

THE SUCCESS PRINCIPLES-JACK CANFIELD

This book abstract is intended to provide just a glimpse of this wonderful book with the hope that you may like to read the original book at leisure and enjoy its real beauty.

“If we did all the things we are capable of doing, we will really astound ourselves.” Edison

“You can’t hire someone to do push-ups for you.” Jim Rohn

“Believe nothing. No matter where you read it, or who said it, even if I have said it, unless it agrees with your reason and your common sense.” Buddha

Everyone learns differently, and you probably know how you learn best.

Principle 1: Take 100 % Responsibility for Your Life

You can’t change the circumstances, the seasons, or the wind, but you can change yourself.

Give up all excuses. No blame, no complaints.

Event (E) + Response (R) = Outcome (O)

If you keep doing what you have always done, you will keep getting what you have always got.

Principle 2: Be Clear Why You Are Here

Each one of us is born with a purpose. Identify, acknowledge and honour that purpose. This results in passion, enthusiasm which results in success.

When you are truly on purpose, people, resources, opportunities gravitate toward us.

Decide your purpose and organize all activities around it. Brain Tracy

Your inner guidance system is your joy. Being On purpose or Off purpose is proportional to the amount of joy. Greatest joy is with alignment purpose.

Life of purpose exercise: List two of your unique personal qualities.

Principle 3: Decide What You Want-To do, To be, To have

List 30 things in each category separately. Prioritize each list. Clarify your vision of ideal life in following areas: work & career, finances, recreation, health and fitness, relationships, personal goals, contribution.

Inner GPS: Goal setting, affirmation, visualization.

Achievers have big vision. Doesn’t take more energy than that for lower one. Share it with people you trust.

Principle 4: Believe It’s Possible

“Whatever your mind can conceive and believe, it can achieve.” Napoleon Hill

It helps if someone believes in you first.

Affirm many times in front of a mirror: “No matter how bad it is, and how bad it gets, I am going to make it.”

Principle 5: Believe in Yourself

“You weren’t an accident. You weren’t mass produced. You were deliberately planned, specially gifted, and lovingly positioned on Earth by the Master Craftsman.” Max Lucado

Believing in yourself is an attitude, a choice which you develop over time.

Arm exercise with “I can” and “I can’t” prove the power of thought over body.

Don’t think you need a college degree to be successful.

Principle 6: Become An Inverse Paranoid

“I operate as if everyone is a part of a plot to enhance my well-being.” Stan Dale

Believe that the world is plotting to do you good and not harm.

Every challenge/event is to enrich and empower me.

“Every negative event contains within it the seed of an equal or greater benefit.” N. Hill

How do I use this experience to my advantage? “When life hand you a lemon, squeeze it and make a lemonade.” W. Clement Stone

Story of an American Vietnam war pilot who spent 7 years of captivity in understanding himself and God.

Principle 7: Unleash the power of Goal

“If you want to be happy, set a goal that command your thoughts, liberates your energy, and inspires your hopes. A. Carnegie

How much, by when? Be specific. Write in detail goals that stretch you.

Create breakthrough goal: Quantum leap in career.

Reread your goals 3 times/day. Have a Goals Book. Carry MIMP goal in wallet.

One goal is not enough.

“If you are bored with life, if you don’t get up every morning with a burning desire to do things you don’t have enough goals.” Lou Holtz

“You want to set a goal that is big enough that in the process of achieving it, you become someone worth becoming.” Jim Rohn

Material things can be taken away in a flash, not what you have become.

Principle 8: Chunk it Down

“The secret of getting ahead is getting started. The secret of getting started is breaking your complex, overwhelming tasks into small manageable tasks, and then starting off on the 1st one.” Mark Twain

Daily To-Do-List. Complete MIMP item 1st.

Principle 9: Success leaves clues

Who has already done what you want to do-Mentor

Principle 10: Release the Brakes

Get out of comfort zone.

Affirmations. Positive self-talk: Having what you want, doing what you want, being the way you want. Powerful images. Change behaviour.

9 guidelines for effective affirmations: 1. Start with "I am" most powerful command. 2. Use present tense. 3. Positive, and what you want. 4. Be brief 5. Be specific. 6. Include action word-active verb. 7. One dynamic emotion/feeling word-enjoying, happily, proudly, calmly. 8. Doing for yourself. 9. Add "or something better".

Principle 11: See What You Want, Get What You See

Principle 12: Act As If It Is Impossible to Fail

Principle 13: Take Action

World doesn't pay for what you know, but for what you do.

Principle 14: Just Lean In to It

"You can't cross the sea by staring into the water." R. Tagore

"Be willing to start without seeing the whole path. Just take the 1st step of faith. You don't have to see the whole staircase." Martin Luther king Jr

"For every failure, there is an alternate course of action. You have to just find it. When you come to a road block, take a detour." Mary Kay ash

Principle 15: Feel the Fear And Do It Anyway

Be willing to feel the fear. Write what you fear and replace it with the opposite. Focus on the physical sensations right now. Then focus on what positive you would like to feel. Take smaller challenges (steps).

"Take a chance to be great. Only those who dare to fail greatly can achieve greatly." R. Kennedy

High intention, low attachment.

Principle 16: Be Willing To Pay the Price

Pain is temporary. Benefits last for ever.

Talent is cheaper than table salt. What separates the talented individual from successful one is lot of hard work.

Anything worth doing is worth doing badly in the beginning.

Principle 17: Ask, Ask, Ask

"You have got to ask. Asking is, in my opinion, the world's most powerful and neglected secret to success and happiness." Perry Ross

Ask for information, assistance, support, money, and time.

Don't be afraid of rejection.

How to Ask? 1. Ask as if you expect to get it. 2. Assume you can 3. Ask someone who can give. 4. Be clear, and specific. 5. Ask repeatedly

There is nothing to lose, but everything to gain by asking. Start asking today.

Principle 18: Reject Rejection

Rejection is natural part of life.

What you want wants you. Just say "Next". KFC-300 rejections 11k store, 80 countries.

Stephan King threw "Carrie Movie Manuscript" in garbage after many rejections. Made 4 Million copies.

1988, Google suggested merger with Yahoo. Rejected.

Principle 19: Use Feedback to Advantage

Feedback is the breakfast of the champions. Both positive and negative feedback is important.

Ask for feedback as a habit. Be grateful for it. Not all feedback is accurate.

When feedback says you have failed: 1. Acknowledge you did your best 2. Write insights and lessons and ways to do better next time. 3. Thank for the feedback. 4. Review your past successes. 5. Regroup. And spend time with positive friend. 6. Refocus your vision.

Principle 20: Commit To Constant and Never Ending Improvement

Improve in small increments. Decide what to improve.

Principle 21: Keep Score for Success

You have to measure what you want more of.

Principle 22: Practice Persistence

Fall down seven times, get up eight times. Japanese Proverb

Focus on 1st small step.

Principle 23: Practice the Rule Of 5

Everyday do 5 specific things that will move you to goals.

Principle 24 Exceed Expectations

It's never crowded along the extra mile.

Story of Steve Beers: From Mailroom job \$7/hr to Film producer in 4 years \$ 500k/Yr.

Principle 25: Surround With Positive People

"You are average of the five people you spend your most time with." Jim Rohn

"You become like the people you spend your time with. Pay any price to stay in the presence of extraordinary people." Mike Murdock

Confidence is contagious. So is lack of confidence.

"Two types of people. Anchors and motors. Lose anchors who drag you down and be with motors going somewhere and having fun." Wayland

"I just do not hang around anybody that I don't want to be with. Period. For me, that's been a blessing, and I can stay positive. I hang around with people who are happy, who are growing, who want to learn." John Assaraf

Make a list of everyone you spend time with regularly. Put a +/- sign against each, positive and nurturing, or negative and toxic. Some people drain energy and all Psychic vampires.

Principle 26: Acknowledge your positive past.

This build your self-esteem. Brain more easily remembers events with strong emotions. We remember failures more than success. Consciously focus and celebrate successes. Even simple thing as being punctual, doing anything positive is a success.

Poker chip theory of self-esteem and success: Having 10 vs 200 chips. How conservatively will you play? Who will take more risks? The more Self-esteem you have, the more risks you are willing to take.

Write 4 major successes you have had so far. Can you write 100 successes? Don't take anything for granted.

Create a victory log. Recall and write down success every day. This gives self-esteem and self-confidence boost.

Display success symbols. You have total control over your environment. You can put pictures, memorabilia on door, wall, or on desk. Practice surrounding yourself with awards, pictures and others reminding success.

Mirror Exercise: Do this for 3 months. Before bed time, in front of mirror, look into your eyes and appreciate yourself loudly for all the good things in the day: achievements, discipline kept, temptations avoided. Finally, looking deep into the eyes say "I love you." Stand for few seconds to digest the impact.

Reward the young kid within you by celebrating any success.

Principle 27: Keep the Eye on the Prize

The Alpha state before sleep is the most suggestible state possible. Set aside time at the end of the day. Acknowledge success, review goals, visualize successful future, review next day plans. Influences sleep and next day. Unconscious mind replays and processes this information 6 times more. Good reading is very important which provides messages, lessons, morals and creates consciousness fabric.

Evening Review: Ask: Show where I could be more effective/conscious/better/loving/assertive.

Daily success focus journal: It is a variation of the victory log. Monthly exercise. Improves self-confidence and performance.

At the end of the day, identify five things you accomplished in any area. Prepare a table with first column as success, 2nd column as Reason, 3rd column as further progress, and the 4th column as Next action.

Create The Ideal day; After the next day planning, visualize entire day going as per plan.

Principle 28: Clean Up Your Messes and Incompletes

Principle 29: Complete the past to Embrace the Future

"None of us can change our yesterdays, but all of us can change our tomorrows." Colin Powel

Total Truth Process: Express true feelings-anger, pain-verbally or in writing. Finally, forgive and love. There are 6 stages in this. 1. Anger. 2. Hurt. 3 Fear. 4. Remorse or regret. 5 Wants. 5 Love, compassion, forgiveness and appreciation.

Write a letter to offending person. May or may not post.

“As long as you don’t forgive, who and whatever it is will occupy rent free space in your mind.”
Isabelle Holland

“Resentment is like drinking poison and hoping to kill your enemies.” Nelson Mandela

All people are always doing their best they can to meet their basic needs with the current awareness, knowledge, skills, and tools they have at that time.

Principle 30: Face What Isn’t Working

Principle 31: Embrace Change

Either cooperate with the change and learn to benefit, or resist and get run over by it. Your choice.

Principle 32; Transform Inner Critic to Inner Coach

Stomp the ANTs (Automatic negative thoughts). Become aware, challenge, and replace with positive thoughts.

Every thought check: Helping or hurting me? Taking me closer or away from my goals? Is it motivating or blocking action?

In every meeting or group talk: Share one good thing from last week. Learn to play the appreciation game in every situation.

For 7 minutes every morning, write down all things you appreciate in your life.

Principle 33: Transcend Limiting Beliefs

You are capable and worthy of love.

Principle 34: Develop 4 New Success Habits Every Year

Identify bad habits and substitute with good ones.

Principle 36: Learn More to Earn More

Leaders are readers. Learn to read faster. Study great people. Learn from others.

Principle 37: Stay Motivated With the Masters

Read good books or listen to audio tapes.

Principle 38: Fuel Your Success with Passion and Enthusiasm

Do it with all your might. Be active, energetic, enthusiastic, and faithful.

True passion is spiritual-comes from within.

Enthusiasm word comes from Greek word “Entheos” which means” Filled with God.”

Passion implies loving and enjoying work. If you love and enjoy the work, you are successful.

Ask; Am I doing what I love to do?

Most successful people love what they do so much that they can do it for free.

Passion leads to better decisions. Spend more time on what you love to do.

Reconnect with the original purpose of doing-deeper, higher purpose. This is a choice.

Choice of attitude: Choose everything you do with joy and enthusiasm.

Passion and enthusiasm are magnets which attracts others to you.

Principle 39: Stay Focussed on Your Core Genius.

Do what you love and money will follow.

Principle 41: Build Powerful Support Team

Have personal advisors. Delegate work.

Principle 42: Just Say No

Eliminate tasks, requests, time stealers which don't have a high payoff.

Prepare a "Stop doing List" and To-Do list.

Principle 43: Say No to Good and Yes to Great

List good vs great opportunities

Principle 44: Find a Wing to Climb Under

Apprentice with Masters and seek guidance from the experts.

Continue to speak from the heart. Do homework before seeking advice. Be specific, brief, and be confident.

Some will say "No", some will say "Yes". Take action on Mentor's advice.

Define Success as something more than making lots of money.

Principle 45: Hire a Personal Coach

Attend coaching program. It is worth more than money.

Coaches are ruthlessly result oriented and provide valuable feedback. Help in clarifying vision and goals. They can show how to earn more while working less.

Principle 46: Mastermind Your Way to Success-One of the most important tools.

Mastermind is a group of not more than 5-6 persons who meet every week to discuss problem solving, brain storming, networking, encouraging and motivating each other. Tune in with the Mastermind God in these meetings.

Choose people above or equal to you. Begin with a prayer. Give time for everyone.

Principle 47: Inquire Within

Brain contains unconscious data base which is 10 million times more than the conscious one. It is a source of hidden, natural genius. The wise regularly consult it.

Trust your intuition. Everyone has it. It is just a matter of developing it.

"All the resources we need are in the mind." Theodore Roosevelt

Use meditation to access intuition.

"There is only one journey "Going inside yourself." Rainer Maria Rilke

"Intellect has nothing to do on a road to discovery. There comes a leap in consciousness, call it intuition or what you will, and the solution comes to you, and you don't know how or why." Albert Einstein

Ask question to the intuition after meditation. Write down answers fast. Any idea not captured in 37 seconds is never recalled. In 7 minutes it is gone forever. Take immediate action.

Principle 48: Be Here Now

Listen 100 times, ponder 1000 times, speak once. Argue less and listen more.

Powerful question: If you meet a friend after 3 years ask “What must happen to feel very happy about the progress? What are the biggest dangers to it? What are the biggest opportunities you have to focus on? What strengths or resources you need to reinforce?”

Principle 49: Have Heart Talk

Principle 50 Tell the Truth Faster

“When in doubt, tell the truth.” Mark Twain

Principle 51: Speak with impeccability-with intention and integrity-Higher self.

Words contain energy which affect the world, persons positively or negatively.

Avoid gossip and judgment which is poison.

Principle 52: When in doubt, check it out.

Principle 53; Practice Uncommon Appreciation-No. 1 Motivator

“There is more hunger for love and appreciation in this world than for bread.” Mother Theresa

Men always work better with appreciation than criticism.

Use 3x5 card and tick every appreciation. Do minimum 10 per day. Check before going to bed. Do whatever-phone, message, mail to complete the 10 for the day. Appreciate yourself too.

Principle 54: Keep Your Agreements

Never promise more than you can perform. Not keeping agreements has internal costs in terms of loss of Self-esteem, self-confidence, and external costs-loss of trust, respect, credibility.

Write down agreements. Communicate broken one. Learn to say no.

Principle 55: Be a Class act

Live by own highest standard. Maintain dignity under pressure.