

Eight

STEPS

to

SUCCESS

Samuel Blankson

Eight Steps To Success

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DEDICATIONS

I give all thanks to God for filling my cup abundantly. Special thanks to my wonderful wife Uju, for making the journey fun and always being there for me. Without your meticulous editing, this book project would not have been possible.

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INTRODUCTION

We are fortunate to live in one of the most exciting times that humanity has ever known. We have made advances in medical science and technology that allow us to live longer than our grandparents ever dreamed possible. We can now share information instantaneously, and travel effortlessly all around the globe in less than a day.

These successes in science and technology have opened up opportunities for everyone to succeed in the world today, yet few people live a successful life. Few people wake up each day happy, joyous, and content. Few people live a life free from countless worries cantered around bad relationships and money.

We would all like to live a successful life, a life where our health, family, spiritual life, education, relationships, and finances are a source of happiness and joy.

This life is attainable by following timeless success principles. These principles have been forgotten by our fast food, fast-paced, reality TV society.

This book defines, explains, and shows you how to apply these principles and skills in your life today, to attain happiness, contentment, peace, joy, and prosperity.

SUCCESS STEPS

Through out human history, success has been desired by many who seek to elevate their spiritual, social, financial, physical, or mental position. Whilst the secrets of success are timeless and have been emphasized, preached, and documented in many religious manuscripts, as well as literary works by authors such as Napoleon Hill, many people today are still living unsuccessful lives.

For many, this lack of success stems from, not observing the timeless principles that helped merchants, religious leaders, and kings, thousands of years ago, to become successful. Today, leaders like Billy Graham, Bill Gates, Oprah Winfrey, and George Bush use these same timeless principles to achieve phenomenal successes in their chosen fields.

The achievements of the leaders of today are fine examples of the results you can achieve from utilising timeless, simple, and practical principles of success. These principles are not only limited to our leaders. In fact, these leaders did not start out successful. They developed their successes through the consistent dedicated application of timeless success principles that you will learn in this book.

These principles have been divided into eight power principles that we will now examine. These are as follows:

1. Belief
2. Self-esteem and Self-image
3. Attitude
4. Integrity
5. Planning and Goal Setting
6. Amiability
7. Kaizen (see Appendix 1)
8. Action

Let us now look at each of these principles in depth.

BELIEF

BELIEF

The thoughts you regularly think, will shape your opinions, behaviour, and beliefs. By believing in something, you not only hold a group of thoughts as true, but you also are emotionally tied to these thoughts.

Your beliefs can work against you, as well as for you. We shall look at how you can change your beliefs so that they work to support your success.

What is belief and why is it vital to success?

When you place confidence and trust in someone or something, you are exhibiting belief. The life of a belief starts out as a thought. You can liken a belief to a tabletop. The supporting legs of the tabletop are the reasons that help support the belief. The more reasons you have to support a belief, the stronger and sturdier the belief will be. Similarly, the more legs a table has the more secure and sturdy the tabletop is. See Figure 1 for a graphical illustration of this analogy.

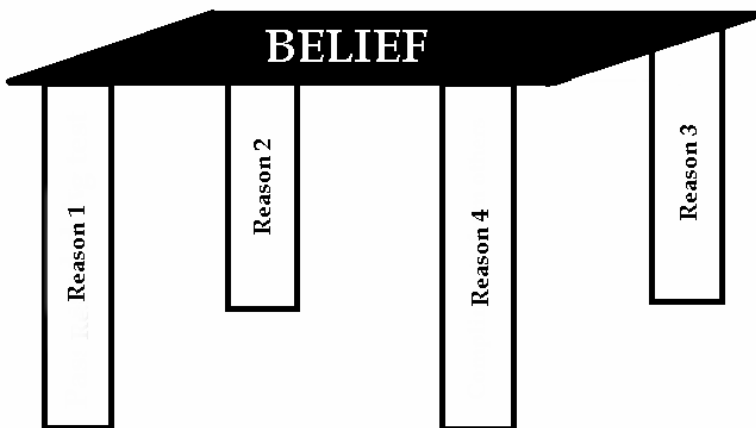


Figure 1: Belief table analogy

Just as a tabletop can be made unsteady, unbalanced, and even caused to collapse by removing its supporting legs, so too

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can your beliefs be shaken and destroyed by removing the supporting reasons from under them.

Beliefs cause us to act, they motivate us, and they can do the opposite too. Therefore, it is vital that we develop empowering beliefs with a multitude of supporting reasons, so that the beliefs supported and stay secure and sturdy.

Figure 2 illustrates the different types of beliefs and their range of influence.

Universal beliefs are beliefs that affect everything, and everyone in the universe. An example of this type of belief is the existence of gravity, limitations of light speed etc.

Global beliefs are beliefs held by most people in the world. For instance the belief that “there is a heaven and hell”, “German cars are more reliable,” “communism does not work,” “Ethiopians are the best marathon runners” etc. These beliefs need not be true or accurate; they just need to be believed by the masses.

External beliefs are beliefs we hold of people and things in our everyday life. An example of an external belief is “my wife is beautiful.” “I have a great job.”

Finally, we come to **personal** beliefs. These are beliefs you hold about yourself. An example of a personal belief is, “I am a winner” “I am loved”, “I am blessed” etc.

Of all the types of beliefs, your personal beliefs will affect you the most. They alone will determine your level of success in life. It is thus critical that you make sure your personal beliefs are empowering, positive, and supportive of your success.

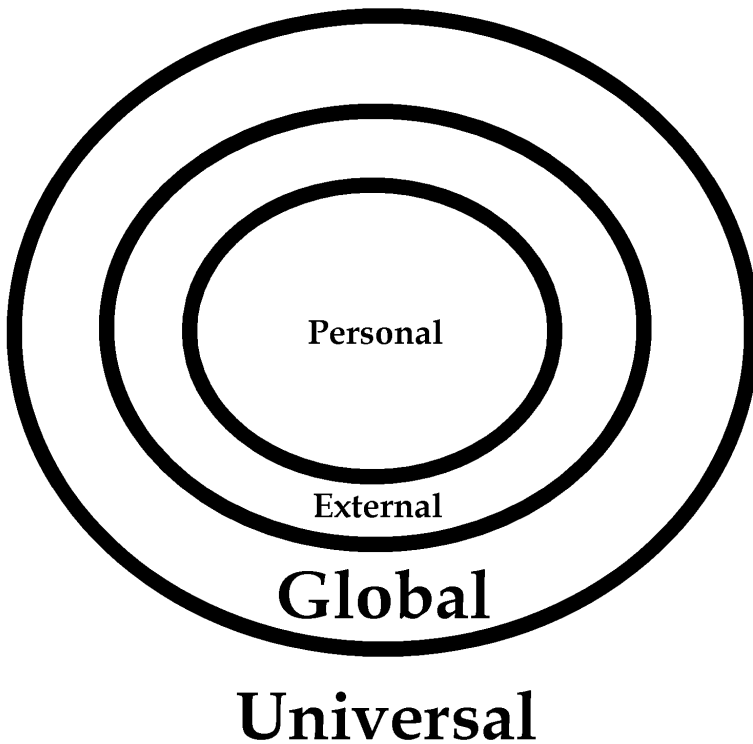


Figure 2: Your sphere of beliefs

Obstacles to belief

Belief is a two edged sword, on one side it will help you achieve phenomenal success in any endeavour, but on the other hand it can also help you achieve the greatest failures, and commit the worst crimes against yourself and humanity. See Figure 3 for an illustration of the results of action combined with good or bad beliefs.

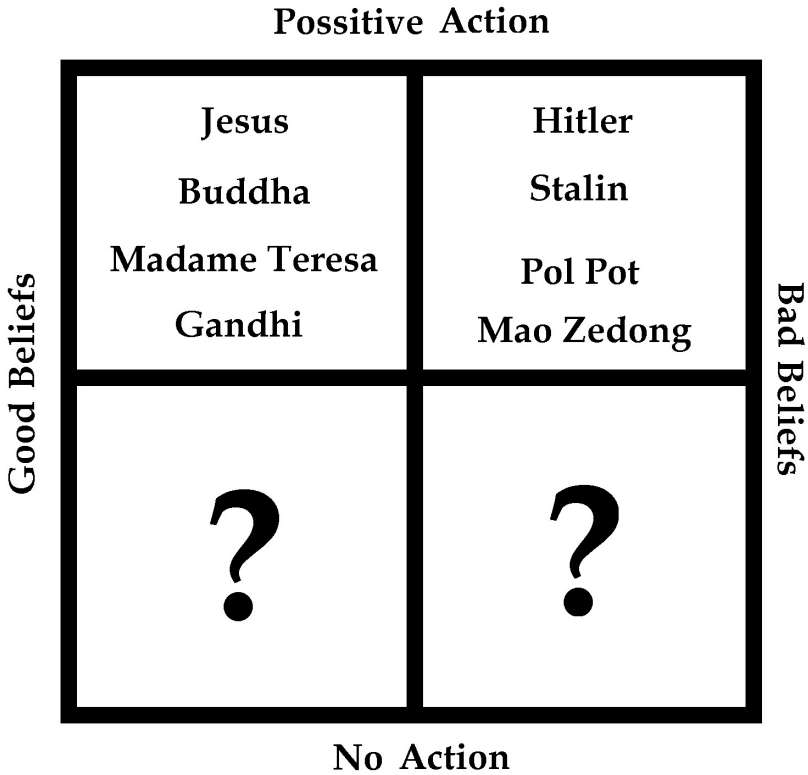


Figure 3: Effects of action combined with Good or Bad Beliefs

You see from Figure 3 that no action, whether based on good or bad beliefs, produces people who are not remembered in history. No one remembers people who do nothing with their lives. They are the real failures of life.

Although positive action will make you succeed in your undertakings, using positive action with a bad belief system will not bring you happiness, just success at your chosen goals.

The use of positive action, with good beliefs, creates true success and happiness in your whole life, not just with your chosen goals. We shall look at action later on page 124.