take action for fear of failure or what others would think. A healthy mindset incorporates risk taking. It is not influenced by what others would think. Otherwise, it would be contaminated with fear, prejudice, and enough negativity to pollute the environment.

These successful people possess a healthy mindset and know what they truly want. They are also focused and action-oriented. They do not suffer from paralysis through analysis. They just do it.

They are proactive

They do, test, and learn through trial and error.

They are open

They are eager to learn and to sharpen their tools. Have you ever heard of the tale of two lumberjacks in a contest to fell trees? The weaker, older man won! He felled more trees than his much younger and stronger competitor because he took time to sharpen his axe.

My successful clients routinely sharpen their axes by acquiring powerful tips and tricks. They put their egos aside to become eternal students. They are ready to learn from the young and from the old.

They learn the most from those who fail! Richard Branson, who wrote *Business Stripped Bare: Adventures of a Global Entrepreneur*, is a strong believer in learning from those who failed in order to succeed.



There is no reason why you should not be happy when you fail! You are sharing invaluable information that others can use to progress. Think of yourself as a pioneer, an adventurer, a decision maker that others can admire through your own actions. Failure and success are nothing but results of ACTION! Individuals learn through action, thus leading to

future success.

They are focused and persistent

Nothing in the world can take the place of persistence. Talent will not: nothing is more common than unsuccessful men with talent. Genius will not: unrewarded genius is almost a proverb. Education will not: the world is full of educated derelicts. Persistence and determination alone are omnipotent. – Calvin Coolidge, 30th President of the United States.



They are extremely positive in their attitudes toward people

They treat each person as a VIP! This does not mean kowtowing or being obsequious. What if you were sincerely treated as a VIP by someone? How would you feel? Would this person not have an impact on you? Would you not value that person as much as he or she valued you?

These are some of the behavioral traits that illustrate the basic mindset of individuals I know who succeed in life and in business. They are fighters, rather than passive onlookers. They are disciplined and focused.



So here is the profile for success:

- believing in oneself
- accepting failure as a learning process
- being proactive
- being open
- being focused and persistent
- being positive towards people

Finally, we need to define what success means. Winston Churchill had this to say: *Success is the ability to go from failure to failure without losing your enthusiasm.* So, if you share this perception, all you need in life and in business is an abundance of **enthusiasm** to become successful in whatever you do.



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Dan Low, international consultant, author and corporate trainer, created a series of directly operational, unique tools combining Eastern and Western management strategies. His more than 30 years' field observation and experience, combined with 3 years' intensive research in 4 major countries, have shown that the non-application of 4 conceptual tools has caused trillions of dollars of yearly financial losses in companies worldwide.