

How to get from where you are to where you want to be
[The 25 Principles of Success]

— Jack Canfield

- i) Take 100% responsibility for your life
- ii) Be Clear why you're Here
- iii) Decide what you want
- iv) Believe it's possible
- v) Believe in Yourself
- vi) Become an Inverse Paranoid
- vii) Unleash the Power of Goal-Setting
- viii) Chunk It Down
- ix) Success Leaves Clues
- x) Release the Brakes
- xi) See what you want, Get what you see
- xii) Act as if
- xiii) Take Action
- xiv) Feel the Fear and Do It Anyway
- xv) Ask! Ask! Ask!
- xvi) Reject Rejection
- xvii) Use Feedback to Your Advantage
- xviii) Commit to Constant & Never Ending Improvement [KAIZEN]
- xix) Practice Persistence

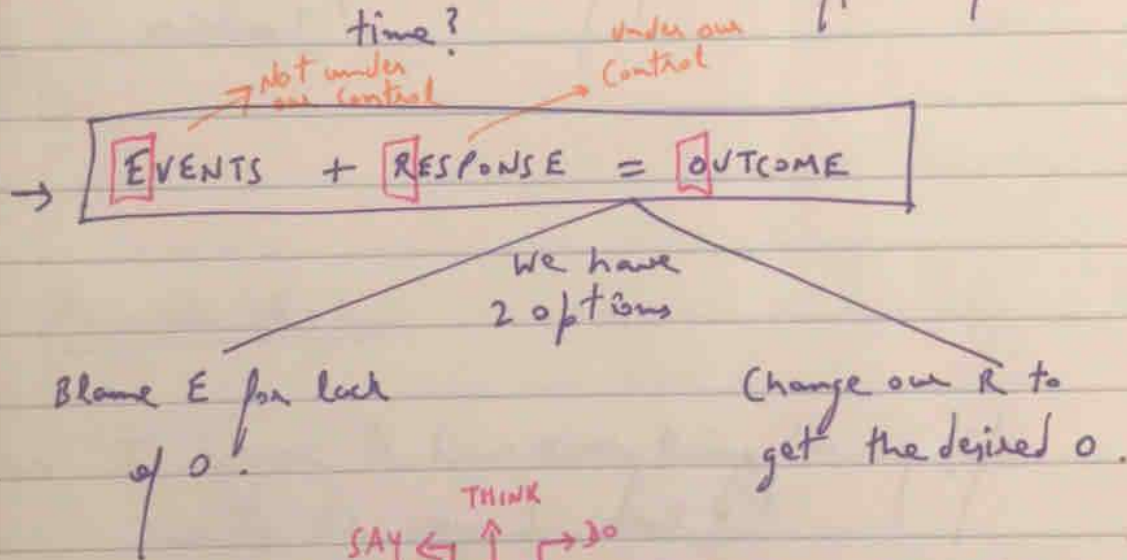
- xx) Practice the Rule of Five.
- xxi) Surround Yourself with Successful People
- xxii) Clean Up Your Messes & Your Incompletes
- xxiii) Develop Four New Success Habits a Year
- xxiv) Stay Focused on Your Core Genies
- xxv) Start Now! ... Just Do It!

Principle No. 1

- There is only one person responsible for the quality of life "I" live....
 & that person is "ME"... "ME" & no one else.
- Give up blaming & complaining
- Give up ^{blaming} excuses, outside circumstances, etc.
- I have the power to:
 - Make it different
 - To get it right
 - To produce the desired result

→ If something does not turn out to be as planned, ask yourself:

- How did I create that?
- What was I thinking?
- " were my beliefs?
- What did I say or not say?
- What did I do or not do?
- How did I get the other person to act that way?
- What do I need to do differently next time?



→ Everything we S T D ⊕ Intentional ⊕ Aligned with our purpose, values, & goals.

→ Take risks.

→ World doesn't owe me anything. I have to create it.

→ Be aware of the Yellow Alerts (Internal signals)
(gut Feeling, Intuition, Stomach sounds)

Principle No. - 2

- Write down what you want.
- Read it every day. Read it in morning, day time & night time. (THREE)
 - ↳ Picturise ⊕ (close eyes ⊕) as if you have it
- Set sometime for meditation
- Ask yourself, purpose of your living? Role in universe?

Principle No. - 3

- I deserve to have everything in my life exactly the way I want it.
- I want to & will make the difference
- I want to & will be powerful.

→ Figure out what you need, don't worry about that how you'll get there.

→ Not to limit your vision

→ Don't listen to the Dream-stealers

→ Review your vision everyday,

Principle - 4:

→ No matter how bad it is, how bad it gets, I'm going to make it.

Principle - 5:

→ I believe I am capable of making it happen.

→ Give up, "I can't".

Principle 6:

→ Look for the opportunity in everything.

→ "I believe world is plotting to do me good today".

Principle 7:

→ Be specific with your goals.

→ "How much you want & by when?"

→ Write them in detail.

→ Create a "Breakthrough" goal. [Pg 82] ^{most. Imp. life changes}

→ Don't underestimate the power of setting goals.

→ As soon as you set a goal ^[C.F.R.] $\oplus$ 3 obstacles will emerge.

Consideration : → I will have to work twice as hard.
_{Internal}

→ I won't have time for my family.

Fears : → of rejection.
_{Internal}

→ of failure

→ of losing money

→ of getting hurt (physically/emotionally)

Roadblocks : → Money problem
_{External} ^{source}
→ Govt. Rules

→ Do It Now.

Principle No.-3

→ Break your complex tasks into small manageable tasks.

→ Use Mind Mapping. [Pg 99]

→ Plan your ^{day & the} night before.

→ Make a To-Do List daily.

→ Do important things first.

Principle No-9

- Consult people who are successful & take advantage of it.
- Don't think why would someone tell me what they did? Most people love ~~to~~ to talk about their accomplished goals.
- Seek out clues.

Principle No. - 10

- Everything you want is just outside your comfort zone. - Robert Allen, The one minute millionaire
- "Releasing the brakes" by letting go your limiting beliefs & change your self-images.
- Don't be as dumb as Elephant. [Pg-109]

→ Focus only on what you really want.

→ Use the technique of Affirmation:

9 Guidelines

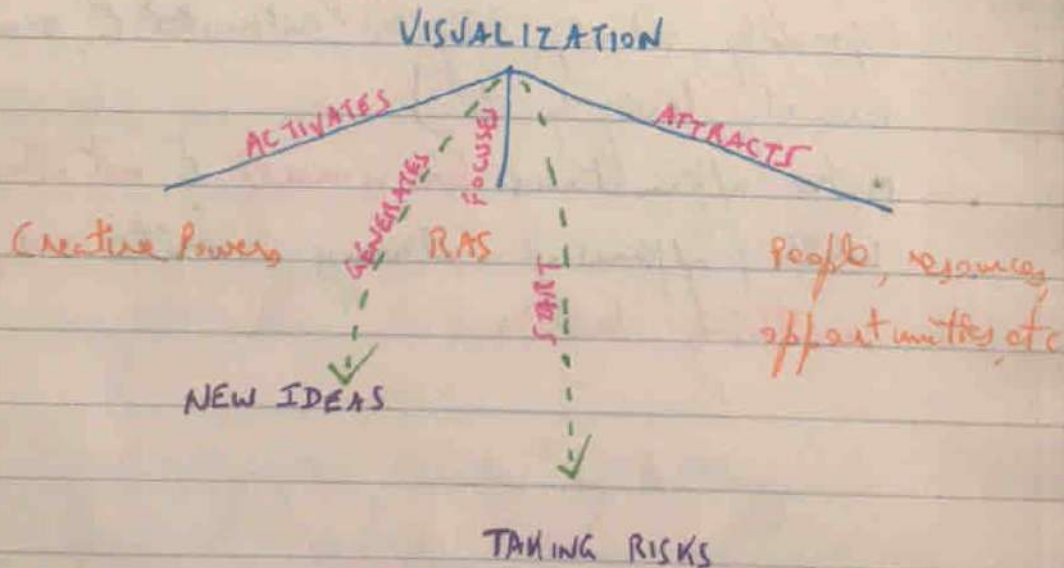
- Start with "I am"
- Always use Present tense
- State it in the positive.
- Keep it brief.
- Make it specific
- Include an action word ending with -ing
- Include at least one dynamic emotion or feeling word. [Ex ⇒ Enjoying, Celebrating, Joyfully, proudly, calmly, delighted, enthusiastic, secure, serenely, lovingly, etc.]
- Make affirmations for yourself & not others
- While affirming always write on something better

* → Reflexive Activating System

Principle No. - 11

→ Visualization accelerates the achievement in 3 powerful ways:

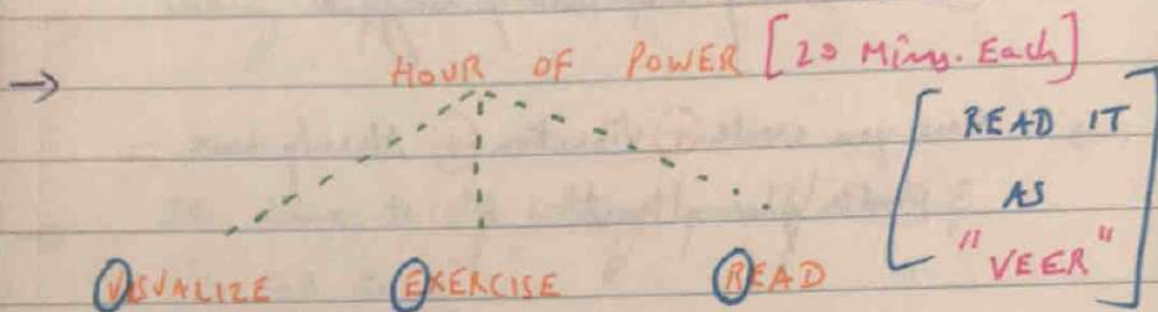
- i) Activates the creative powers of sub-conscious mind
- ii) Focuses your brain + programming RAS + Notice available resources + previously unnoticed.
- iii) Attracts people, resources & opportunities you need to achieve your goal



→ Use printed pictures

→ Use Vision Boards.

→ Set aside time to visualize



→ Start Now

→ Example:

Peter Vidmar ⊕ won 1984 olympics ⊕ Gymnastics ⊕
with power of imagination

Principle No. - 12

→ Act as if you are "already where you want to be."

→ Thinking (+) Talking (+) Dressing (+) Acting (+) Feeling (+)
Already achieved your goal.

→ More you create (+) Vibration (+) Already have =
Faster you attract

→ Be who you want (+) Do what goes along = soon you'll
have everything desired

→ Simulate the experience (+) environment

→ Examples:

2 friends (+) Fred Couple (+) Tim Wartz (+) Golf (+)
former's goal to win Master Tournament (+) latter's
to be a announcer for CBS Sports (+) they imagined
Fred to win & Tim to interview him (+) after
14 years (+) exactly the same thing happened

Principle No. - 13

→ World ⊕ doesn't pay ⊕ for what you know ⊕
it pays ⊕ for "what you do"

→ Nothing happens UNTIL you TAKE ACTION.

→ "It's time to stop holding yourself back &
"GO FOR GOLD""

→ JUST FORGET :

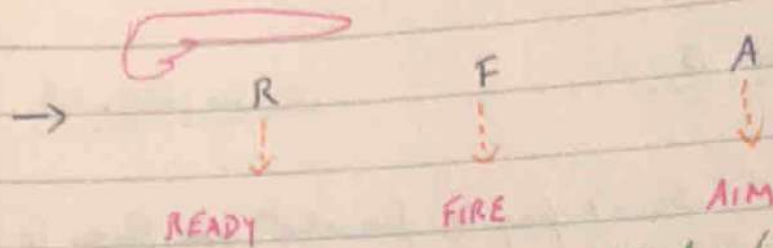
- what people will think.
- If " think you'll look greedy.
- People will laugh at you.
- Whether the other person will give you or not.

→ Plan less ⊕ get into action = on the job training

→ "QUIT WAITING!!"

↳ for perfection, guidance, permission, etc.

[16-164]



- Fire & see where bullet landed
- Adjust your aim to hit the bull's eye.
- Keep adjusting until you hit.

→ Enough Action $\oplus$ Produces Satisfaction

→ S A T I S F A C T I O N

- Get started
- Make mistakes
- Listen Feedback
- Correct
- Keep moving forward

→ Mistakes = opportunities to learn something new

Principle No. - 14

- Go after (+) what you're afraid of.
- "Feel the Fear".
- Almost all our fears are self-created. I scare myself by imagining
- F → FANTASIZED [PG-175]
- E → EXPERIENCES
- A → APPEARING
- R → REAL
- New experiences (+) Always little scary
- Every time you face fear (+) build up more confidence.
- Trust your intuition (+) go for it.
- Take a leap of faith.
- Take a chance to be great

→ Authority = 20% Given (+) 80% taken (+)
so take it

→ Keep positive (+) Stay Aware

→ Instead of getting upset when things $\neq$ want
always ask yourself "what's the possibility
that this is?"

Principle No. - 15

→ Don't assume to get a no before even asking.

→ If they say no, you are no worse off than when you started.

If they say yes, you are lot better.

→ "Be willing to ask".

13 → "ASK & IT SHALL BE GIVEN TO YOU".

→ How to Ask for what you want (Pg 201)

i) Ask as if you expect to get it.

ii) Assume you can

iii) Ask someone who can give it to you.

iv) Be clear & specific

v) Ask repeatedly [Kids do this better than anyone else]

→ To be successful, you have to **Ask! Ask! Ask!**

→ Make a list of things you want but you stop yourself from asking at home, work, etc.

Principle No. - 16

→ Rejection is a Myth!

↳ ~~Never~~ have anything to lose by asking.

↳ something to possibly gain.

→ Remember the 4 SW's

▶ Some Will,

▶ Some Won't,

▶ So what—

▶ Someone's waiting

→ "What you want, wants you"

→ Just Say "Next!"

↳ whenever someone says no,
you say, "NEXT!"

↳ Keep asking

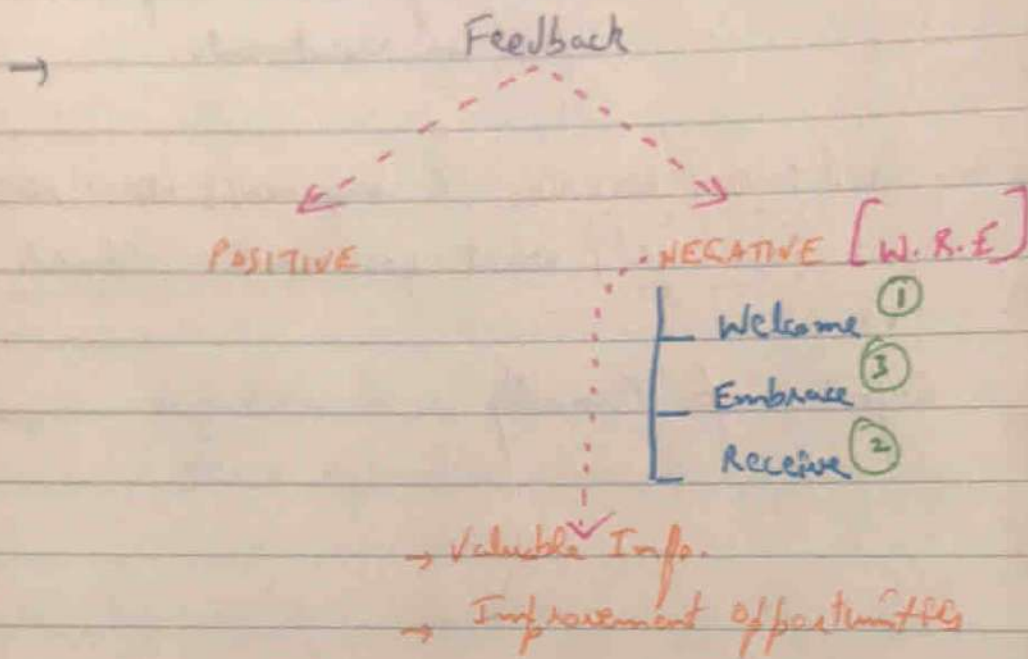
↳ Don't get stuck in your
fear or resentment.

→ You need to **ASK! ASK! ASK!** & say **NEXT! NEXT! NEXT!**
UNTIL you get what you want.

→ Rejection $\neq$ Personally

Principle No. - 17

→ Welcome Feedback, use it to your advantage.



→ Three ways of responding to feedback that don't work:

- Quitting / Quitting / Crying C
- Yelling / Anger A
- Ignore I

→ Ask for feedback

→ On a scale of 10, how would you rate ...?

13 What would it take to make it a 10!?

→ Feedback = Gift that helps you be more effective

→ Don't ignore:

▶ Yellow Alerts

▶ Your gut feeling / instinct

If ^{it} doesn't feel right, it probably isn't.

→ What to do when Feedback is that you failed??

- ① Acknowledge you did your best.
- ② " you survived
- ③ Write down what you learnt from it.
- ④ Thank everyone. Justifying reasons is waste of time.
- ⑤ Clean up messes. [Apologize, etc]
- ⑥ Go back & review your past successes
- ⑦ Regroup - spend time with +ve people

⑧ Refocus on your vision.

Principle No. 18

- Improve every day.
- Major improvements takes time. Make a little bit better every day, then over time you'll reach your goals.
- Make a commitment to keep getting better & better.
- Decide what to improve on & begin in manageable steps.
- "KAIZEN" is a Japanese word for constant & never ending improvement.

Principle No. - 19

- Simply refuse to give up.
- Longer you persist = The more likely your success.
- ≠ Discouraged by defeats
- FALL down 7 times, get UP 8 times.
- Always be solution oriented.

Principle No. - 20

- Do 5 specific things that will move our goal towards completion

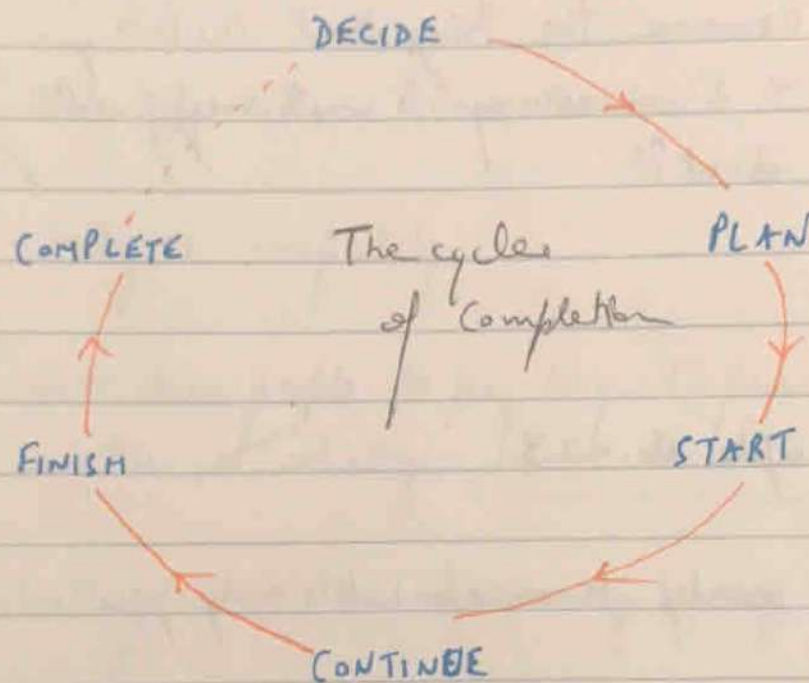
Principle No.-21

- Spend time with people you want to become like.
- Join chamber of commerce, courses, seminars.
- It is normal to have challenges.
- Always have a solution-oriented approach.
- Avoid toxic people, -ve people.
- Surround yourself with people:
 - +ve ⊕ Uplifting people
 - Encourage you
 - believe in you
 - applaud your victories.
- Ask successful people, their reason of success

→ Read what they read, think what they think

Principle No.-22

DPS/SC/FC



→ The Four D's of Completion
Either

[Pg 272]

D. It

Delegate It

Delay It

Dump It

[4D's]

- Complete $\oplus$ Past = our present show up fully
- Clear out $\oplus$ old = make room for new
 - Junk drawers
 - clothes never worn
- Remove the thing that irritate you,
it is unnecessary to waste energy sulking
about it

Principle No. - 23

- Develop 4 success habits every year.
- Drop some habits, replace them with productive habits
- Two Action Steps to change your habit
 - ↳ List of -ve habits
 - ↳ Choose a success habit

→ Research shows, if you repeat your behaviour for 13 weeks, it will be yours for life.

Principle No - 24

→ Identify your "Core Genius"

→ Delegate completely.

→ "Get other people to pay to you to practice better at what you love to do"

→ Starting out (+) to make money = Big Mistake

→ Do what you like doing = money will follow

Principle No.-25

- "Just do it".
- Get into the game, learn by doing,
- Quit waiting.
- Most of the life is on the job training
- Have a will to take the risk.
- Jump into the ring.
- Begin with one step at a time
- "A journey of 1000 miles must begin with one step".
- Anything valuable, takes time.
- Make the commitment to start now.

→ Just Begin = Path of opportunities (+) Keeps
unfolding in front & side of you