



# SUCCESS KEYS

The speed of change in today's world is almost breathtaking! Yet in these fast-moving times, I am excited to note that some things remain constant. As a successful young entrepreneur and professional motivational speaker since 1992, I can tell you that the keys to being successful have not changed. These keys will never change. Even better, everyone can accomplish them!

## **1. SHARE YOUR CARE: As soon as you start putting the dreams of others alongside your own, you'll accomplish your dreams more quickly!**

A caring person who gives before he/she receives holds the qualities that everyone wants in a family member or friend. Simply put: people who care back surround people who care! Therefore, if you stay active in volunteer organizations, leadership groups, charities, athletics and music . . . you'll meet the people who will give back. Plus, it is the best way to live life ... giving of you to help others!

Actions:

*Volunteer* – on councils, charities, fundraisers, clubs. How can you make a difference somewhere?

*Keep Informed* – stay well read on current events, school, work & community. Can you help somewhere?

*Be quick with kind words, hold back on sarcasm* – words can pump up or bring down. What do you do?

*Your opinion is Important* – Get that hand up, speak out for what you believe in, verbalize that you care.

## **2. When You Do MORE, YOU GET MORE! .**

A quick story from my life summarizes this point perfectly. In grade eleven I had to teach one period of my "Society: Challenge & Change" course. In preparation for this assignment, I did more than I had to do and created three periods worth of material. My teacher, who also happened to be a student council advisor, allowed me to make my presentation. He was so impressed with my work that he asked me to run for student president when I was senior. His vote of confidence completely changed my outlook on high school and leadership. I won the election, my career in leadership began, and this is the key reason why I have a career as a motivational speaker today. Work hard ...when you do more, you get more!

Actions:

*Never "settle" for less than your best* – from cleaning a room, to perfecting a letter, or completing a project; you know your abilities. Let yourself get excited and take pride in all of your work.

*Arrive Early, Stay Late* – Do everything in your power to get "it" done. Success is not just 9am to 5pm.

*Ask "Can I do More?"* – ask your teacher, employer, friend, parent. What can you do to be better.

*Attitude of gratitude* – be the number one supporter of your school, friends, employer ... behind their backs!

*Life-long learning* – get educated ... stay educated. Take extra courses, sign up for help, expand your talents.

*Get your hand UP.* Ask questions, answer questions. Arrive at your job or school prepared to work!

### **3. Don't Give UP! Mistakes and challenges happen to EVERYONE!**

Sir John A. MacDonald, Canada's First Prime Minister, overcame the death of several family members and the loss of a national election to return a few years later again as Prime Minister! Colonel Sanders, of Kentucky Fried Chicken fame, had his recipe turned down by a thousand restaurants before he got his break! I know many people who experienced long periods of unemployment and/or unsatisfying jobs before they got the success they wanted. My friend Bob, for example, went through 34 resume/interview processes before he got his first engineering job. Set backs and disappointments happen to everyone ... so keep going!

*Get Motivated: Read & Listen.* There are thousands of great books, audiotapes and videos full of insight and motivation. Buy, or borrow from the library; a daily dose of inspiration is good for everyone!

*Get Motivated: Ask Friends and Family.* When you take the time to ask and listen, you will be **amazed at the**

Share your challenges with others ... you are paying them a compliment and you may find the inspiration that you are seeking.

*Avoid negative self-talk.* You will make mistakes ... call them learning experiences and move on. Calling yourself names, to yourself or in front of others will only make you feel bad. Keep in mind that the world's greatest people got there because they moved on with their lives after making errors.

*Get your hand UP.* Ask questions, answer questions: a wrong answer gets you closer to the right one!

### **4. Keep In Touch – Friends and Family are EVERYTHING!**

A 1993 U.S. Bureau of Labour Study reveals that only 2% of jobs are acquired by sending out resumes, 10% through want ads, and 70% through friends and family connections! Keep track of the addresses and numbers of friends and family ... especially once people start moving away to go to school and start careers. Send cards, drop an email, make phone calls, set up visits, and "do lunch". Life is all about enjoying your time here with family and friends! At the same time, you increase your chance that one day you'll be hired by or are doing business with someone who is a friend or family member. When people know you and trust you, then they will call you, recommend you, include you, help you, defend you. But don't wait, start helping others first! Some people in business call it "networking". It's a cold term. Instead, build "caring connections"!

*Make the First call.* People often lose touch because they wait for the other person to call. Don't get mad at those who fail to call you out of the blue ... do it yourself and surprise them. Maybe they will return the favour, maybe they will not. However, you will still feel great for trying. People do get busy!

*Ask and Listen.* Don't just talk to your friends and family, ask about their lives and dare to ask insightful questions. Examples: "How did that make you feel? What do you enjoy most about that? What is your least favourite? Tell me the full story." The next time you find yourself enjoying a conversation, notice that it is because the other person has been really interested in YOU by asking lots of questions and giving you the time to answer. Don't wait ... you can do this for others!

*Invite, Include, Instigate.* You could host a birthday party for a parent. You could offer to help a friend

move. You could call someone and include him/her in your weekend plans. You could host a lunch. You can start the plans! Dale Carnegie put it best: The best way to make a friend is to be a friend.

*Write it Down!* Daily planners and calendars are not just for work, school and volunteer commitments. Write down friend and family birthdays. Did you get a gift? Did you call them? Make note to call a friend or family member back. Write down your commitments to others, such as promising to include them on a movie night, watching their game, or returning a borrowed item. Others lives are worth noting!

*More "Stuff" does not equal more Happiness.* Is the quest for money and career success interfering with your relationships with friends or family? No one has ever said on his or her deathbed, "I wish I'd spent more time at work." The bedrooms of seniors homes are not decorated with pictures of cars and homes but with photos of children, friends, grandchildren, vacations and special times. Make the time to spend quality time with those you love and care about ... they make a house a home!

## **5. Focus on YOUR Future.**

Eighty per cent of millionaires created their wealth and did not inherit it. Fifty-five per cent of Fortune 500 Company CEO's are not from upper class families. Your past, sex, age, race, home, or your parent's income; none of these will determine if you are to be a success! Set GOALS and keep going forward!

*The grass is not always greener on the other side!* Don't waste your time comparing what you have to those around you. You may think others have it easier than you, but EVERYONE has their struggles.

*You are NOT a statistic!* People have failed at things, despite apparently having everything going for them. People have succeeded, despite appearing to have everything going against them. Don't stop yourself before you even get started because you feel that you are already "too far behind".

*Your Challenges make you Stronger!* Do not view situations such as a single parent home, modest income, lack of vehicle, or a low-paying job as limitations. Consider them situations that make you stronger! Just think how you will appreciate a new car if you have not ever had one, or how hard you will continue to save and budget your money if you know what it is like to lack money.