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INVESTIGATING CONCEPTS OF SUCCESS

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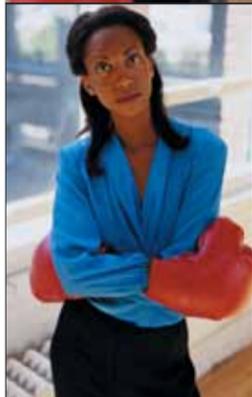
The Challenges of Success



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Challenges of Success



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Life is full of challenges. In my more philosophical moments, I have mentally compared our seasons of success to the seasons here in the northern hemisphere. Sometimes we are spurring forward with spring growth, or summer hot with wonderment concerning our good fortune, other times our business seems to be waning like the last leaves of fall, or we may even feel frozen out with the cold blast of winter. A Martin King quote provides another perspective.

The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.

Tony Robbins suggests I challenge you to make your life a masterpiece. I challenge you to join the ranks of those people who live what they teach, who walk their talk.

In this magazine we explore various aspects of the Challenges of Success. We hope that they encourage you to persevere through the tough times, enduring whatever it takes until it passes and we are again enjoying times of prosperity. Good luck and many blessings to you all.



Are You Fighting the Wrong Enemy?

by Jim Rohn

I read many articles weekly, written by respected authors who give their impression of what holds people back from achieving success in life, business, whatever. The number one obstacle listed by most? Fear. Fear of failure. Fear of success. Fear of any or all of a dozen or more things, real or imagined. Fear, it would seem, is the enemy we must conquer in order to reach the "Promised Land" of our dreams and goals.

I respectfully disagree.

Ralph Waldo Emerson once wrote, "A hero is no braver than an ordinary man, but he is braver five minutes longer."

Everyone has fears, even the extraordinarily successful. In fact, fear can be quite a useful thing. Many times it keeps us from doing things that could prove harmful - or just downright stupid.

So why, then, do some achieve their dreams while others do not? I believe the secret lies in knowing the right enemy to conquer. What does fear produce in us that becomes the enemy to our achievements and accomplishments?

-- A belief in the "fundamental lie". The fundamental lie is that false assumption, misunderstanding, or inaccurate life formula that dictates many of our thoughts and actions and, therefore, results.

-- Complacency. Quite simply stated, we settle for the mediocre, or the status quo. It has been said that, before any meaningful change can occur, we must become wholly dissatisfied with the status quo. Fear often produces in us a complacency that far outweighs our dissatisfaction with the status quo, so we settle for less.

-- "Paralysis by analysis". Our fear often produces an overwhelming need to "figure it all out", to "get all of our ducks in a row". Don't misunderstand me here; I'm not suggesting that there's something wrong with planning and weighing options. However, there's a vast difference between strategic planning and in trying to work out every conceivable scenario that may occur.

-- Hopelessness. The ultimate enemy that fear can produce in us is hopelessness. It is the feeling that says, "There's no use." This is the enemy that most often deals the fatal blow to our dreams and aspirations. When you have hope, you have the power to act. When you are hopeless, you are powerless.

Are you fighting the wrong enemy? Stop trying to overcome your fear and look rather to what it may be producing in you. That is the real enemy.

How to Conquer Fear of Success

By Naseem Mariam,
Project Management Coach

Success means different things to different people. It is something to which we all aspire. Or is it? Do some of us intentionally ruin opportunities to reach our goals? Do we find ways to fall just short of obtaining short-term or even long-term goals?

Believe it or not, some people may just do so. When we fear success, we procrastinate, we talk ideas to death instead of doing them, and we never quite finish a project. When you become aware that thoughts such as these exist in the subconscious mind, take some precautions, since the fear of success has a tendency to sabotage your efforts.

- a. You fear the changes in your lifestyle that will accompany your success: the loss of privacy, the decrease in time for your loved ones, the need to travel a lot, to meet new people, to be more on the move.
- b. You fear that the time demands from your profession or business life will increase out of proportion; you fear that your body and health will not permit you to sustain the success that you achieve.
- c. You fear that the wealth which accompanies success will spoil your character or that of your children.
- d. You fear that, if you succeed once, your friends and customers will expect you to succeed more often; people will increasingly expect more of you; when the bar is constantly raised, you fear that, at some point in the future, you will fail to deliver the goods.
- e. You fear that success will turn your present friends away from you; you fear being surrounded by sycophants and shallow friends who will ride with you along the success wave and abandon you when the going gets rough.
- f. You fear that some acquaintances will envy you, perhaps backbite about you; you fear that you will make enemies, that some people will wish you ill, that they will be malicious enough to plan your downfall; you fear their black anger at your success.
- g. You fear breaking the barriers and boundaries of stereotypes. The fact that men dominate the boardrooms and upper echelons of the business world keeps back many women from attempting to work towards success.
- h. You fear that your accomplishments can self-destruct at any time.

As long as these fears are identified and kept under control, or offset with positive feelings and thoughts, you will not sabotage your own success. When you give in to such fears, and listen and believe in the case studies of failed successes, then you may find that you are your own worst enemy.

What you can do to overcome this block

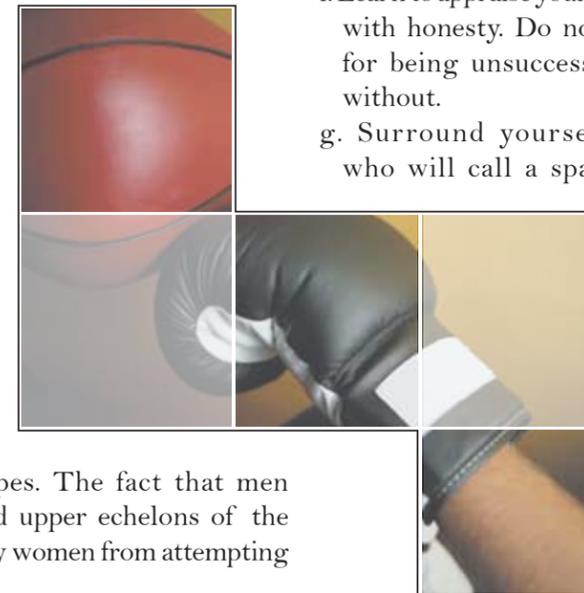
- a. Think back on past patterns that reinforce the fact that you have feared success earlier. Recognize and evaluate whether you have the fear of success today.
- b. Spend some time and effort on self-improvement: self assurance and belief in one's capabilities are the antidote for this malaise. Learn to help yourself and face any situation by building yourself strong from within.

- c. Get the free email course Success Comes From Within by sending a blank e-mail to within@sendfree.com. Do the exercises given in the course and strengthen the foundation of your success.
- d. Serve others with no thought of recognition or reward. Often we have a lot of insecurity about who we are. We have a tendency to shut each other out. We don't know how to share. The solution lies in giving others a hand up and, in the process, becoming free of our own fears of success, of failing in front of others better than ourselves, fears of our own incompetence. Service to others with a giving heart does take the focus away from our own fears into others' needs of us and how we can help them.
- e. Celebrate and record your triumphs. Reward and reinforce yourself for the hard work, effort and sacrifices you've made to achieve success.
- f. Learn to appraise your achievements and accomplishments with honesty. Do not wallow in excuses and reasons for being unsuccessful. Work from within and not without.
- g. Surround yourself with good, honest friends who will call a spade a spade and help you put a proper perspective on your achievements, accomplishments, and successes.
- h. Visualize the behaviour, attitude, and beliefs you will have when you are successful, and start behaving like a success today. This will send positive messages of plenty to your subconscious mind which, in turn, will know how to trigger more successes.

i. Become comfortable and enjoy giving praise and credit to others for their accomplishments. Learn to accept compliments and recognition from others with joy and a feeling of health.

What is your dream of success? Do get out of your own way. Learn to give yourself a hand up and go the last mile towards success.

Naseem Mariam is the editor of Management That Soars newsletter and author of Project Serenity - How to Gain Happiness and Peace. Her writings draw life from her 18 years' experience managing software projects. Let her guide you towards faster all round success and a stress-free, joyous life. Her free e-book and newsletter tell you how. Subscribe via e-mail to projectdioxide@sendfree.com or visit her online at www.123projectmanagement.com.





Four Minutes of Darkness

by Michael Rawls

The Law of Polarity states that everything has an opposite. It's a law. You can't fall 6 feet down from being only 4 feet up. You can't turn left without coming from the right. "Yes" only exists because "No" does too; otherwise it would be meaningless. By law, if something bad happens, then it is simultaneously good. If something is a little bit bad, then it is only a little bit good. If something is catastrophic, then there is, within it, something phenomenally awesome! Everything has an opposite. Equal and opposite.

Truly the light is sweet, and a pleasant thing it is for the eyes to behold the sun. But if a man live many years, and rejoice in them all, yet let him remember the days of darkness, for they shall be many.

Ecclesiastes

I was working in a shipyard, building gunboats for the Royal Saudi Arabian Navy. As often happens in the Pacific Northwest, it was overcast. Word had passed around that there was going to be an eclipse that day, and quite a few of us were prepared to see it by carrying a piece of darkened glass, just like the welders use. Others gave it no thought; it was just another day to them. That was to change.

It got darker as the afternoon went on, but that happens when the cloud layer gets thick and I didn't take any particular notice of it right away. Then it got really dark, and the lights controlled by photocells came on as if it were nighttime. Activity in the shipyard ground to a halt, except for those inside the bowels of the ships under construction, and we stood around in small groups, speaking in hushed voices. Even the birds were still. "This is spooky," someone said.

We discussed how quickly it went from a grey dusk to really dark. It was an almost immediate nightfall,

unlike evening when the sky darkens more gradually. Some of the workers just coming outside from below-decks were visibly shaken by the darkness, as if they had lost their sense of time and had worked into the night without knowing it.

Believe it or not, the total occlusion of the sun only lasts four minutes. After a short while, the night-like darkness passed and the dark-grey returned. Once again, it did so rather quickly. Soon, the novelty of the whole thing wore off, and most people got back to work. Not much later it was daylight, just like any other cloudy day in Washington State. It took about five or six minutes for this sequence of events to happen.

I remember that several of the workers were upset because they were not able to see the eclipse through the clouds. Others were still standing around, still discussing the eclipse, still hoping that the clouds would thin out so they could see it. After a few meaningful looks and stern words from the production supervisors, we all got back to work. The clouds eventually did thin out, and a few of us peered through the smoke-glass and the cloud cover to see the moon obscure just a fraction of the sun.

We had been talking about the impending eclipse for days before it happened. For me, it was the first solar eclipse I could remember experiencing, and the last for many years to come. I wanted to see it. Looking back on the whole thing, it is curious that I could have been so excited about four minutes of darkness. What were the production supervisors concerned about with respect to the eclipse? A report was later issued that an estimated total of 200 man-



hours of production were lost in that few minutes. The supervisors were excited not at all.

How many hours of my life have I spent being concerned about the challenges I am facing, and being gloomy about the darkness that those challenges bring? Hundreds? Perhaps thousands of hours. Days of darkness, according to The Preacher's words in Ecclesiastes ... too many. There is work to do. The sun is up, and I must go about the job of living. Four minutes a day to feel sorry for myself and my situation, if needed. But no more than that, please. No more

time than it takes for a total eclipse of the sun. That leaves four-hundred and seventy-eight minutes per day for sleep, and nine-hundred and fifty-eight minutes each and every day for everything else. Over the course of a lifetime, the bad stuff will take only as much of my time as I give over to it. One full 24-hour period, distributed over the course of a year in four-minute daily increments, should be more than enough. Hey, it is just a shadow. It will pass; shadows always do, and the light will quickly return. You'll see.

You Can't Have It All

Ninety-five percent of achieving anything is knowing what you want.

A group of people were preparing for an ascent to the top of Mont Blanc in the Alps in France. On the evening before the climb, a French guide outlined the main prerequisite for success. He said, "To reach the top, you must carry only equipment necessary for climbing. You must leave behind all unnecessary accessories. It's a difficult climb."

A young Englishman disagreed, and the next morning showed up with a rather heavy, brightly colored blanket, some large pieces of cheese, a bottle of wine, a couple of cameras with several lenses hanging around his neck, and some bars of chocolate. The guide said, "You'll never make it with that. You can only take the bare necessities to make the climb."

But, strong-willed as he was, the Englishman set off on his own in front of the group to prove to them he could do it. The group then followed under the direction of the guide, each one carrying just the bare necessities. On the way up to the

summit of Mont Blanc, they began to notice certain things someone had left along the way. First, they encountered a brightly colored blanket, then some pieces of cheese, a bottle of wine, camera equipment, and some chocolate bars. Finally when they reached the top, they discovered the Englishman. Wisely along the way he had jettisoned everything unnecessary.

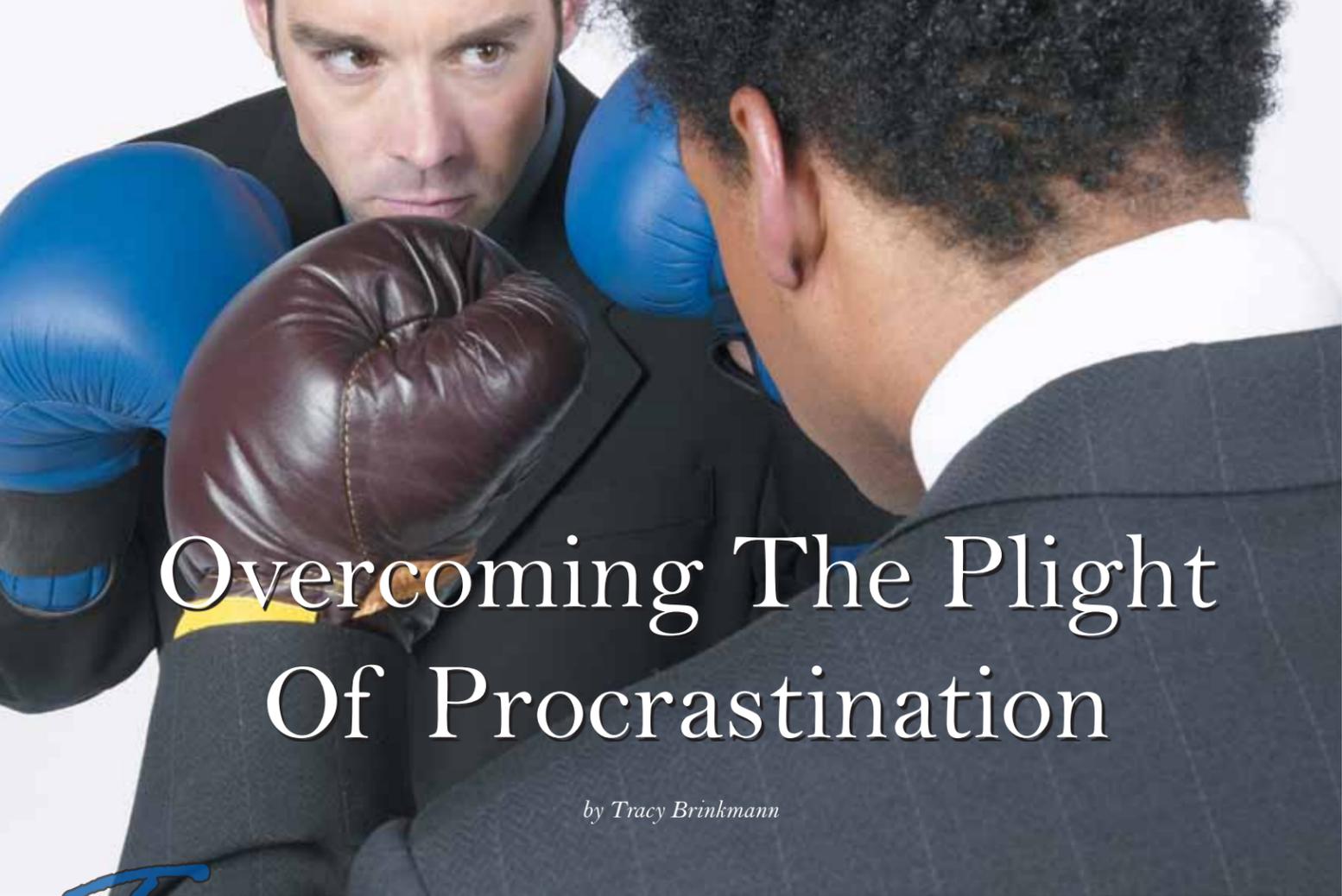
So it is along the road to success. The way is steep the path is tough. You need to focus only on the necessary things.

or
can
you?

"To enjoy the things we ought and to hate the things we ought has the greatest bearing on excellence of character."

— Aristotle





Overcoming The Plight Of Procrastination

by Tracy Brinkmann

Things are being accomplished more and more quickly in today's world. Computers, PDAs, cell phones, and many more marvels of modern technology have enabled us to accomplish more in less time than we could have imagined a mere 10-15 years ago. With all this ability to get things done at our fingertips, why do so many put off their responsibilities and even their dreams? Let us spend a few minutes answering those questions, as well as sharing some steps you can take to avoid becoming (or remaining) at the mercy of the plight of procrastination.

"The main reason people procrastinate is fear," says Neil Fiore, Ph.D., and author of *The Now Habit*. Many procrastinators fear they will not accomplish what they are setting out to do. They fear they do not have the necessary talent or the needed tools

to complete the task. They fear they will look foolish or amateurish in the eyes of their peers. Most of them would prefer to be called lazy and be seen as lacking in effort, rather than make consistent timely attempts, risk faltering in these attempts, and be seen as lacking in ability.

Perfectionism also ranks high on the procrastination list. So many believe that they must create the perfect essay, the perfect presentation, or the perfect business model. In this push for perfection, they put off even getting started. Insecurity plays into this as well. Those that do their best because they have a true desire to win or to succeed tend not to procrastinate. However, those that think they must be perfect in order to gain acceptance, or to please those around them, often put off important tasks.

At times, beliefs will also be the root cause of procrastination, such as "I work better under pressure", "I don't have the knowledge (or skills) to accomplish this task", or "This task is such a mammoth undertaking. Am I up to it?" All of these have the potential to cause procrastination. In addition, choice-stealing thoughts and beliefs along the lines of "I must" push you to put off tasks, as you will feel a bit of resentment at not having a choice. Take a moment and ask yourself what thoughts were keeping you from your task the last time you fell victim to the plight of procrastination?

Action is the first step to overcoming the plight of procrastination. While that may sound simple, those that have fallen victim to procrastination will attest that it is easier said than done. So let us take a look at some solutions that

will empower you and help you fend off procrastination, allowing you to reach your goals in a timelier manner.

My first and most impassioned recommendation is to set goals. Real goal setting will do wonders for most every symptom that makes us sick with procrastination. Sitting down and seriously setting out your goals for your desires, your business, your career, and even your family and social life will reap amazing results, if you follow through. Trust me when I say that follow-through will become much easier with a real set of laid out goals for all areas of your life. For more information and some basic guidelines around goals setting, please review the article *Goal Setting 101*, available via email from successarticle_9@sendfree.com. Use the goal setting process to address any/all of your fears as well.

Avoid "I must" statements. "I must" and "I have to" assertions affect your outlook to a mood of not having a choice, and you risk feeling resentment. Your control over your life really starts with what you think on a regular basis. It's like the saying goes, "You are not what you think you are. But what you think, YOU ARE." You must recognize that you do have a choice. This realization will enable you to move from "I must" to "I want to"! Do not get me wrong; I know there are situations where the choice does not seem to be yours but, if you think it through, the choice is ultimately yours.

For all my perfectionist friends, allow yourself permission to do a 50 percent solution first. Your urge to do it 100 percent right on the first try will be your biggest challenge. During your goal-setting process, I encourage you to make the quick and dirty solution one of your sub-goals. If your goal is cleaning the garage, then perhaps your

quick and dirty solution can be getting rid of all the trash. Surely that does not constitute the 100 percent solution of a clean garage, but it at least serves as a stepping stone to the level of perfection you're striving to achieve. If you break down your overall goal, in this case cleaning the garage, into smaller sub-goals: get out all the trash,

"To enjoy the things we ought and to hate the things we ought has the greatest bearing on excellence of character."

— Aristotle

organize the garden tools, straighten the shelves, dust, sweep the floor, paint the walls, etc., then your perfectionist urge can help if you apply it to the smaller sub-goals appropriately in order to accomplish the overall goal of cleaning the garage. You have to remember you are only human, and the imperfect job completed today is far superior to the perfect job postponed indefinitely. You can always revise it and make it better, once it is started.

The last tip I am going to leave you with is the quickest one you can put into action today: the 30-minute plan. Select a small piece of work that you can commit thirty minutes to. Next, choose a reward for yourself; one that you will claim once you have worked on this task for the allotted thirty minutes. No matter what you accomplish in the thirty minutes, the reward is yours as long as you put in the time. The reward you choose is purely up to you and your preferences. For me, rewards such as thirty minutes of game time on my favorite Xbox game are a motivating reward, or watching my

favorite TV program. Your rewards must be meaningful to you. The idea is to shift your focus from the displeasure of doing the task to the pleasure of the reward. The idea here is that if the reward is worthy, then you will be able to endure the mere thirty minutes of real effort in order to reach it.

What will happen, most of the time, once you sit down to put in your thirty minutes, is that you will work forty-five, sixty, or more without giving it a second thought. You will actually get so involved in the task, even if it is a difficult one, that you will WANT to keep working on it. The next thing you know, one hour or more has passed and you have actually accomplished something. All the while, the reward you identified was there. Once those first thirty minutes went by, you could have rightfully claimed it. However, what happened was that once you sat down and began working on your task your focus shifted. It moved from the worry and fret of the task to focusing on completing the current piece of work placed before you in this small thirty-minute window.

Once you decide to stop working, claim your reward (as long as you have put in your thirty minutes). Enjoy your reward; you earned it! Then quickly schedule your next thirty-minute block of time and select the reward for that block as well. You will quickly begin to associate more pleasure to the task and its completion as you realize that your rewards will immediately follow your efforts.

You now have a few tactics for fighting the plight of procrastination. Combine your goals, sub-goals, and action tasks with the thirty-minute plan. With that, you will begin to move yourself quickly along the road towards reaching those goals one half hour at a time.

Plan A:

Your desired goals and credible plans to achieve them.

Plan B:

Your alternative solutions when things don't go as planned.



**If
Necessary,
Go to C
and then
Plan D**

When we approach our work and relationships with: "I knew it wouldn't work!", We are expressing indifference to the outcome. If you are stonewalling, running away, or sticking your head in the sand pretending what's happening isn't happening or what's happening is out of your control, then you have chosen indifference and powerlessness. Indifference will lead to failure in long-term relationships or career goals. To move out of this state of powerlessness, we must choose to face adversity ... plain and simple.

Where does adversity come from? First it comes simply from the increased desire for what you want to be your experience. Adversity just proves Einstein's theory: that, for every action, there is an equal and opposing reaction.

Secondly, adversity sometimes comes from the people within your current circle of influence. Napoleon Hill said it best in his book, *Think And Grow Rich*: "We become who we associate with." The question is, "Are you associating with whiners, complainers, and people who consistently see the glass half empty rather than almost full?" Think about it. Listen to the conversations that go on. Are they on Plan A: go on with their initial plan, Plan B: settle for second best, or Plan C: let's look for another way?

In those moments of getting my head back on straight, I realized that I was afraid to increase my desire. I was afraid that I'd just build up all that desire and then be disappointed if it didn't work out.

Have you ever considered that we sometimes hold on to the past? That is, we cling to the status quo because we know what it is like, and we are too comfortable there. "I cannot

move forward into this next year without leaving something behind ... and possibly the most difficult to let go of are treasures of painful experience," says Dr. Paul Tournier, Swiss Psychologist.

Are you with me so far? Ah yes, the 'Treasures of Painful Experiences'. How often we cling to past experiences as the only possible reality. But, you just tie up your energy when you think things can only happen one way! Move beyond that. Move past the restrictions that caused your my mind to "police out" anything unlike what you were focused on. Now is the time to start capitalizing on those straws! Make them work for you. Start thinking

"I cannot move forward into this next year without leaving something behind... and possibly the most difficult to let go of are treasures of painful experience."

**- Dr. Paul Tournier,
Swiss Psychologist**

about what other things are "possible". If necessary, try something outlandish. As soon as you turn up desire, your mind will become a finely tuned laser and will literally start presenting you with alternative solutions.

Plan C: 'C' it through into UnChartered Territory.

Be willing to be wrong! There's Plan A ... now down the tubes. There's Plan B ... which is really only about trying to make yourself settle for second best, and then there's Plan C ... the "incredible" plan of action, the Uncharted Territory, The Road Less Traveled, The Adventure, The Desired End Result! Understand that there are infinite possibilities as to how something can play itself out. So now

is NOT the time to give up. Now is the time to HOLD FIRM to the vision and NEVER, NEVER, NEVER GIVE UP!

Plan D. Turn Up The Desire

When you increase DESIRE, you increase your capacity to experience life from your heart. It starts with recognizing that you've collapsed into the "appearance" of impossibility, and then yanking yourself out of it with power words like: "It's not over until I win!" "It's not Impossible, but Is-Most-Possible." Is there ANY other way, a better way?

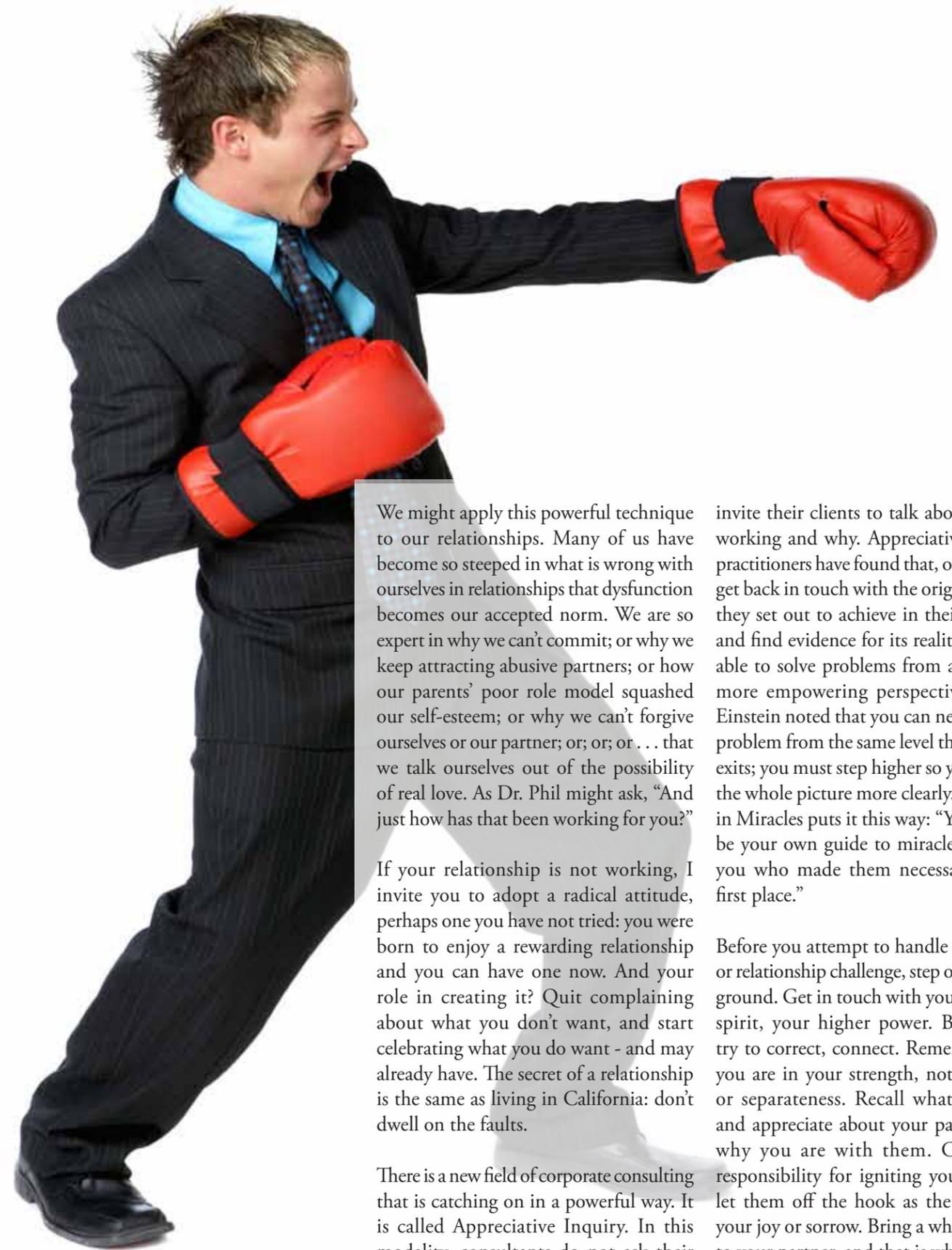
A Plan D Specialist is a person who determines that, no matter what the reality or how impossible a situation looks, they are going to find a way to turn it around. These kind of people get in touch with desire and, rather than decreasing it, they increase it. In doing this, they are willing to take the emotional risk that's necessary to initiate change instantaneously.

It's been said that all limitations in our lives would vanish if only we would love more. Generally, the very point at which many "give up" is the very exact moment that more energy and desire is necessary to push through adversity to make it to the other side, which brings me to another saying ... don't stop five seconds before the miracle.

The greatest adversity we will ever meet in life is in the moment we go for Plan C ... because in that moment we will be moving away from old choices and limited thinking to moving toward the new choices into Uncharted Territory. The fight for freedom from limitation is ultimately an internal battle, but if you persist you will eventually experience new external rewards.

The Addict and the Sage

I heard about a psychologist who was assigned to work with a young man with a long history of drug addiction. Jack showed up in Dr. Estelle Parsons' office with a thick dossier of troubles and dire diagnoses. As Dr. Parsons began to interview Jack, he launched into many stories and justifications for his addictive behavior. But she did not go there with him. "Tell me about what you did this week that was not addictive," she summoned him. At first, Jack could not think of much of his week unrelated to his addiction. Then gradually, over months of therapy, Dr. Parsons was able to elicit more and more information about the healthy Jack. At some point the focus of the sessions shifted from Jack's ineptitude to aspects of his life that he had mastered. Jack began to identify with his strength and take pride in it. Eventually he dropped his addiction entirely. Dr. Parsons was the first therapist who was able to accomplish this extraordinary transformation with this patient.



We might apply this powerful technique to our relationships. Many of us have become so steeped in what is wrong with ourselves in relationships that dysfunction becomes our accepted norm. We are so expert in why we can't commit; or why we keep attracting abusive partners; or how our parents' poor role model squashed our self-esteem; or why we can't forgive ourselves or our partner; or; or; or . . . that we talk ourselves out of the possibility of real love. As Dr. Phil might ask, "And just how has that been working for you?"

If your relationship is not working, I invite you to adopt a radical attitude, perhaps one you have not tried: you were born to enjoy a rewarding relationship and you can have one now. And your role in creating it? Quit complaining about what you don't want, and start celebrating what you do want - and may already have. The secret of a relationship is the same as living in California: don't dwell on the faults.

There is a new field of corporate consulting that is catching on in a powerful way. It is called Appreciative Inquiry. In this modality, consultants do not ask their clients what is not working and then try to find ways to fix it; instead, they

invite their clients to talk about what is working and why. Appreciative Inquiry practitioners have found that, once people get back in touch with the original vision they set out to achieve in their business and find evidence for its reality, they are able to solve problems from an entirely more empowering perspective. Albert Einstein noted that you can never solve a problem from the same level the problem exists; you must step higher so you can see the whole picture more clearly. A Course in Miracles puts it this way: "You cannot be your own guide to miracles, for it is you who made them necessary in the first place."

Before you attempt to handle a personal or relationship challenge, step onto higher ground. Get in touch with yourself, your spirit, your higher power. Before you try to correct, connect. Remember who you are in your strength, not your fear or separateness. Recall what you love and appreciate about your partner, and why you are with them. Claim full responsibility for igniting yourself, and let them off the hook as the source of your joy or sorrow. Bring a whole person to your partner, and that is who you will call forth in them.



Give Your Problems a Strong Right Hook

Handling Problems

A test of a leader is the ability to recognize a problem before it becomes an emergency.

Under excellent leadership, a problem seldom reaches gigantic proportions because it is recognized and fixed in its early stages. Great leaders usually recognize a problem in the following sequence.

1. They sense it before they see it (intuition).
2. They begin looking for it and ask questions (curiosity).
3. They gather data (processing).
4. They share their feelings and findings to a few trusted colleagues (communicating).
5. They define the problem (writing).
6. They check their resources (evaluating).
7. They make a decision (leading).

Successful people are seldom blindsided. They realize that the punch that knocks them out is seldom the hard one - it's the one they didn't see coming. Therefore, they are always looking for signs and indicators that will give them insight into the problem ahead and their odds of fixing it. They treat problems like the potential trespasser of an Indiana farm who read this sign on a fence post, "If you cross this field, you better do it in 9.8 seconds. The bull can do it in 10 seconds."

The Twenty-Four Hour Rule

Don Shula, former coach of the Miami Dolphins, is the only coach to have led his NFL team to a perfect season and a Super Bowl victory. His secret? When he coached, he held a twenty-four hour rule. After a football game, he allowed himself, his coaches, and his players only twenty-four hours to celebrate a victory or sulk over a defeat. During that time, they were encouraged to make the most of the experience. But once the twenty-four hours were over, they had to put it behind them.

Boxers and Success people can benefit from that advice.



Individuals and Companies
who exemplify these traits of
SUCCESS can be found on our
website in the 'Profiles' section



*"Success is not final,
failure is not fatal: it is the
courage to continue that counts."
— Sir Winston Leonard Spenser Churchill
(1874-1965)*