

Exponential Success Skills

**The Natural Process to Exponential Success,
Achievement and Happiness**

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Exponential Success Skills[®]

Welcome to *Exponential Success Skills* and congratulations! You've just taken the first step to achieving true success and happiness. This program will help you find the drive, desire, ambition, and inspiration to do the things you've always wanted to do. This is not just another set of personal development tapes. These tapes will show you how to take control of your life, reach your potential, and accomplish your goals. When you follow the steps and formulas found on these tapes, you will lead a happier, and more successful life.

What is Exponential Success? In mathematics the concept of exponents is very powerful. With a calculator it takes the same amount of effort to add, multiply, or raise to a power with any two numbers. However, the results are entirely different. For instance, $4+4=8$, $4 \times 4=16$, but $4^4=256$. Each process uses the same numbers, yet following a different set of rules produces dramatically different results. The same is true in our personal and professional life. Some people are satisfied with minor success, adding to their life a little at a time. Some people multiply the joy they have, accomplishing a few goals along the way. Others demand the most from life and want to achieve success exponentially. The skills and techniques described in *Exponential Success Skills* will help you achieve Exponential Success.

Why aren't you doing the things you want to accomplish? We usually know what we must do to be successful, yet we rarely obtain true success. We know we should set goals, manage our time, exercise, eat right, work hard, control our thoughts, and have a positive mental attitude. Why don't we do these things? Why can't we put forth the effort to do the things we know we need to? *Exponential Success Skills* will lead you through the process of finding solutions to this dilemma.

We want everything right now, but we don't want to put forth the effort to get it. This is one of the major roadblocks in reaching exponential success. Most want a quick and easy solution to success and high achievement. Other success tapes and courses are great at motivating us for short periods of time. However, this produces only temporary results. When the initial feeling of excitement wears off, we are back to square one, right in the middle of our comfort zone. What keeps us from following through with our goals and continuing on the path of success? In *Exponential Success Skills*, I will help you understand why we fail to accomplish our goals and what it takes to follow through and achieve Exponential Success.

It's time to fasten your seat belt, and prepare your mind to use these concepts and techniques to achieve true Exponential Success.

The Exponential Advantage[©]

What quick fixes have you been using? Examples:

List the three main things you want to accomplish with your life:

1.

2.

3.

What is holding you back from achieving your dreams?

List the three people closest to you. Are they helping (+) or hurting (-) your ability to achieve success?

1. + or -

2. + or -

3. + or -

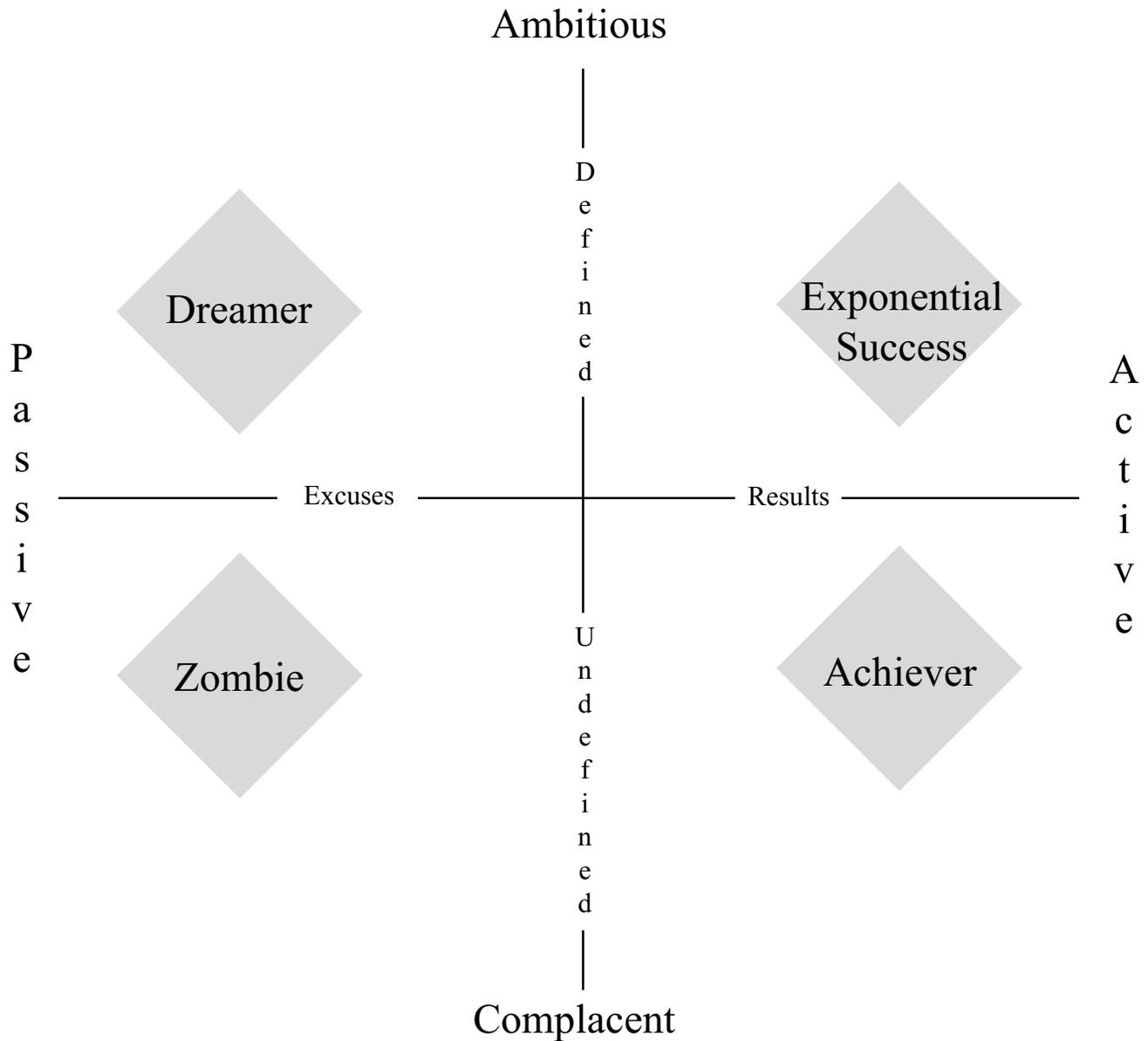
List three things that give you personal fulfillment:

1.

2.

3.

4 Types of People[©]



How is your past influencing your future?

Are you worried about what others think of you? Why?

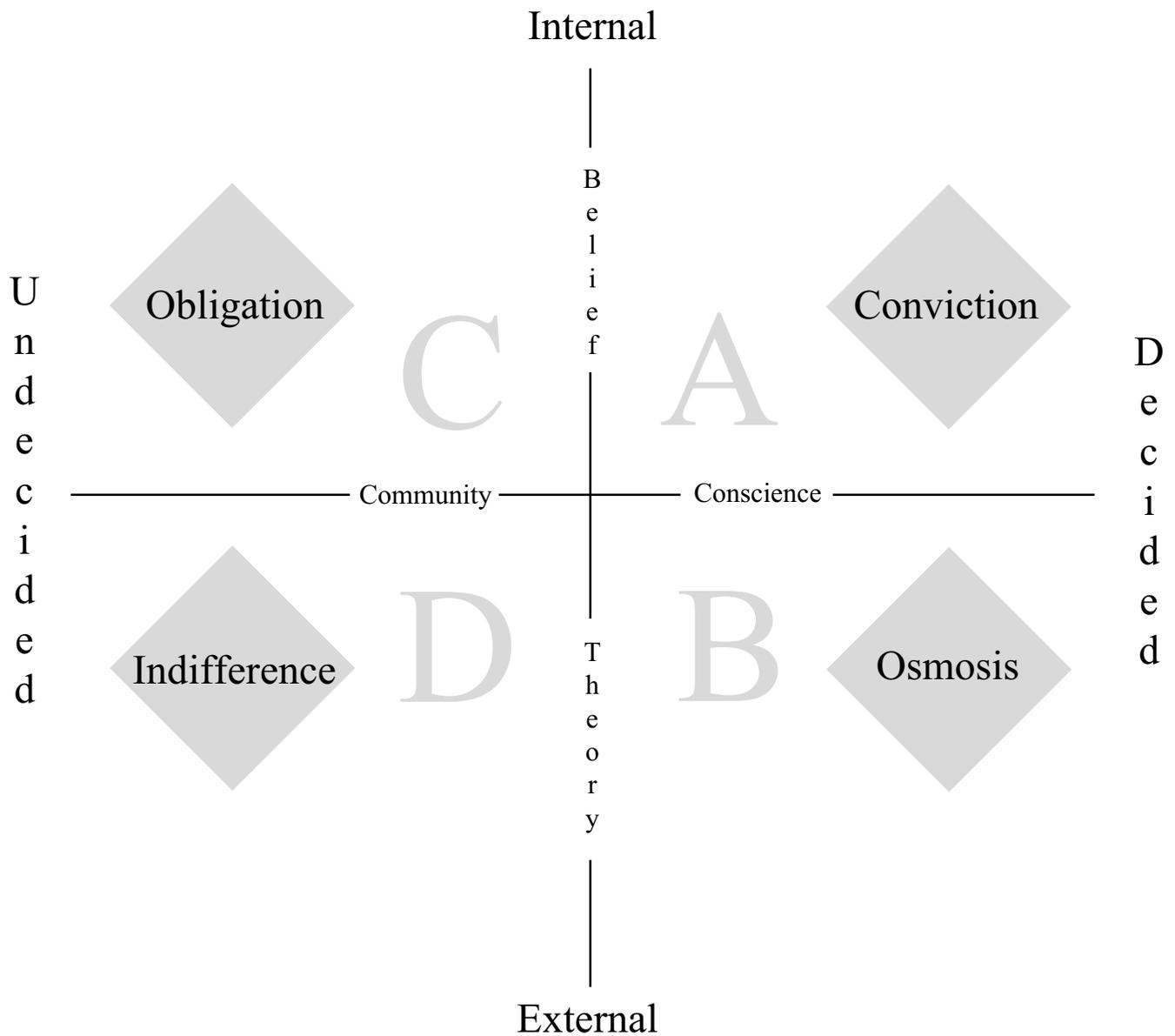
List three areas where you are concentrating on the "quick fix", rather than the "cause":

- 1.
- 2.
- 3.

Do your beliefs match your goals?

How do you plan to turn your beliefs into convictions?

Guidance System[©]



Exponential Equation[©]

What do you love to do? Where have you found your passion?

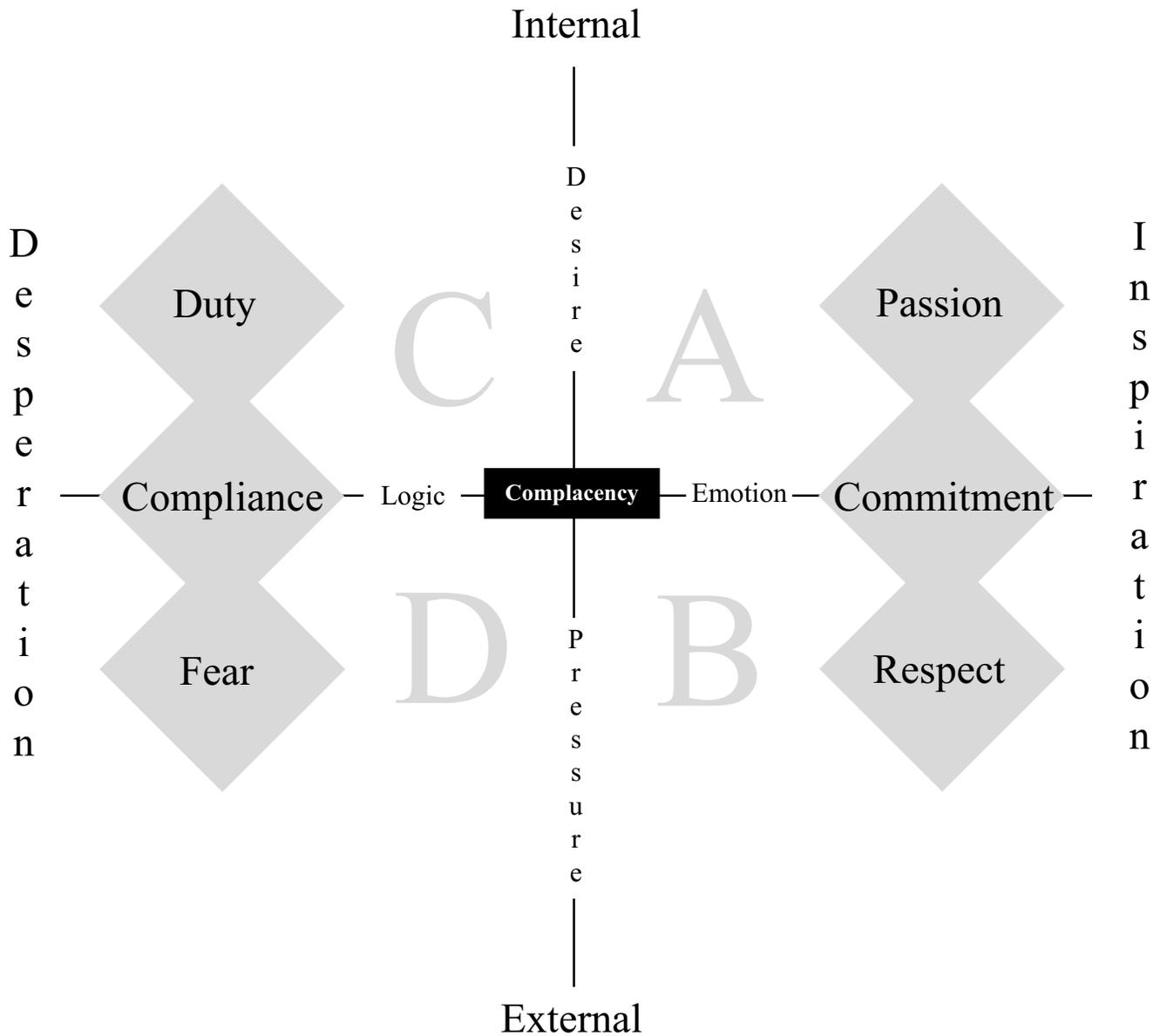
If you had no friends or close family, what would you dedicate your life to?

You can motivate and inspire yourself, but you have to understand six things:

1. What are the rewards?
2. What are consequences?
3. How am I going to stay motivated and inspired until I reach my objective?
4. Will it be worth it?
5. Do I have the knowledge and resources to make it happen?
6. Is this what I really want, or am I doing it because of external pressure?

Exponential Motivation[©]

Equation

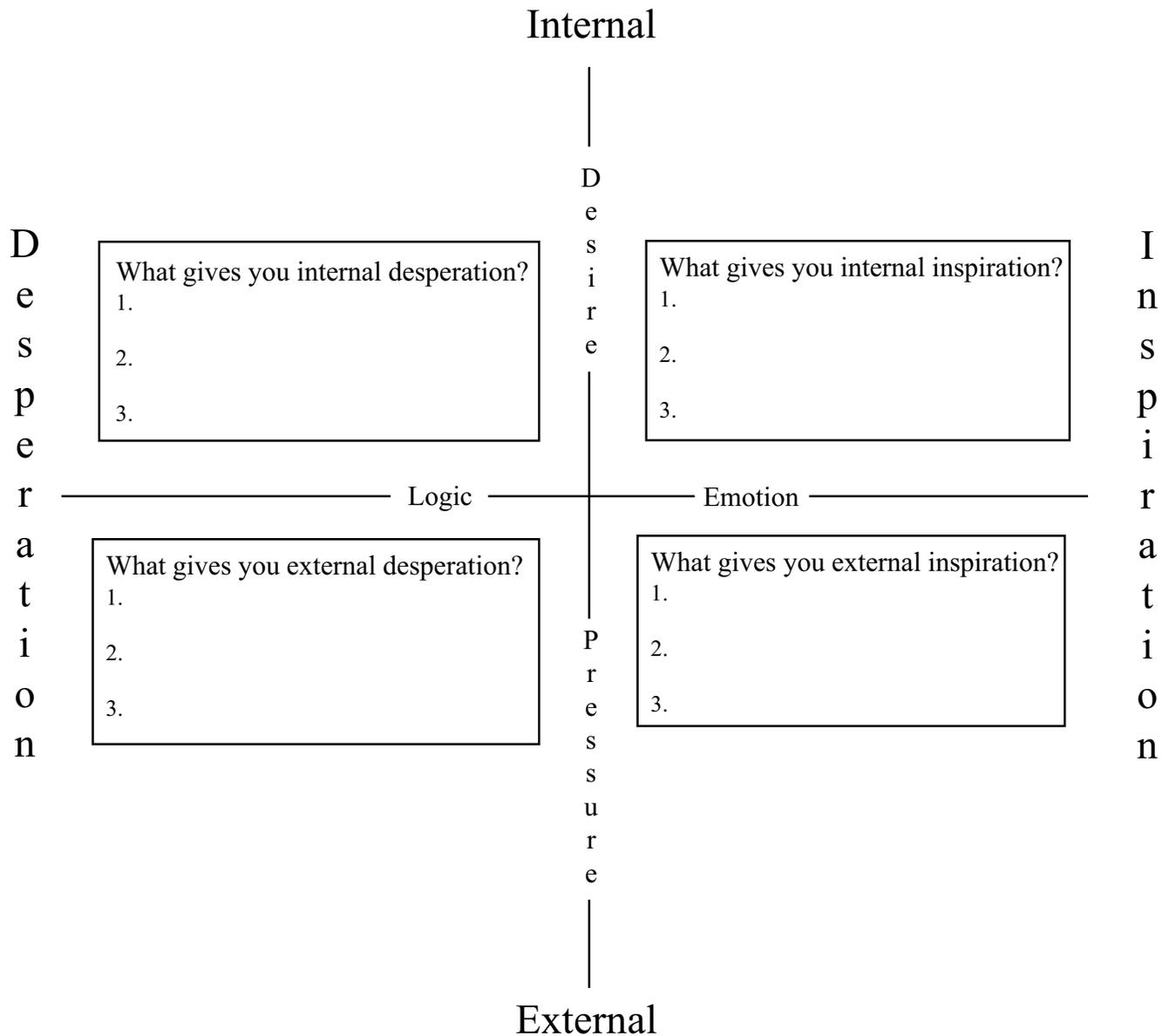


Exponential Motivation[©]

Questions

In what one area of your life do you want to increase your motivation and inspiration? _____

Fill in the following areas to increase your motivation and inspiration in that area.



Why Do We Fail? ©

List the last three obstacles you have faced.

Have you learned from each, or are you just getting through it?

- 1.
- 2.
- 3.

What have you always wanted to do, but were afraid to attempt?

What are you doing to avoid failure?

How are you going to handle your fear of failure?

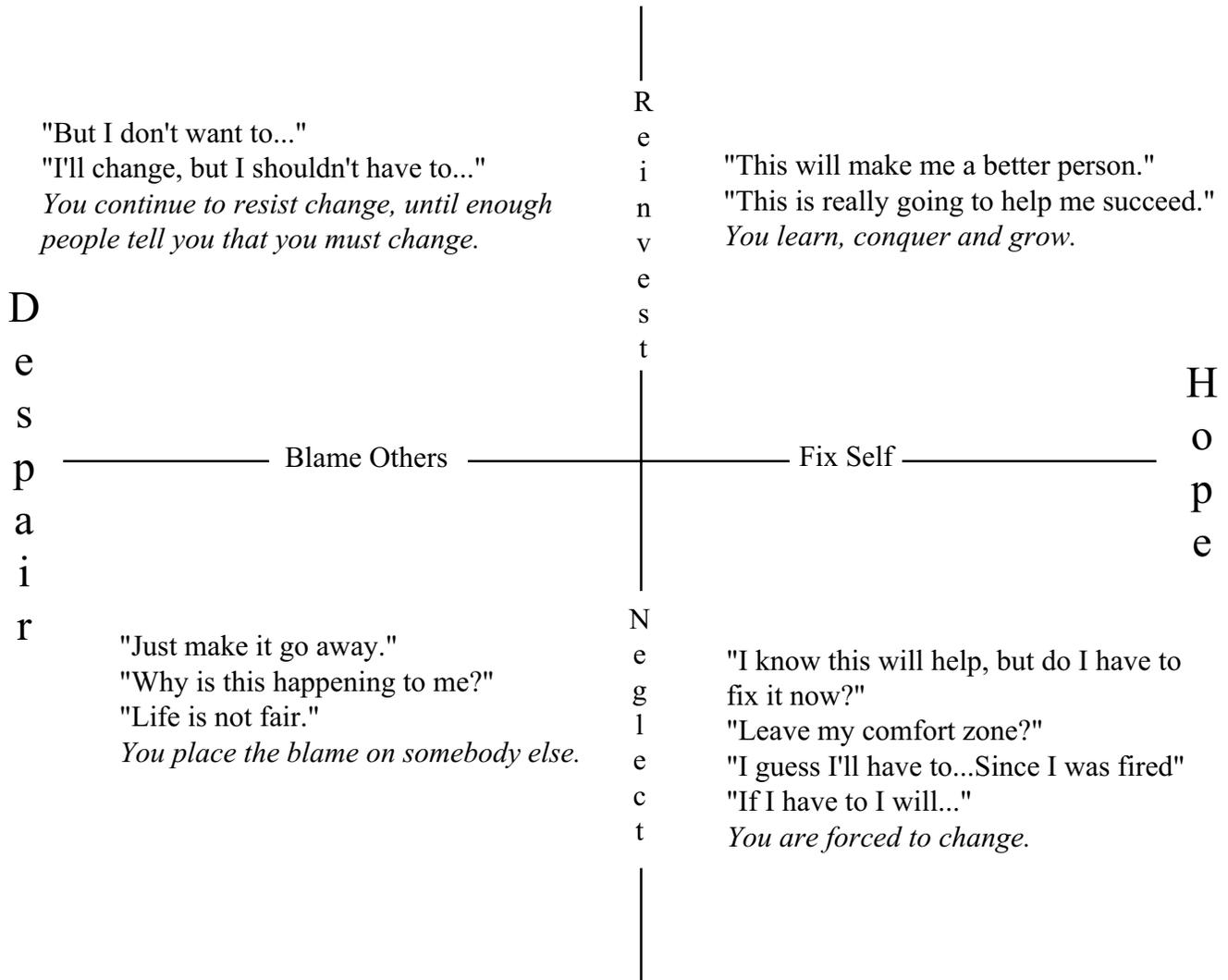
List three things you are putting off or avoiding due to the fear of failure:

- 1.
- 2.
- 3.

Pick one of the three above, and decide how you are going to overcome it today.

Why Do We Fail[©]

Learn from Mistakes/Seek Challenges



Lasting Change[©]

Honestly, what three things do you need to change for increased success?

- 1.
- 2.
- 3.

What will it cost you not to make these changes in your life?

- 1.
- 2.
- 3.

What resources can you bring together to help make these changes?

- 1.
- 2.
- 3.

What is the price you will pay for your new success?

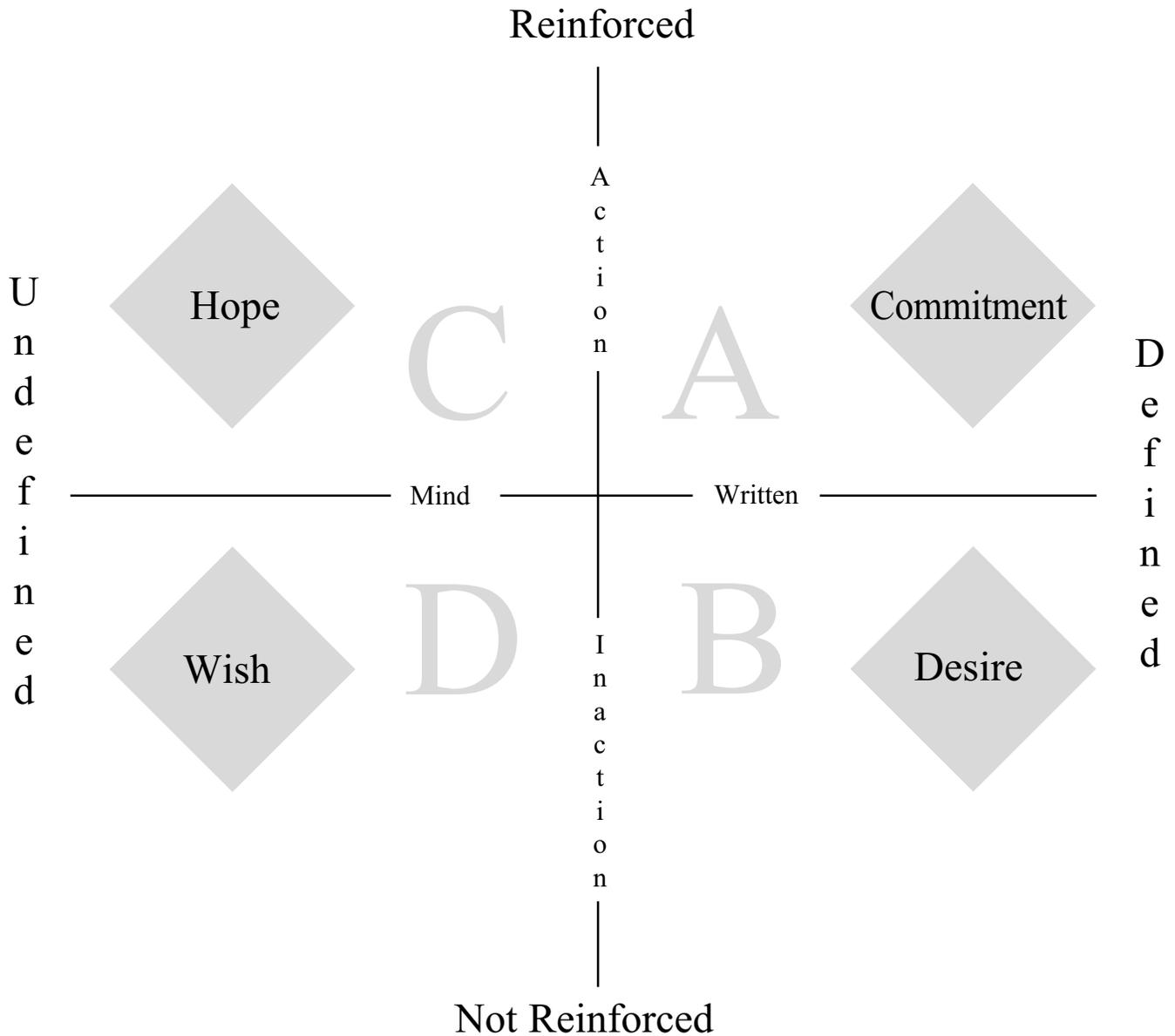
What are the consequences of this success?

What is the reward you will receive for this success?

What might be a temporary setback?

Change Chart[©]

Do You Really Want to Change?



Break or Bounce[©]

What is life doing to you? Are you enjoying life or enduring life:

List two areas where you are enjoying life, and two areas where you are enduring life.

Enjoying

- 1.
- 2.

Enduring

- 1.
- 2.

List ten expectations of yourself:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Choose one of the following areas you would like to improve your attitude.

Physical

Intellectual

Social

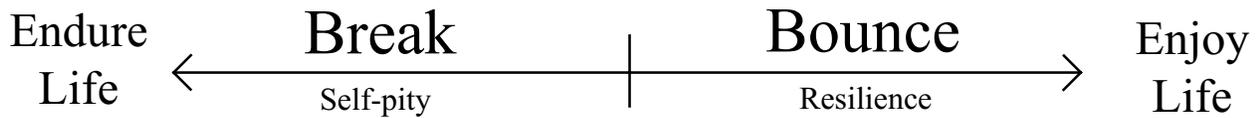
Spiritual

Financial

Emotional

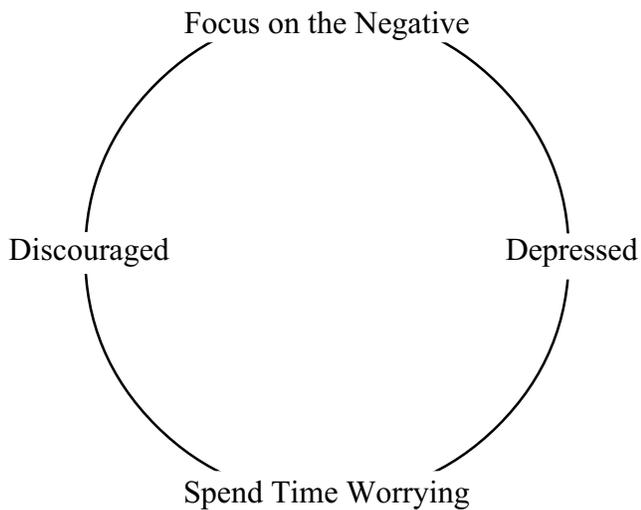
What are your attitude improvement goals for this area?

Break vs. Bounce[©]

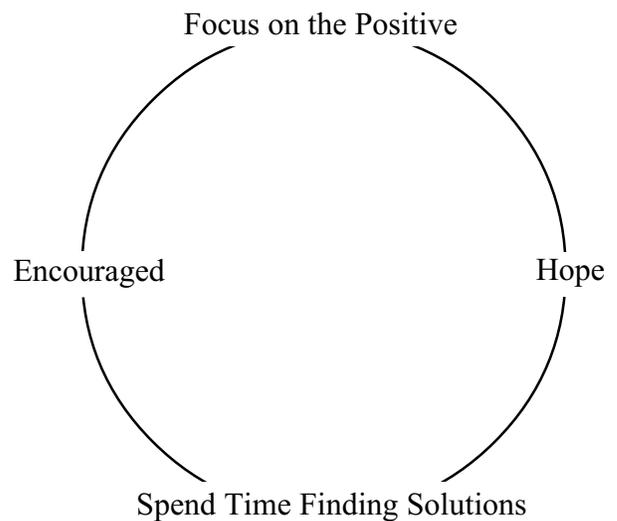


Optimism vs. Pessimism[©]

Pessimism



Optimism



This is War[©]

List three things you want to declare war on.

- 1.
- 2.
- 3.

What are your three worst enemies? (ie. circumstances, finances, relationships, career, habits, etc.).

- 1.
- 2.
- 3.

In this war, what is your main objective?

List your three strengths and your three weaknesses:

Strengths

Weaknesses

- | | |
|----|----|
| 1. | 1. |
| 2. | 2. |
| 3. | 3. |

What are your past victories?

What are three benefits you will receive with your victory?

- 1.
- 2.
- 3.

Main Objective or Goal

What	
When Date Time Location	
How Books Courses Friends Family Game Plan	
Why Reasons Drive Desires	

Blame[©]

What three excuses or rationalizations have you been using?

- 1.
- 2.
- 3.

In what areas of your life have you been blaming someone else?

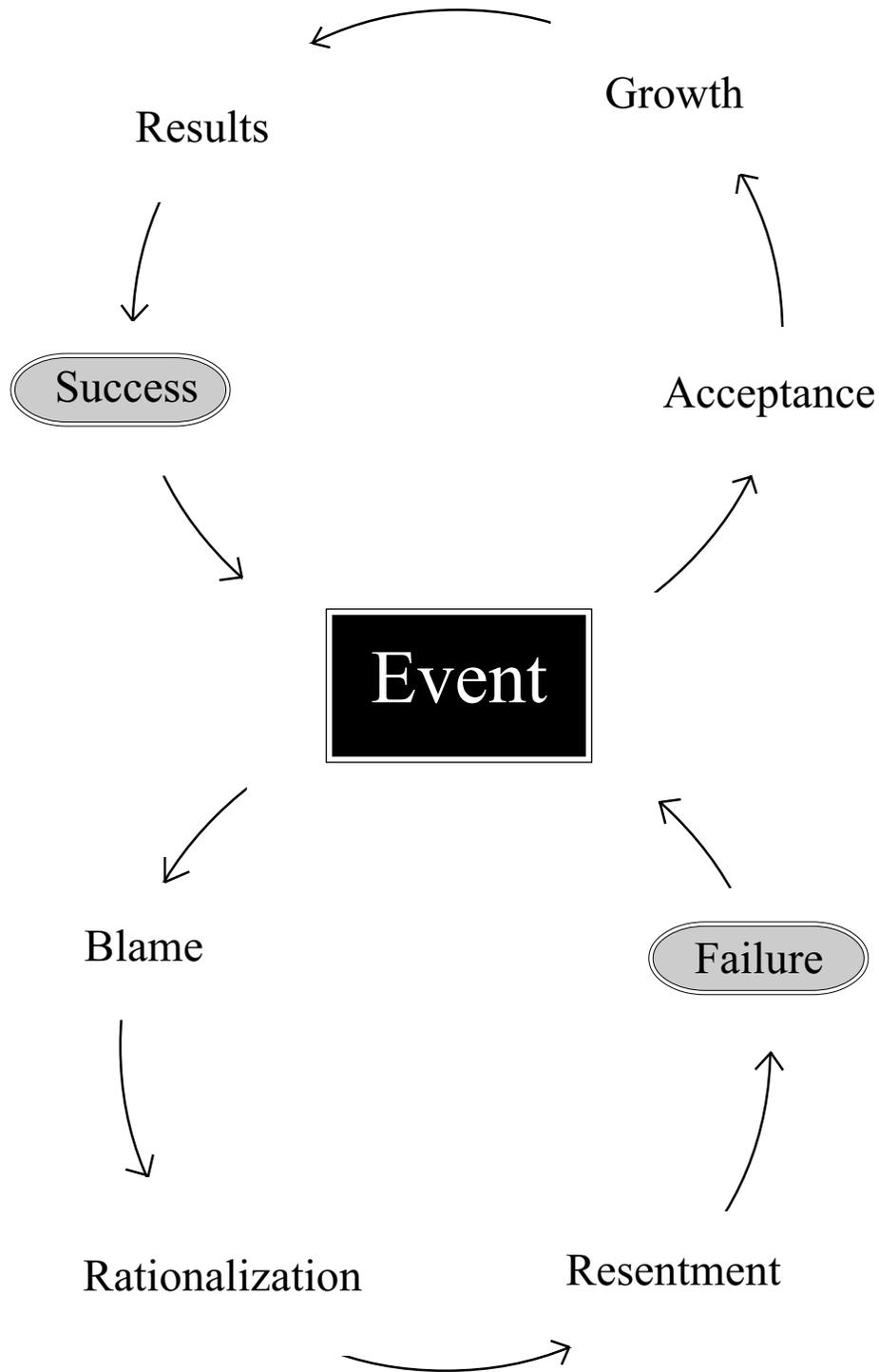
What mistakes are you repeating?

List ten reasons for your lack of success and achievement:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

If you were not on the list, cross off number one and put your name.

Blame Cycle[©]



Life Alignment[©]

What "stocks" (parts of your life) are pulling you down?

Would you invest in yourself or would you recommend an investment in your own personal mutual fund? Why or why not?

Is your personal mutual fund a high growth fund, or low performing fund? Why?

According to the Life Alignment Wheel (page 21), order the strongest to weakest areas in your life? (1 being the strongest, 6 being the weakest)

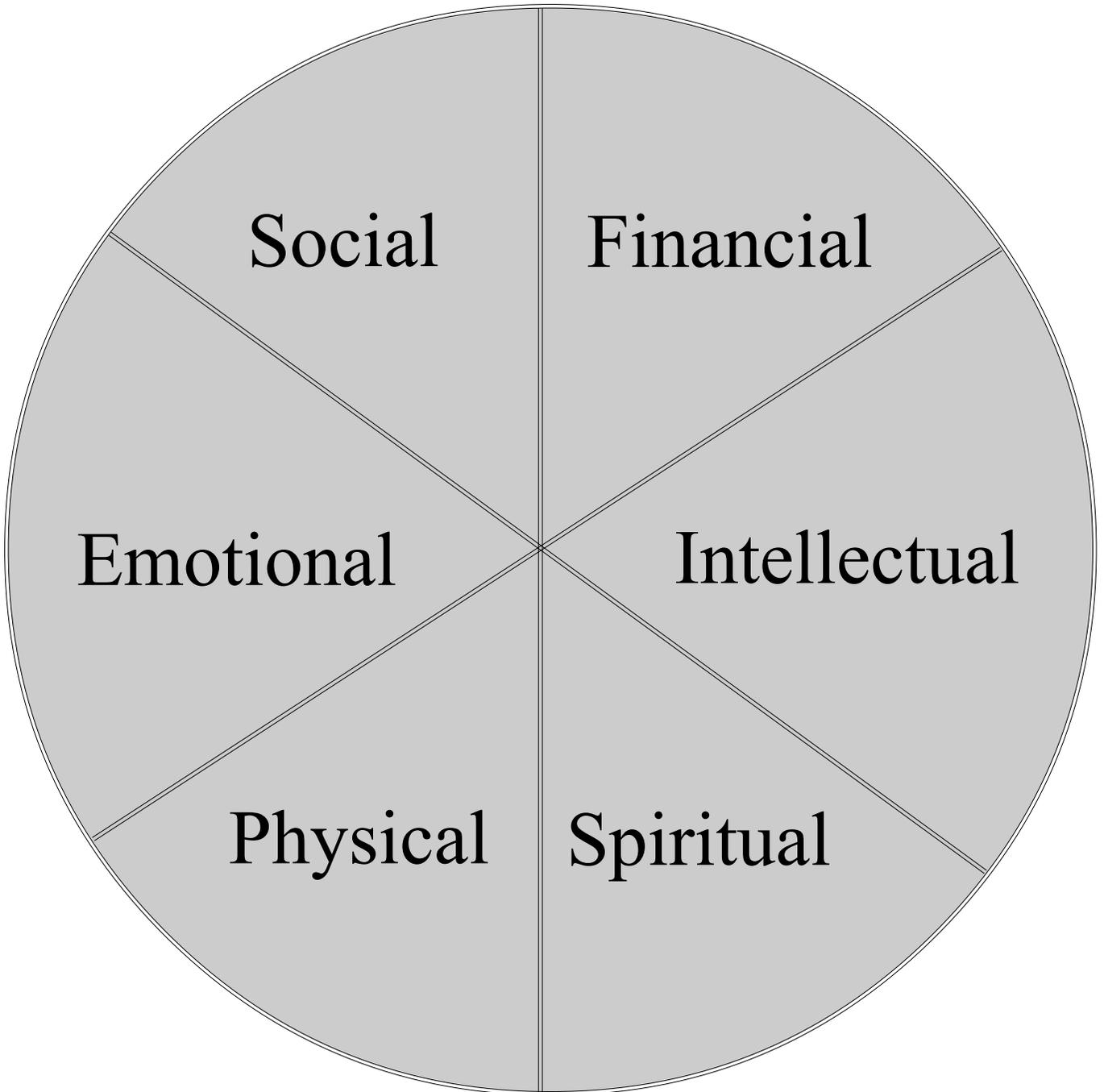
- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

How are you going to work and improve number six?

What two areas of your life are conflicting with each other?

How are you going to resolve this conflict?

Life Alignment[®]



Self-Mastery[©]

Do you portray the type of person you want to be? Why or why not?

Circle one negative emotion to overcome.

Anger

Sadness

Fear

Revenge

Depression

Resentment

Guilt

Frustration

Hate

Jealousy

How?

Write down the top three things you are most worried about.

- 1.
- 2.
- 3.

Circle the worries that are legitimate.

What is the worst possible thing that can happen for each worry?

- 1.
- 2.
- 3.

Pride

- * Compare
- * External security
- * Scarcity mentality
- * Tear others down
- * Self-worth from material possessions

Self-Esteem

- * Compliment
- * Internal security
- * Abundance mentality
- * Build others up
- * Self-worth from nonmaterial possessions

On a scale from 1-10, how would you rate your people skills?

List three people skills you are going to use this week:

- 1.
- 2.
- 3.

What are your top three time eroders (wasters)?

- 1.
- 2.
- 3.

What minor things are you spending major time on?

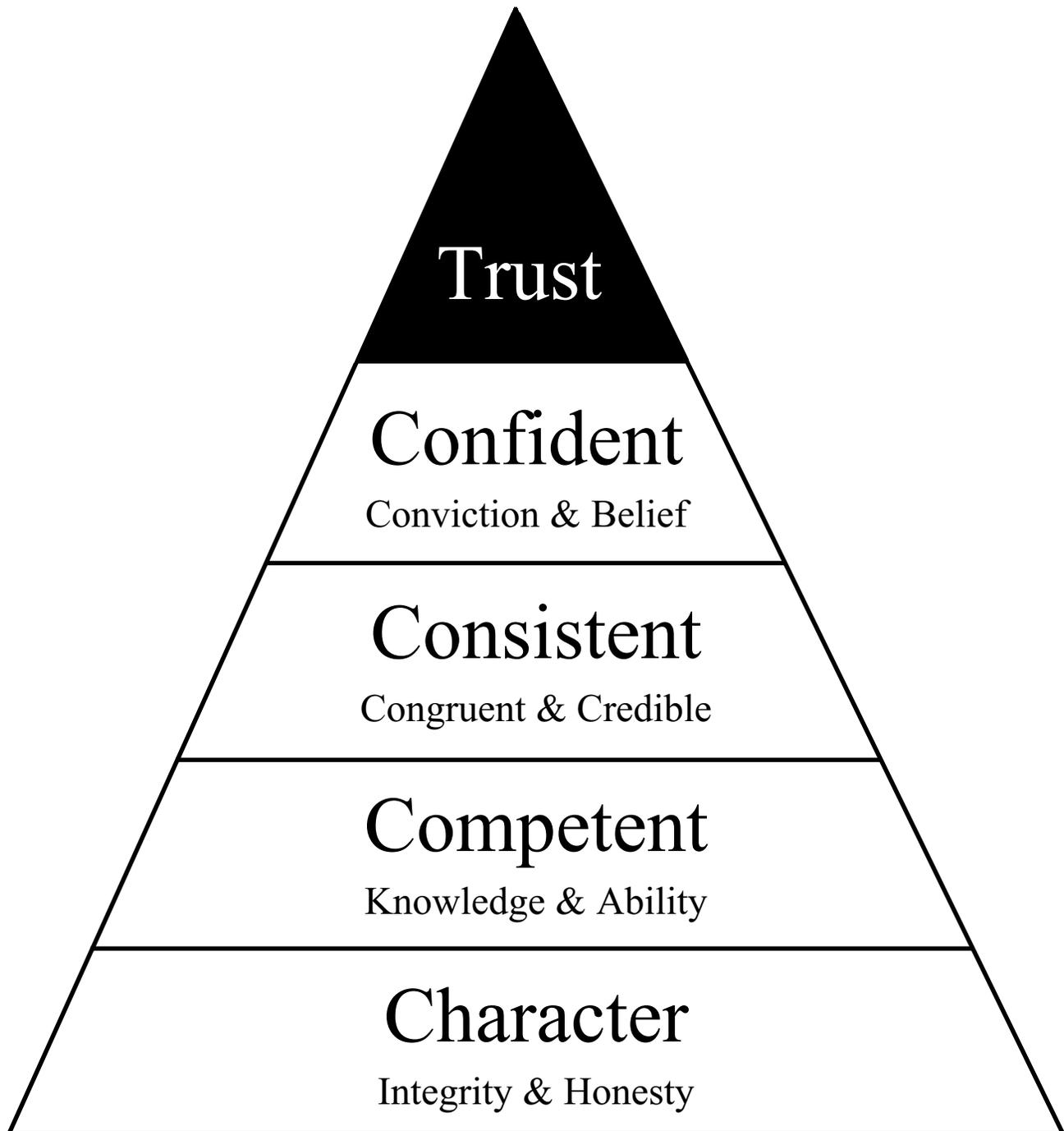
- 1.
- 2.
- 3.

What are the three most important things you can do with your free time?

- 1.
- 2.
- 3.

When, how, and where are you going to plan your day?

4 C's of Trust[©]



Incremental vs Exponential Success[©]

What do you want to accomplish in your life?

What is your personal definition of success?

How are you going to achieve this success?

How are you going to enhance your personal development program?

What books will you read?

When can you schedule 30 minutes a day to use for personal development and growth?

The Exponential Laws of Success, Achievement and Happiness[©]

- Accountability** You and you alone are responsible and accountable for what you are, what you have, and your success. Don't blame situations or other people for your failure. Acknowledge your failures, find the solutions and reinvest that knowledge into your future success.
- Goals** You must have clear written goals, know the "what", "when", "how" and "why". Plan your strategy, organize your resources, and rewrite your goals on a daily basis. You will find your drive, persistence, and enthusiasm through goal-setting.
- Serve** Your success in life is in direct proportion to your service to others. Treat others as they want to be treated and always deliver more than you are paid to deliver. Remember, if you help enough people achieve their goals, they will help you achieve your goals.
- Consequence** In life there are no accidents, success is not an accident. Everything happens for a reason. You will reap what you sow. Success is a skill that can be learned. Decide you will accept the consequences for your actions and commit yourself to being the best. Learn to design your life instead of just getting through life. Success is an open book test.
- Visualization** Visualize a clear image of exactly what you want to become in your mind - a detailed mental picture. You will become what you think about. Ask yourself, where are my thoughts taking me? You must have the ability to visualize your future and redirect your unwanted thoughts. Your thoughts control your emotions, and your emotions control your actions.
- Motivation** There are only two motivators in life; inspiration and desperation. They can be either internally or externally driven. The key to true success and happiness is finding ways to internally inspire yourself. Find your passion and continually reinforce that passion. This is the fuel that powers your success and taps into your true potential.
- Attitude** Attitude comes from your expectations. What you expect with confidence and conviction will happen. If you have a terrible attitude, you will get terrible results. You need P.M.A. (Positive Mental Attitude) with a plan. It is important to have a great attitude, but you must have an action plan. P.M.A. without a plan, is a false illusion.

The Exponential Laws of Success, Achievement and Happiness[©]

- Habits** Almost everything you do is the result of habit. Habits move you either closer or farther from your goals. Ask yourself everyday, "Are my habits bringing me closer or farther from my goals?" You should know on a daily basis if you are on the right path to achieving your goals.
- Optimism** Optimism makes you fun, cheerful, and happy. Optimism is a state of mind that you choose. It is a proven fact that those with high levels of optimism are happier, healthier and more successful. Optimism is learning to bounce back from setbacks and failures. To maintain your optimism, approach events in terms of how to handle them, rather than worrying about what might go wrong.
- Discipline** Self-discipline is doing the things you know you need to do, when you don't feel like doing them, and no one is watching. Self-discipline is the glue between goals and accomplishment. There is a one-to-one relationship between strong self-discipline and high self-esteem.
- Personal Development** One of the greatest motivators in life is personal development and personal growth. Commit yourself to lifelong learning and continual education. This includes listening to tapes, taking educational courses, and reading books. If you are not learning, you are stagnant. Never stop learning. Learn and use something new everyday.
- Procrastination** Successful people have the habit of reaching decisions promptly and the ability to think and act quickly. When a decision has been made, don't think about it, act on it. Indecision is the thief of opportunity. Understand the difference between short-term gratification and long-term results.
- Guidance System** Your guidance system and beliefs about who you are and what you can become determine precisely what you will accomplish in your life. Your foundation is based on your beliefs, thoughts, and vision. Learn and understand your guidance system to maintain a true foundation.
- Flexible** You must have defined goals, but be flexible on how to achieve your goals. Evaluate the progress toward your goals. It is OK to adjust your goals. Everything will not go as planned. Stick to your goals, but be flexible with your action plan. Take advantage of change. Don't be the victim of change.

The Exponential Laws of Success, Achievement and Happiness[©]

- Alignment** Your life is not lived in segments. It is part of a great whole. Every aspect of your life will either help or hurt your balance and alignment. To maintain balance you must work on all six areas of your life. When you feel unbalanced it is because you are neglecting one or more of the six areas of life. The six areas of your life are the following: Physical, Intellectual, Spiritual, Social, Financial and Emotional.
- Self -esteem** Self-esteem is how much you like, respect and accept yourself. Some opposites of self- esteem are fear, negativity, and pride. Anything you do that makes you feel more positive about yourself and your future builds your self-esteem. Your self-esteem increases with achievement, personal development, and self-discipline.
- People Skills** Your success in life has a direct relationship with your ability to cooperate and work well with others. If people don't like or trust you, they won't help you become successful. This includes the ability to communicate with colleagues, peers and your family. Use every experience to learn how to work with others and continually learn and practice interpersonal communication skills.
- Time Management** Learn to set priorities within the time constraints that match your goals and values. Don't spend *major* time on things that will not give you *major* results. Time management should be used to free up more time for activities you feel are most important. Time management is not to help you accomplish more things, but to accomplish the right things for the right reasons. The goal of time management is to achieve balance by controlling the events in your life.
- Association** Where and with whom are you spending your time? Evaluate your relationships and realize all relationships have a positive or negative effect on your success and future. Are these relationships pulling you up or bringing you down? Where are you spending your time and does it help your success? These questions are essential to future growth and development.
- Resentment** Many people may resent your success and happiness. They feel they deserve the same success. They have never payed the price and may never pay the price for success. It is easier for them to resent you for your success. They will never realize they could have had the same success if they paid the price. There is no way to resolve this resentment. It is part of life.

Quotes

Somebody should tell us right at the start of our lives that we are dying. Then we might live life to the limit every minute of every day. Do it I say. What ever you want to do, do it now. There are only so many tomorrow's.

Michael Landon

For things to change, you must change, and for things to get better, you must get better.

Jim Rohn

Do not take life too seriously. You will never get out of it alive.

Elbert Hubbard

We know what we are, but know not what we may be.

William Shakespeare

Every failure brings with it the seed of an equivalent success.

Napoleon Hill

If you can't accept losing, you can't win.

Vince Lombardi

Show me a thoroughly satisfied man, and I will show you a failure.

Thomas Alva Edison

If at first you don't succeed, you're running about average.

M. H. Alderson

The greatest mistake a man can ever make is to be afraid of making one.

Elbert Hubbard

Failure is only the opportunity to more intelligently begin again. Failure is success if we learn from it.

Malcolm Forbes

Everything is something I decide to do, and there is nothing I have to do.

Denis Waitley

You will become as small as your controlling desire; as great as your dominant aspiration.

James Allen

Conviction is worthless unless it is converted into conduct.

Thomas Carlyle

If a man hasn't discovered something that he will die for, he isn't fit to live.

Martin Luther King

Nobody is defeated until he starts blaming someone else.

Coach John Wooden

What's going on in the inside shows on the outside.

Earl Nightingale

I thank God for my handicaps, for through them, I have found myself, my work, and my God.

Helen Keller

If you have built castles in the air, your work need not be lost; that is where they should be. Now put the foundations under them.

Henry David Thoreau

An unexamined life is not a life worth living.

Socrates

A man is what he thinks about all day long.

Ralph Waldo Emerson

Quotes

Thinking is the hardest work there is, which is probably the reason why so few engage in it.

Henry Ford

Sometimes if you want to see a change for the better, you have to take things into your own hands.

Clint Eastwood

You can't change a flat tire by changing the driver.

Lou Holtz

Most people spend more time and energy in going around problems than in trying to solve them.

Henry Ford

The gem cannot be polished without friction nor man without trials.

Confucius

When one gets enthusiastic, their entire personality lights up. The mind becomes sharper, more intuitive; the entire life force and creative ability are enhanced.

Norman Vincent Peale

Self-pity is our worst enemy and if we yield to it, we can never do anything wise in the world.

Helen Keller

Good timber does not grow with ease; the stronger the wind, the stronger the trees.

J. Willard Marriott

Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome while trying to succeed.

Booker T. Washington

What counts is not necessarily the size of the dog in the fight - it's the size of the fight in the dog.

Dwight D. Eisenhower

If one advances confidently in the direction of his dreams, and endeavors to live the life which he has imagined, he will meet with a success unexpected in common hours.

Henry David Thoreau

Enthusiasm is the force that keeps motivation going until a goal is reached.

Norman Vincent Peale

No one can make you feel inferior without your consent.

Eleanor Roosevelt

Nothing in the world can take the place of persistence. Talent will not. Nothing is more common than unsuccessful men with talent. Genius will not. Unrewarded genius is almost a proverb. Education will not. The world is full of educated derelicts. Persistence, determination and hard work makes the difference.

Calvin Coolidge

Until one is committed, there is hesitance, the chance to draw back. Always ineffectiveness. Concerning all acts of initiative (and creation), there is one elemental truth the ignorance of which kills countless ideas and splendid plans; that the moment one commits oneself, then providence moves too. All sorts of things occur to help one that would never have otherwise occurred. Whatever you can do or dream you can begin it. Boldness has genius, power and magic in it. Begin it now.

Johann Wolfgang von Goethe

Quotes

The first and best victory is to conquer self; to be conquered by self is, of all things, the most shameful and vile.

Plato

Knowledge is the antidote to fear.

Ralph Waldo Emerson

There are persons who shape their lives by the fear of death and persons who shape their lives by the joy and satisfaction of life. The former live by dying the latter by living.

Horance Kalen

No man is free who is not master of himself.

Epictetus

Man can be measured by the size of the thing that makes him angry.

J. Kenfield Morley

Before everything else, getting ready is the secret of success.

Henry Ford

You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You are able to say to yourself, "I lived through this horror. I can take the next thing that comes along." ... You must do the thing you think you cannot do.

Eleanor Roosevelt

To be prepared for war is one of the most effectual means of preserving peace.

George Washington

In the absence of clearly defined goals, we are forced to concentrate on activity and ultimately become enslaved by it.

Chuck Coonradt

Some defeats are only installments to victory.

Jacob Riis

Courage and cowardice are antithetical. Courage is an inner resolution to go forward in spite of obstacles and frightening situations; cowardice is a submissive surrender to circumstance. Courage breeds creative self-affirmation; cowardice produces destructive self-abnegation.

Courage faces fear and thereby masters it; cowardice represses fear and is thereby mastered by it. Courageous men never lose the zest for living even though their life situation is zestless; cowardly men, overwhelmed by the uncertainties of life, lose the will to live. We must constantly build dikes of courage to hold back the flood of fear.

Martin Luther King, Jr.

Courage is the first of human qualities because it is the quality which guarantees all the others.

Winston Churchill

Lost battles do not lose a war, if our cause is just and our spirit strong. Defeat isn't bitter if you don't swallow it.

Ben K. O'Dell

The only ones ... who will be really happy are those who have sought and found how to serve.

Albert Schweitzer

We succeed only as we identify in life, or in war, or in anything else, a single overriding objective, and make all other considerations bend to that one objective.

Dwight D. Eisenhower

Quotes

If I had my life to live over again, I'd dare to make more mistakes next time. I'd relax. I'd limber up. I'd be sillier than I've been this trip. I would take fewer things seriously. I would take more chances, I would take more trips, I would climb more mountains and swim more rivers. I would eat more ice cream and less beans. I would perhaps, have more actual troubles but fewer imaginary ones. You see, I'm one of those people who was sensible and sane, hour after hour, day after day.

Oh, I've had my moments. If I had it to do over again, I'd have nothing else just moments, one after another, instead of living so many years ahead of each day. I've been one of those persons who never goes anywhere without a thermometer, a hot water bottle, a raincoat and a parachute. If could do it again I would travel lighter than I have.

If I had my life to live over, I would start barefoot earlier in the spring and stay that way later in the fall. I would go to more dances, I would ride more merry go rounds, I would pick more daisies.

Nadine Star

Of all the unhappy people in the world, the unhappiest are those who have not found something they want to do. True happiness comes to him who does his work well, followed by a relaxing and refreshing period of rest. True happiness comes from the right amount of work for the day.

Lin Yutang

Look around and you'll agree that the really happy people are those who have broken the chains of procrastination, those who find satisfaction in doing the job at hand. They're full of eagerness, zest, productivity.

Norman Vincent Peale

The happiness which brings enduring worth to life is not the superficial happiness that is dependent on circumstances. It is the happiness and contentment that fills the soul even in the midst of the most distressing of circumstances and most bitter environment. It is the kind of happiness that grins when things go wrong and smiles through the tears. The happiness for which our souls ache is one undisturbed by success or failure, one which will root deeply inside us and give inward relaxation, peace, and contentment, no matter what the surface problems may be. That kind of happiness stands in need of no outward stimulus.

Billy Graham

Most people are about as happy as they make up their minds to be.

Abraham Lincoln

He has the right to criticize who has the heart to help.

Abraham Lincoln

Success is getting what you want; happiness is wanting what you get.

Dale Carnegie

Don't serve time, make time serve you.

Willie Sutton

My success just evolved from working hard at the business at hand each day.

Johnny Carson

Time has no meaning in itself unless we choose to give it significance.

Leo Buscaglia

Our faults irritate us most when we see them in others.

Pennsylvania Dutch Proverb

Quotes

If you think education is expensive, try ignorance.

Derek Bok

Knowledge is the food of the soul.

Plato

Dull knives work the hardest.

Unknown

If I had eight hours to chop down a tree, I'd spend six sharpening my ax.

Abraham Lincoln

Example is not the main thing in influencing others. It is the only thing.

Albert Schweitzer

The harder the conflict, the more glorious the triumph.

Thomas Paine

It's not the situation...It's your reaction to the situation.

Bob Conklin

You never achieve real success unless you like what you are doing.

Dale Carnegie

You are where you are today because you've chosen to be there.

Harry Brown

If you don't know where you are going, any road will get you there.

Unknown

People with goals succeed because they know where they are going.

Earl Nightingale

We have forty million reasons for failure, but not a single excuse.

Rudyard Kipling

What kills a skunk is the publicity it gives itself.

Abraham Lincoln

Chance favors the prepared mind.

Louis Pasteur

The best way to predict the future is to create it.

Peter Drucker

There is no such thing as failure, only results.

Anthony Robbins

Even if you're on the right track, you'll get run over if you just sit there.

Will Rogers

If you shoot a horse with a broken leg, it won't fix its leg.

Unknown

Courage is resistance to fear, mastery of fear, not absence of fear.

Mark Twain

Challenges can be stepping stones or stumbling blocks.

Unknown

In matters of style, swim with the current; in matters of principle, stand like a rock.

Thomas Jefferson

The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.

Vince Lombardi