

Success Types

Take a look at those around you and reflect on those who have influenced your life the most. What are they doing to your dreams, your esteem and your potential? They are either being destructive or constructive to your future plans. There are four types of people in this world: the Living Dead, the Dreamers, the Achievers and the Exponentially Successful. We have all met the Living Dead. They tend to suck the energy right out of us. They have given up on life and figure that if they can't be happy, you shouldn't be either. They will often do everything in their power to impede you from achieving your goals. They love to burst your dreams and remind you of all the inherent impossibilities, your past mistakes and why you can't achieve what you are aiming for. They point fingers and seek to pull you down because they see you getting closer and closer to what they wish they had themselves. Many don't tear down your dreams consciously, and they may not even realize why they feel the need to do so. Even in the face of the most intense criticism, you need to have the courage to do the things you know you need to do.

Then there are the Dreamers. Dreamers are full of great ideas. They make many noble attempts at success, but their zeal fizzles before they've solidified that success. They have a plethora of projects perpetually hanging in the midway zone. They tend to say "if only..." and "someday..." and "when such-and-such..." These people go through life stuck in first gear. They're moving, they're plugging along, but it sure is hard on the engine. They turn up the radio so the thrill of the vision drowns out the groan of the struggling machine.

The Achievers have reached a moderate level of success. They are accomplished, they are skillful, but they have not yet forged into the fire. They've climbed the ladder and found a pleasant view, so they've stopped short of the thrilling vistas only a few rungs away. They've found a comfortable spot, so why risk toppling to the bottom now? They're satisfied with the success and accomplishments they've already gained. Living on past success is easy to do. They think, *Why rock the boat?* It's nice to take a breather, but then that breather often grows more and more into their way of life. Let's just settle

for mediocrity, they decide. They refuse to think that there is more to learn. They have made it in their own minds and can't see themselves going to the next level.

The Exponentially Successful are doing what they love. They enjoy life and others enjoy being around them. Life is exciting and they love all that life entails—the challenges and the joys alike. The Exponentially Successful constantly strive to improve themselves. They learn from their mistakes and from the experiences of others. They read, they learn, they risk, and all along the way, they grow, no matter the situation. They are self-confident and well-balanced. They have a passion for life. They know who they are, why they are here and where they are going. These are the people who make massive success look easy. Exponential success is where I want to take you. Now is the time; this is your year.

Take a look around you. Are the people in your life pulling you up or pulling you down? Are they constructive toward your future plans or destructive toward your goals, dreams and aspirations? An important trait exponentially successful people possess is their ability to follow their hearts. It does not matter what other people say or do. They know they are on the right track in pursuit of their dreams. Think what would have happened if Abraham Lincoln had listened to his critics, if Thomas Edison had taken to heart everyone who said his inventions were impossible. What if Bill Gates (while going to Harvard) listened to his counselors and stayed in school? What if Mark Victor Hansen and Jack Canfield listened to the over 100 publishers that turned them down for *Chicken Soup for the Soul* and hadn't gone on to sell over 100 million copies? I could list volumes of similar stories. Ask anyone you know who is successful and I guarantee you will hear a similar story.