

YOU CAN SUCCEED

Volume I

“**Truth & Transparency** enhances self confidence and results in a stress free life.”

THE SUCCESS MANTRAS...

Dr. Sanjay Biyani



YOU CAN SUCCEED

THE SUCCESS MANTRAS...

Dr. Sanjay Biyani

SUCCESS FORMULA

Book Knowledge	5%
Skill	5%
Discipline	10%
Positive Attitude	40%
Enthusiasm	40%
Total	100%

Dr. Sanjay Biyani

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WITH ALL MY GRATITUDE
TO MY ELDER BROTHER



You have always exhibited bountiful
mental and physical robustness
& austerity while treading
the path of Discipline & Success.

Rameev Biyani

It couldn't have been possible
without your Inspiration & Support.

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The Success Mantras...

YOU CAN SUCCEED

PREFACE

Success comes when you aspire for it, follow the ladder of success mantras and be an achiever in life...

We proudly present you with the fifth edition of 'Success Mantras', a compilation of motivational and inspirational quotes and thoughts.

Each thought carries a deep meaning and everyone should read and take it as a learning for their life. Swami Vivekanand has emphasized the importance and impact of high thinking on life. Good thoughts motivate you to channelize your inner strengths, potentials, and abilities towards the path of achievement and success. We are confident that if you carefully read, analyze and implement these quotes and thoughts in your day to day life, you will find an improvement in the quality of your life.

Happy reading and deep thinking !

Dr. Sanjay Biyani

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The Success Mantras...

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ACKNOWLEDGEMENTS

I am extremely thankful to the Almighty for providing me with the strength to produce the fifth edition of my book "You Can Succeed".

I am also deeply grateful to our reverend spiritual Guru Shri Kirit Bhaiji for his blessings and guidance which inspired me to conceive this book and present it as a source of motivation to young minds with a burning desire to achieve success in life.

Any accomplishment requires the efforts of many people and this work is not different. I would like to thank my mother for her unending compassion and my elder brother for his warm encouragement. Without his support and faith in me, it would not have been possible for this book to see its fifth edition. A special thank you to my wife for her patience & understanding which were instrumental in my accomplishing this task.

A humble "Thank You" to those unknown sources who may have contributed to this work, albeit anonymously.

Every effort has been made to give credit where it is due for the material contained herein. If inadvertently we have omitted giving credits, I would like to express my regret for the same & would like to assure you that I shall always remain grateful to all who have helped me channelize my insights and create these valuable pearls of wisdom.



Param Pujya Shri Kirit Bhai Ji

Foreword

It is a matter of great delight for me to express my views as a foreword to this invaluable book. I take the opportunity of blessing my disciple Dr. Sanjay Biyani, with the most progressive and successful future.

Since the past fifteen fleeting years of his attaining "Deeksha", Dr. Sanjay has exhibited dedication and true commitment to his pursuits. He has proven time and again his extraordinary capacity for asceticism, punctuality and discipline.

I have personally scanned through the initial draft of this book. It is an important resource of navigating the ocean of a successful life meant for all the age groups, especially the younger generation. This book contains instructive, inspirational and intuitive daily readings that can help the reader to transform his activities and spiritualize his whole life. This book should be read and applied to your life, to bring about a positive transformation.

I pray for his highest bliss and divine illumination. May this book have the wide circulation that it richly deserves.



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MAGIC OF PRAYER AND SMILE

CHAPTER-1

Prayers are what you pray for, wish for, what you aspire to achieve. It aims at seeking blessings from the Almighty to fulfill your desires. But always remember the ultimate fulfillment of the wish, desire, achievement depends on your own effort. Prayer can only help in giving strength, showing direction, and converting that strength into action. Reaching the desired direction will depend on how much effort you put in. The real strength lies within us. What is needed is to realize that and then, with full determination, start the action.

'I can', 'I will', 'Nothing can stop me' are the key words to Success. Remember the saying "God helps those who help themselves"

Action without interest cannot help in Achievement. It causes fatigue, low morale, discontentment. A gloomy face, feeling of dullness, slow action, rather a state of inaction, are all symptoms & signs of disinterest in work. It may also lead to aversion avoidance a feeling of pressure. How can one accomplish a task in such a state ?

What is needed is developing an interest in whatever you do or whatever you are expected to do. The more the interest, the greater will be the vigour and enthusiasm. Naturally, the fatigue will be less, morale will be high and a sense of contentment will emerge.

One thing which projects the interest of a person in a given task is 'Smile'.

Remember a smiling face reflects the inner beauty of a person. One feels more comfortable in the company of a person with a smiling face. Such people are likely to have good number of friends who are always willing to help in times of need. Smile is the reflection of inner happiness. Inner happiness develops interest in work. Interest in work leads to motivation, and motivation ultimately leads to achievement.



Work and Prayer

MAGIC OF PRAYER AND SMILE

A boatman painted his oars with the words, Prayer and Work. When he was asked for the reason, he replied by taking hold of the first oar marked, **Prayer**, and pulling on it. "You see," he explained, "when I use only Prayer, the boat spins round in circle and we make no progress at all." Then, he took hold of the second oar marked, **Work** and pulled on that. "The same result", he remarked. He finally, took one oar in each hand and got into a steady pull. "**Prayer and Work must pull together,**" he added with a smile as the boat shot rapidly across the stream.

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Once you get going, the going gets easier

Once, a successful person was asked about the secret of his success. He revealed that the secret of success was given to him when he visited the famous South Indian Balaji temple in Tirumala Tirupati. In the long crowded queue, when he reached the sanctum sanctorum, and he hardly had the glimpse of the deity, he heard the priests shouting, "Keep moving, keep moving". He took it as a dictum from God and was obliged. He kept on moving to attain this stage of great success.

MAGIC OF PRAYER AND SMILE

Remember THE POWER OF PRAYER



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Always start your
daily task
with **a smile**, your
smile acts **as floral
offering to God.**

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MAGIC OF PRAYER AND SMILE



Face is the
gift of Almighty,
so
Always keep smiling,
this will give
relief to all.

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TRUTH & HAPPINESS

CHAPTER-2

A trustworthy person is one who always speaks the truth and never lies. People develop faith in him and he can be relied upon. On the contrary, one who tells lies cannot be trusted. Speaking truth also helps in reducing stress and one can live happily because there is no 'hide & seek' in life.

'Truth' is not always cherished by many, especially when it is about a wrong deed or dishonest behaviour. This can result in annoyance. But one should not worry about it. One has to be tactful in dealing with such a situation because from the long run point of view, Truthfulness is always appreciated.

Happiness is the end result of one's deeds but it is subjective. The real happiness which is true for each and every situation lies in making others happy. Helping others in times of crises, cooperating for accomplishment of common goals, spreading love as much as possible are the sources of eternal happiness. Happiness lies within us. It cannot be acquired or borrowed. A feeling of satisfaction & contentment also gives happiness. Don't you think that when we compare ourselves with those who are better off, we feel sad and unhappy. Why do we forget that there are many who are less privileged than us? Then why we can't be satisfied? We should always try hard to achieve more if we want to remain happy.

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TRUTH & HAPPINESS

TRUTH
&
TRANSPARENCY
GIVES YOU
STRESS
FREE,
LONG &
HAPPY
LIFE.

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LIFE IS TO GIVE...

One has to learn to live life by adding life to years, not just years to life. We make a living by what we get but we make a life by what we give. No person was ever honoured for what he received. Honour has been the reward for what he gave. It gives real happiness & satisfaction.

TRUTH & HAPPINESS

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God has called you
not to take but give
respect, be happy
not in taking but
giving respect to others.





Life becomes **happy**
if you do not **compare**
yourself with others
Compete with yourself &
your abilities
will flourish.



GOAL SETTING AND PLANNING

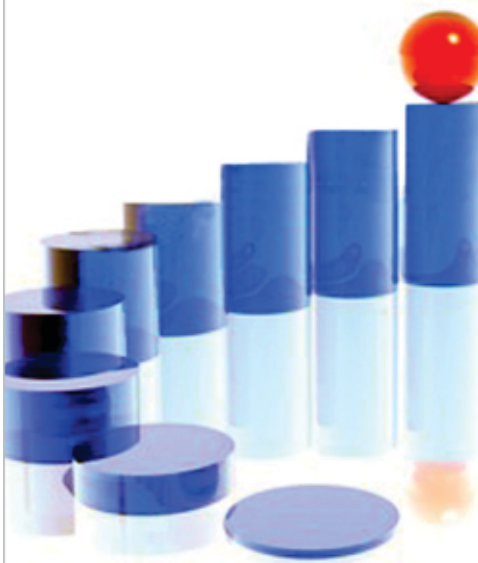
CHAPTER-3

Life without purpose, action without direction, work without aim or target leads to uncertainty and the position of a person is that of standing at a cross road not knowing which direction to go in. When there is clarity about goal we can put in all our energies to achieve it. While setting our goals we should first assess our capabilities and, ensure that it is practically possible to achieve that goal. Then a fixed target in terms of time, quantity and quality need to be determined.

Just like goal setting an 'action plan' is very important to achieve the goal. Even for daily activities a daily to-do list must be prepared according to priority and importance of a task. Once a plan to work is ready then working out that plan i.e., execution of that plan, becomes important. What is to be done, how the task is to be accomplished, what resources will be required and from where you can get it, by when it needs to be completed - one should seek answers to all these while planning a course of action. The more realistic a plan is, the more serious thought given to work and each minute details, the more will be the chances of achievement and success.

Time Management is a crucial factor for the success of any plan. Remember every second of the 24 hours of a day is valuable. Time is the only resource which is equally distributed to all by God. But it is scarce, and with alternative uses. Its supply cannot be increased and it cannot be stored for future use. Have you heard the sayings "A stitch in time saves nine" and "Time & Tide wait for none."

Therefore make use of every moment. Patiently & seriously plan each action. Implement it with speed & sincerity. Fight all barriers which come in the way with Confidence & Courage. Then success is sure to come.



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GOALS

Goals give a direction to the enthusiasm and they point out to the end results. The world stands aside to let any one pass, who knows where she/he is going. Goals should be

S. M. A. R. T. :

Specific, like :

“I want to become a crorepati.”

Measurable like :

“I want to earn Rs. 3 crore by the 50th year.”

Action oriented :

There should be a plan and action is to be initiated.

Realistic :

If one wants to reduce weight from 80 kg to 60 kg within a month, it is not a practical one.

Time specific :

It must clearly be mentioned when the action is to be started and completed to achieve the goal.



Do not rest
until you
reach
your **goal.**



GOAL SETTING AND PLANNING

Plan *with*
Patience,
but implement with
speed.

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THE LAW OF PLANNING AND PREPARATION



GOAL SETTING AND PLANNING

**“Every minute
spent in
planning,
saves ten minutes
in execution.”**

**LIST OUT EVERYTHING
THAT YOU
CAN THINK OF & THAT YOU WILL
NEED TO DO,
FOR A BRIGHT FUTURE.
ANALYZE AND
SET YOUR PRIORITIES.**

**“IF YOU GIVE ME TEN MINUTES
TO CHOP DOWN A TREE,
I WILL SPEND MY FIRST TWO
MINUTES SHARPENING MY AXE.”**



The law of *applied* effort

GOAL SETTING AND PLANNING

“All your hopes, dreams, goals and aspirations are amenable to hard work. The harder you work, the luckier you get. There are no shortcuts.”



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Knowledge is Precious It is up to you to

GOAL SETTING AND PLANNING

Misuse it
Abuse it
Lose it
Use it



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Initiative

There are two kinds of people : Those who don't do what they are told, and those who do only that. The secret of getting ahead is getting started. Once you get going, the going gets easier.

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The Law of Efficiency

There is never enough time to do everything, but there is always enough time to do the most important things.

The more you take on, the more efficient you become.

You actually learn by trying & doing things.



The Three Es of Success

Efficiency is doing things right.
Effectiveness is doing right things.
Excellence is doing right things right.

GOAL SETTING AND PLANNING

*I*n Texas, years ago, major portion of oil came from surface operations. Eventually someone got the idea that there were greater sources of supply, deep down. A well was drilled five thousand feet deep. The result? A gusher.

Many of us operate (perform) on the surface. We never go deep enough to find the supernatural resources (capabilities). The result is, we never give our best. Remember more time and investment is required to go deep, but a gusher (deep thought) will pay off.

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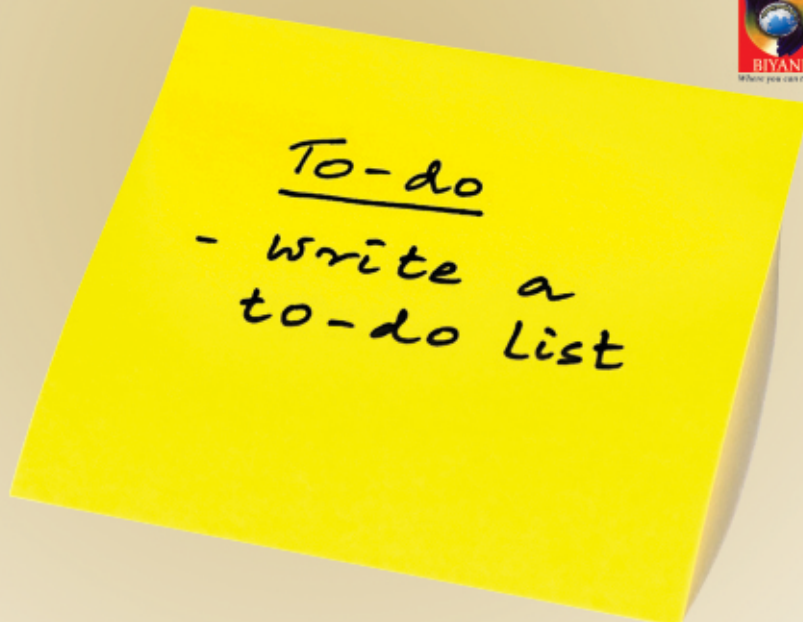
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Determine your priorities

BY ASKING YOURSELF
THE FOLLOWING
THREE Rs, YOU CAN
DETERMINE
YOUR PRIORITIES

WHAT IS **REQUIRED** OF YOU?
WHAT GIVES THE HIGHEST **RETURN**?
WHAT GIVES THE GREATEST **REWARD**?



Keep a list of things, to do everyday. This 'to-do' list will simplify your life. 'Put first things first', *i.e.* prioritize your use of time, so that you focus on the important, high pay-off activity rather than activity that is a distraction.

People who want to appear clever rely on memory. People who want to get things done make lists.

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BEST OF ALL RULES

GOAL SETTING AND PLANNING

*Work while you work,
and play while you play,
That is the way,
to be happy and gay!
Whatever you do,
do with your might,
Things done by halves
are never done right!
One thing at a time,
and that done well
Is the best of all rules,
as many can tell!
So, work while you work
and play while you play.
That is the way,
to be happy and gay!*

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AVOID PROCRASTINATION



Procrastination and success are diametric opposites. Procrastination is self-destructive behaviour. Procrastination is the assassination of inspiration. Fear of failure, fear of imperfection and fear of inferiority are the procrastinator's greatest fears.

When you are procrastinating on a major task, slice it up into as many small, manageable 'instant tasks' as possible. Divide and conquer.

**Don't put it off, for
delay can be
dangerous.
Tomorrow
belongs to God
and Today
belongs to
us. Do it
now.**

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MANAGE YOUR TIME

DESIRE AND CHOICES & CHALLENGES

Be ruthless with your time. Set aside a few minutes each morning to plan your day. Plan around your priorities and focus on not only those tasks which are immediate, but also the less important ones (i.e., many telephone calls) for these allow for the greatest personal and professional development. Important but not immediate activities are those, which produce long-term, sustainable benefits and include exercise, strategic planning, the development of relationships and professional education.

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DESIRE AND CHOICES & CHALLENGES

CHAPTER-4

We often hear that “Where there is a will, There is a way.” Unless there is a strong will, a desire to do something, an achievement motivation, we cannot grow. There are people who don't have any desire in life. They take the life given to them for granted. They believe in stars, luck, God's wish etc. Such people are only physically alive but there is no 'life' in them.

Every one ought to have some desire in life - a strong one. Then only will they have enthusiasm in life and a strong will power to fulfill it. A desire to do something, to achieve some thing makes a life worth living. What is one's desire will determine his destiny. Life is what we make of it. It is our own desires & choice of actions in this life which can make us a person who is remembered for years by many, not only as long as we live but also in our absence. How much one is hated or loved, admired or rebuked, remembered or forgotten depends upon one's choice of actions.

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The Law of Desire

“TO ATTAIN SUCCESS, YOU MUST HAVE A BURNING DESIRE. A MILD DESIRE OR CASUAL INTEREST IS NOT SUFFICIENT. YOU CAN TELL HOW BADLY YOU WANT IT BY OBSERVING YOUR ACTIONS EACH DAY. ARE THEY CONSISTENT WITH ATTAINMENT OF SUCCESS?”



The intensive DESIRE



DESIRE AND CHOICES & CHALLENGES

The burning desire, a desire with emotional intensity, is the starting force for all achievements. A small fire cannot give much heat, so, also a weak desire cannot produce great results. The burning desire backed by unwavering commitment turns the impossible into possible.

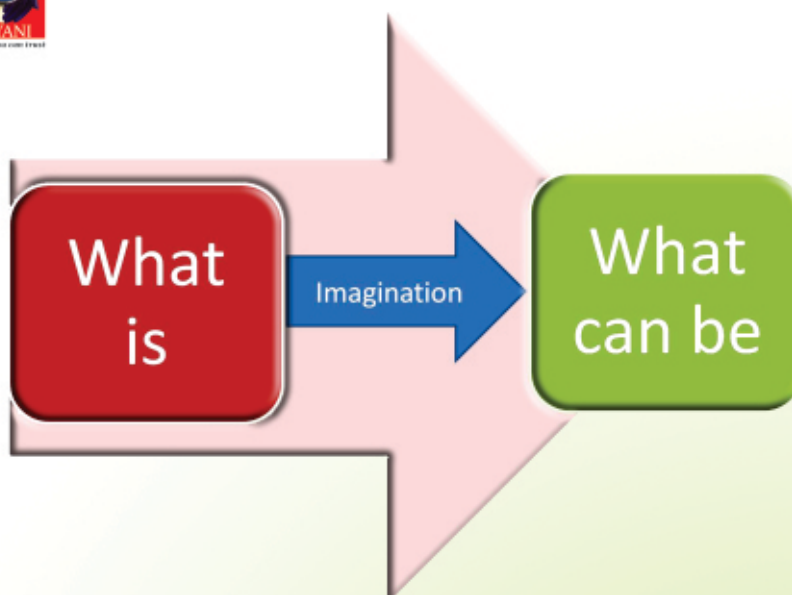
- After asking him to leave the train in the apartheid South Africa, **Mahatma Gandhi** decided to send the Britishers out of the country as well as to eradicate untouchability.
- **Thomas Alva Edison**, use to work in his laboratory non-stop, often for two to three days straight away, without sleeping, because he was obsessed with inventing the light bulb.
- For several thousands of years, people held the belief that it was impossible for any human being to run a mile in less than 4 minutes. It was **Dr. Roger Bannister's** desire, to prove otherwise, which broke the four-minute mile for the first time on the 6th of May, 1954.

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DESIRE AND CHOICES & CHALLENGES

Imagination

is important;

if your **mind**
can **perceive it;**

If your **soul**
can **believe it**

and **body**
can **achieve it.**

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You do not have
a choice to
play cards but you have
choice **how to play**
those
play cards.

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Choices and decisions make destiny.

DESIRE AND CHOICES & CHALLENGES



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Your real introduction is
not your **name**
or particulars
of your family, but

What you **think**,
How you **behave** &
How you **act**.

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WE MAKE OUR LIFE

Life is not a game of change. Life is what we make of it. Our life is the sum total of all our choices/thoughts up to this present minute. We can use our options, and choose what kind of life we want to lead, life of a winner or a loser.

DESIRE AND CHOICES & CHALLENGES

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Duties are imposed
and are
stressful;
Responsibilities
are volunteered
and are
pleasant.

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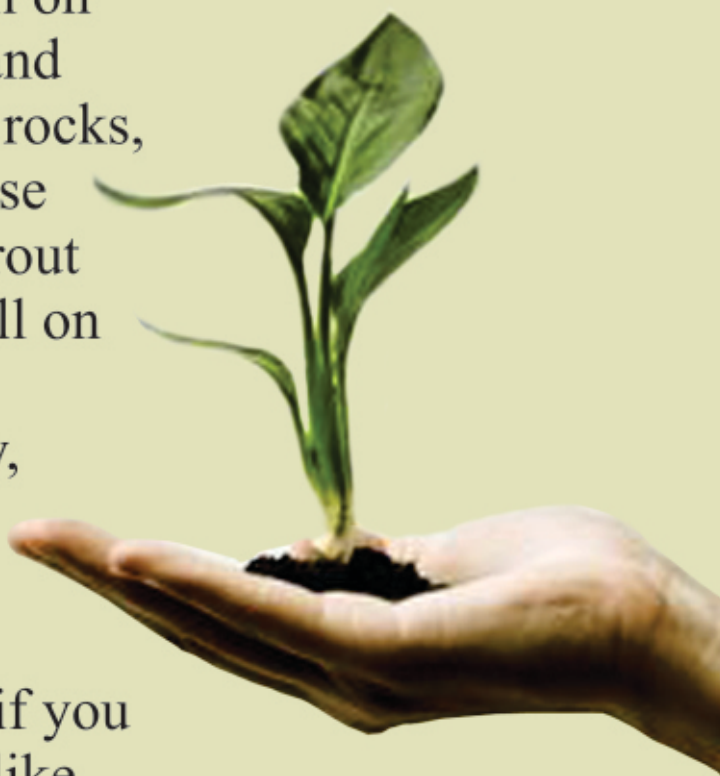
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BE A LEARNER

DESIRE AND CHOICES & CHALLENGES

A farmer sows
the seeds.
Some fall on
the soil and
some on rocks,
Only those
seeds sprout
which fall on
the soil.
Similarly,
knowledge can
only be
attained if you
become like
the soil.

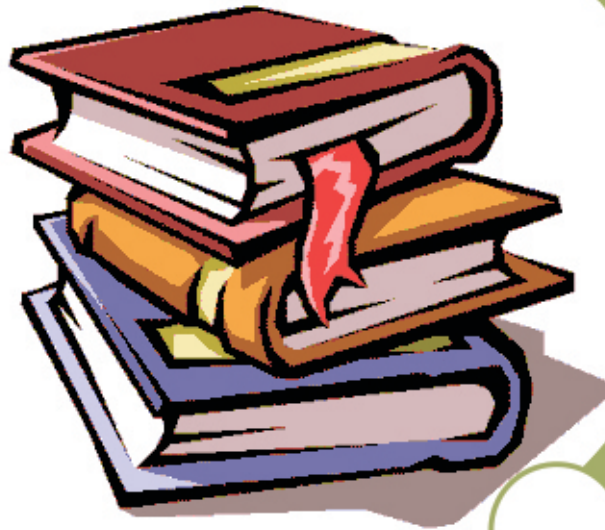


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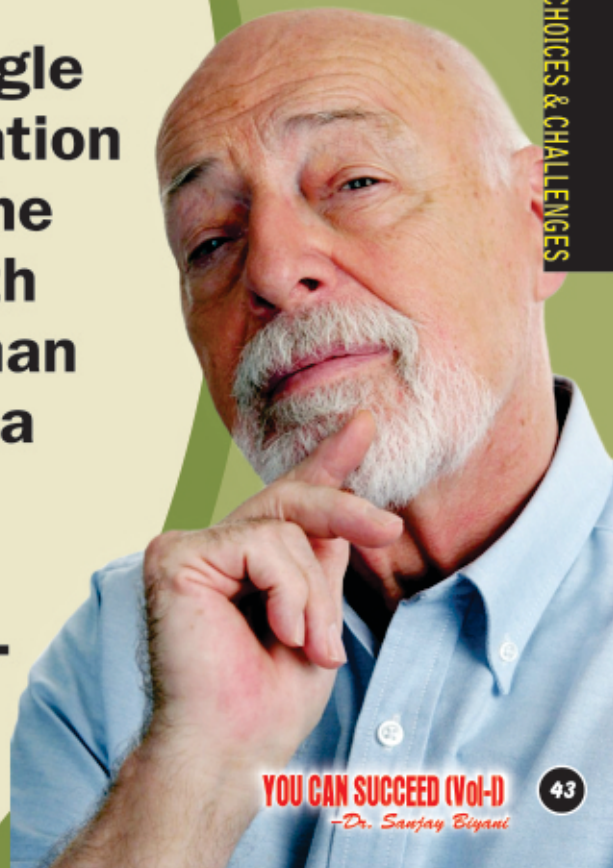
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A Single conversation across the table with a wise man is worth a month's study of books.

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POSITIVE ATTITUDE

CHAPTER-5

No, I can't" and "Yes I can", are definitely two opposite attitudes about task accomplishment. People with biased view points or attitude always see the negative aspects whereas the other ones visualize the positive aspects. It is an easy approach to say a 'no' or highlight the problems and difficulties, avoiding work, and finding excuses. Such people always see the darker side of life. How can one achieve anything with such a temperament. It is only positive attitude with which we can excel. People with positive attitude always see good in everything. They visualize the brighter side of life. Positive attitude gives hope, hope gives energy and energy leads to success.

People with positive attitude not only excel themselves but can also motivate others for better performance. Always remember, success and positive results in all endeavours cannot be predicted. We can only make efforts. Often we do commit mistakes and do not succeed in the first attempt. We should not get angry or feel frustrated. But we should improve and make efforts to become the best. Only this attitude can ultimately bring success.



THE LAW OF OPTIMISM

There is little difference in people, but that little difference makes a big difference. The little difference is in attitude. The big difference is whether it is positive or negative. So, in order to be a success, you need to cultivate a positive mental attitude. Your attitude is how you respond to the incidences/situations that occur in your life. Attitudes make a difference in success or failure. Attitude is a critical ingredient in the results that you will create in your life.

There was a giant who was bullying and harassing the people in a village. Nobody tried to protest him because of his gigantic size. One day, a 15-year-old shepherd boy came to visit the village and saw the harassment by the giant. Then he asked, "Why don't you stand up together and fight the giant?" They were terrified and expressed their doubt, "Don't you see he is too big to hit?" But the boy encouraged them by saying, "Don't you see he is too big to miss?" The villagers then killed the giant. 'Same giant, but different attitude.'



Attitude

I Can

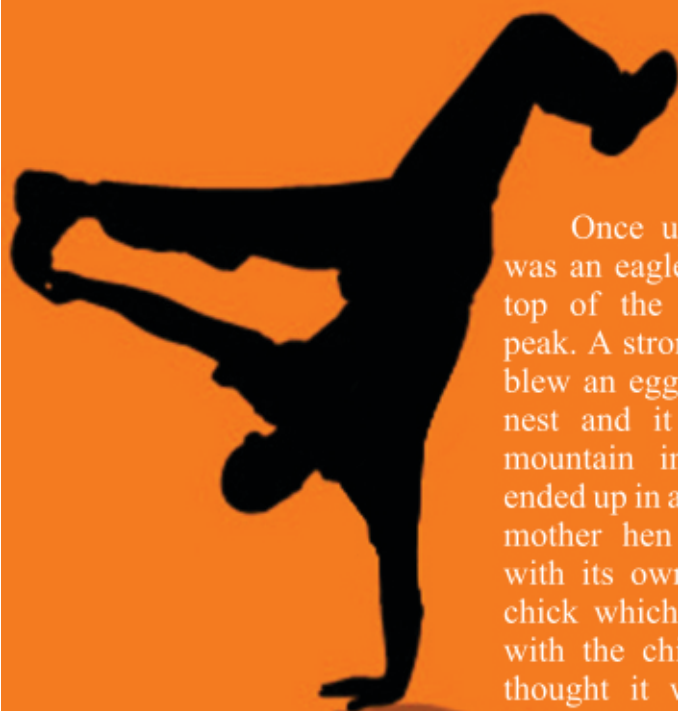
STORY : THE MARKET FOR SHOES

POSITIVE ATTITUDE

A shoe company wanted to expand its business to a country in Africa. In order to assess the level of demand for their shoes in that country, the director of the company deputed two separate teams there.

After a study of two months, one team sent a report that there was no market for shoes in that country as no one wore shoes.

The other team concluded that the place had a great market potential because no one wore shoes.



**IF YOU
CAN,
YOU
WILL**

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Once upon a time, there was an eagle's nest that sat on top of the highest mountain peak. A strong wind came and blew an egg out of the eagle's nest and it rolled down the mountain into a valley and ended up in a chicken farm. The mother hen hatched it along with its own eggs. The eagle chick which was raised along with the chicken by the hen, thought it was a chicken. It walked like a chicken, talked like a chicken, thought like a chicken and dreamed like a chicken. Chickens cannot fly, so it didn't even try.

One day, while standing out, it saw the sight of an eagle flying majestically across the sky, like the king of the sky. The eaglet asked its mother hen, if it could soar like the bird in the sky. The mother hen replied,

“We cannot fly.”

The eagle could not take to flight and ultimately, died a chicken.

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POSITIVE ATTITUDE

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Once, three frogs, 'Opti', 'Mathy' and 'Pessi' accidentally fell into a pail of milk.

Pessi, a pessimist, cursed life and his bad breaks. Pessi whined, complained, focused his energies on the problem and soon gave up and died.

The second frog, **Mathy**, a brilliant mathematician, figured that he could leap to safety if he properly calculated the distance. He computed the algebraic factors of the trajectory, worked out the parabolics and dynamics and then readied himself for the grand leap. Immersed in his celebrations, he did not notice that the pail had a handle, and in his leap, 'Mathy' hit his head against it and lost his life.

The third frog, **Opti** had a different attitude, a positive perspective, a strong will to survive and love for hard work. He directed his energies to the solution rather to the problem. He kept on hopping and kicking. He did not give up. He kicked and kicked, until he churned the milk into cream, and then into butter. As it became solid, he eventually, leaped out to safety. **Be an optimist...**

Positive Mental Attitude





03 Important products
for healthy life :

Ice for **brain**
to keep you cool.

Sugar for **tongue**
to speak sweetly

Love for **heart**
to love everybody.

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POSITIVE ATTITUDE

SUCCESS

**Positive thoughts
with action increase
the probability
of success.**

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Try to work toward
solutions
or else
you yourself will
become a
problem.

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QUALITY OF OUR LIFE

A father and his two sons lived in a single room. The father used to come home drunk everyday and watch TV, thus disturbing his children's studies. The eldest son was committed and concentrated on his studies, while the younger son followed in the footsteps of his father. Both the children grew up. The eldest son got an award for being the best citizen in the town, while on the same day; the younger son was imprisoned for a petty crime.

When both were interviewed, the answers they gave were worth pondering. The younger son said, "All because of my father, who created a bad atmosphere at home." The eldest son said, "I attribute my success to my drunken father and the unhappy home atmosphere; it was an inspiration for me to be different. More than the situation, it is how we respond to the situation that determines the quality of our life."



Positive
vercomes
the **Negative**

Believe in Yourself



POSITIVE ATTITUDE



Train your mind to say

'I am BRAVE' not 'I will be BRAVE'

Once a teacher called the students one by one to write on the board **'I WILL BE BRAVE'**. 25 students wrote as told by the teacher. 26th student got up, looked at the teacher and wrote confidently on the board **'I AM BRAVE'**. A student having a similar thought has a strong quality to become Indira Gandhi, Mother Teresa & Kalpana Chawla.

Know yourself well and train your mind to be the best.

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POSITIVE ATTITUDE

Good fortune
does not happen **by chance,**
It results from
**good habits,
hard work and
constant dedication.**

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YOUR ATTITUDE MATTERS

**Universe remains the same,
what matters is your perception and attitude,
towards things change it and feel positive,
the world will be a happier place to live**

POSITIVE ATTITUDE

Construction of a temple was going on outside the city. A man passing by asked three labourers what they were doing one by one.

First labourer said "Are you blind, can't you see ...?"

Second labourer answered "I have to take up this occupation to rear my family, I don't have any choice"

Third labourer was singing happily and laughing. He thanked God joyfully that he was making a temple.

Situation is the same but the perception is different.

It is the way you think about the life. Hence, it is up to you to make your life happy or sad.

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Good habits
are
**difficult
to
develop
but easy to
leave.**

Bad habits
are
**easy
to
develop
but
difficult to
leave.**



**A man
can not
be
disturbed
by events
but by
the way
he
perceives
those
events.**

POSITIVE ATTITUDE

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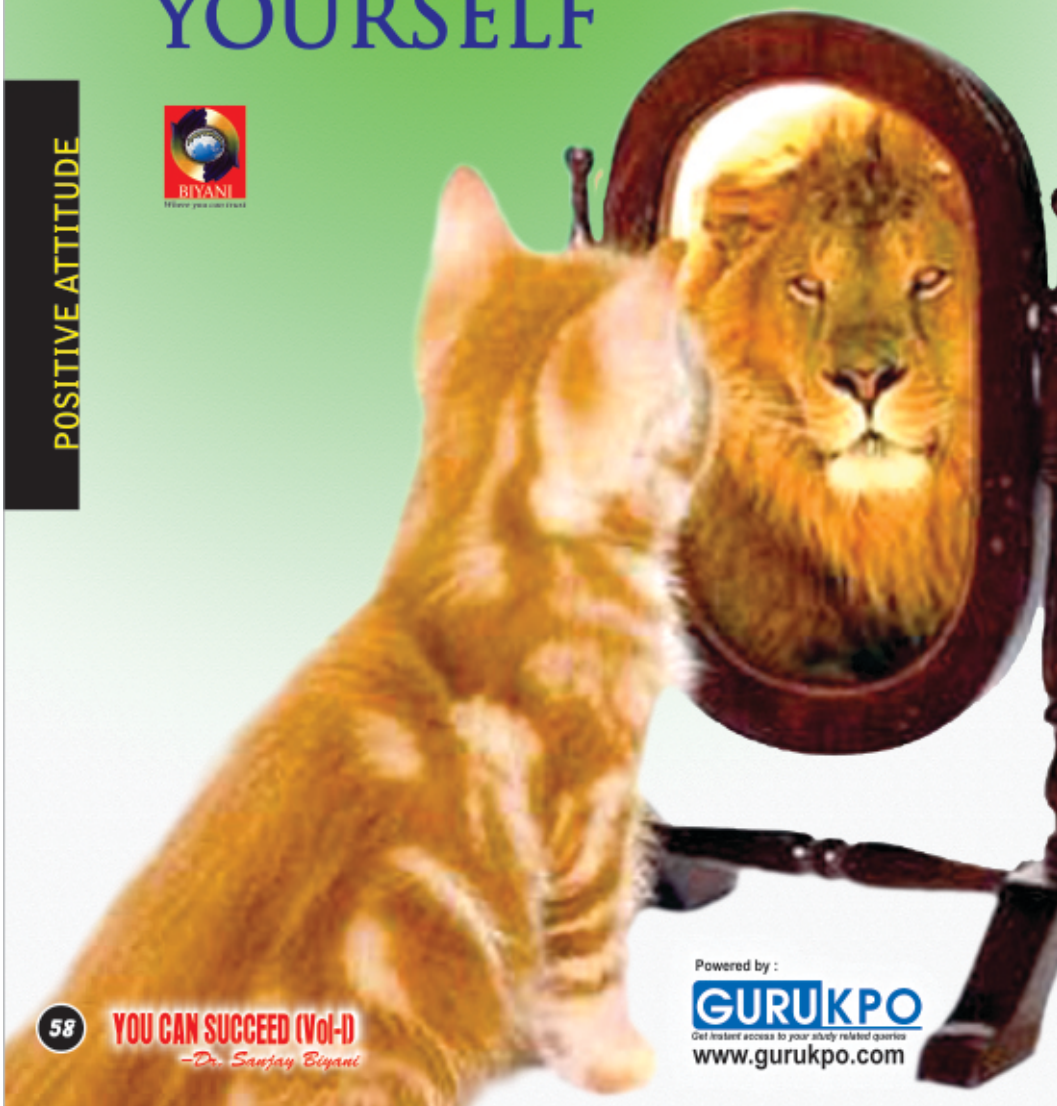
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WHAT MATTERS MOST IS HOW YOU SEE YOURSELF

POSITIVE ATTITUDE

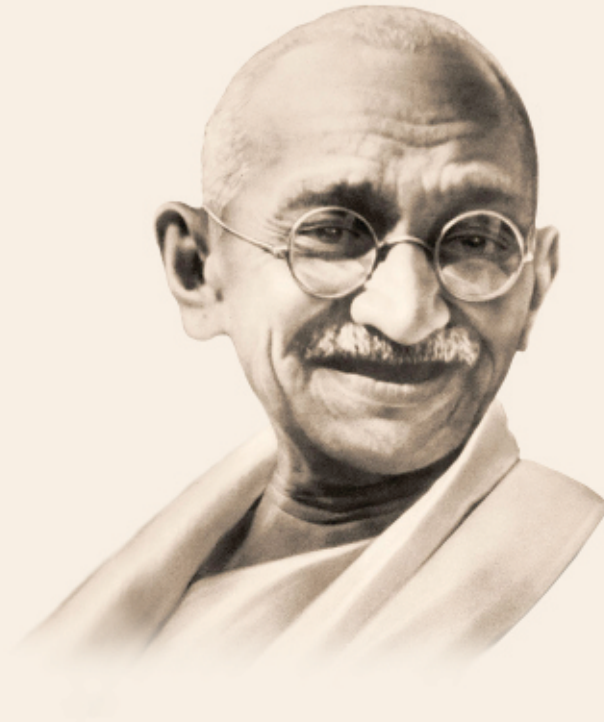


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Seven Social Sins

1. **Knowledge** without **Character**
2. **Science** without **Humanity**
3. **Commerce** without **Morality**
4. **Wealth** without **Work**
5. **Worship** without **Sacrifice**
6. **Politics** without **Principles**
7. **Pleasure** without **Conscience**

—Mahatma Gandhi

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POSITIVE ATTITUDE

Always keep
yourself busy
so that you
don't get
time for worries.

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POSITIVE ATTITUDE

ANGER is like a
nuclear weapon
use it only when
no other
option remains.

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POSITIVE ATTITUDE



Everybody commits
mistakes
& every one gets
angry,
then why not search for
peace & improvement
rather than feeling bad.

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If you want to **control**
your **anger**,
Control your **tongue**
Silence is the best
way to **control anger**.

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POSITIVE ATTITUDE

**If you cannot change
something which you
do not like,
Don't feel defeated.
Be contented that
you have made an effort.**

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GOAL



POSITIVE ATTITUDE

THE DAY YOU STOP MAKING
AN EXCUSE,
THAT IS THE DAY
YOU START TO THE
TOP.

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GIVE ONLY
THAT ADVICE
WHICH
IS



POSITIVE ATTITUDE

DON'T COMMIT
A CRIME TO GIVE
AN ADVISE HAVING
SELF INTEREST.

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POSITIVE ATTITUDE

Don't use
a **revolver**
for a task which can be
handled by
a **handkerchief.**

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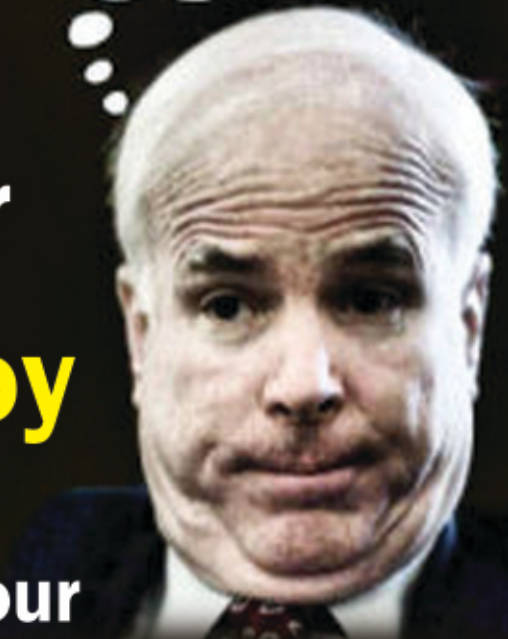
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POSITIVE ATTITUDE

Beware!
one
minute
anger
can
destroy
1/10
part of your
memory.



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Always
suppress
the
negative
thoughts
or change their
direction,
otherwise they will
destroy
the **purity**
inside you.

POSITIVE ATTITUDE

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WINNER VERSUS LOSER

POSITIVE ATTITUDE

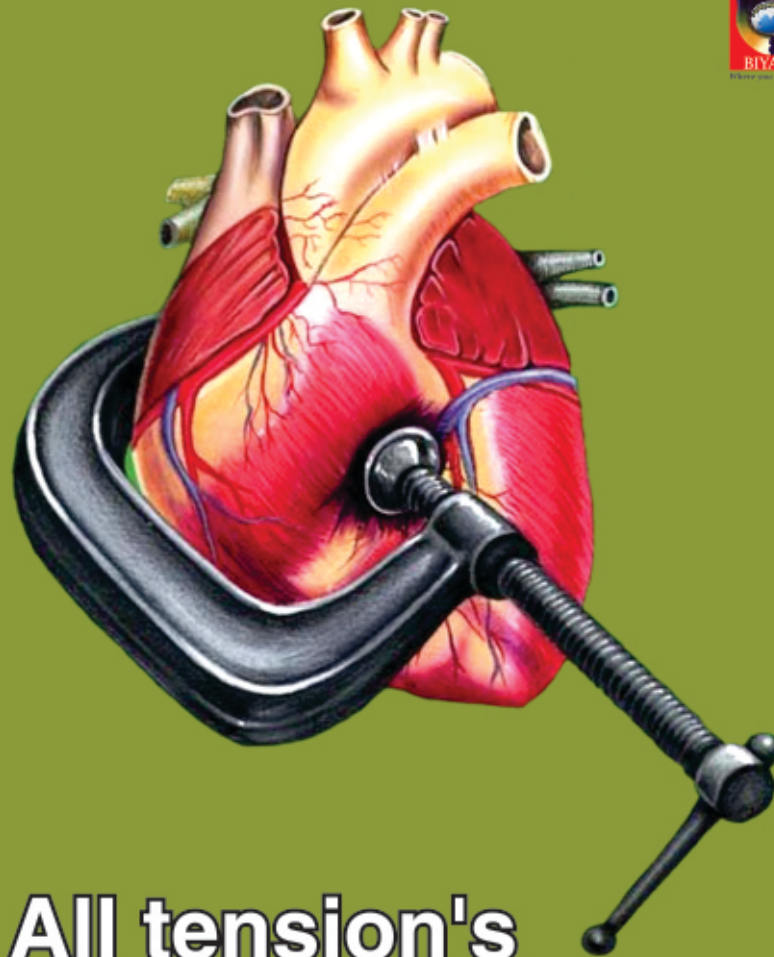
WINNER

- Is always part of **the answer**.
- Always has a **program**.
- Says, "Let me do it for you."
- Sees an **answer** for every problem.
- Says, "It may be difficult but it is possible."
- Has **dreams**.
- Says, "I must do something."
- Is **part** of the team.
- Sees the **possibilities**.
- Believes in **win-win**.
- **Chooses** what he says.
- Uses **hard arguments** but soft words.

LOSER

- Is always part of **the problem**.
- Always has an **excuse**.
- Says, "That is not my job."
- Sees a **problem** for every answer
- Says, "It may be possible but it is too difficult."
- Has **schemes**.
- Says, "Something must be done."
- Is **apart** from the team.
- Sees the **problems**.
- Believes, for him to win, someone has to lose.
- **Says** what he chooses.
- Uses **soft arguments** but hard words.





POSITIVE ATTITUDE

**All tension's
need attention
to avoid
hypertension.**

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The Law of Excellence



POSITIVE ATTITUDE



Excellent rewards

**are paid for excellent performance
excellent products
or excellent service.**

The quality of your life

**will be determined by your
commitment to excellence
more than by any other factor.**

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THE KEY TO SUCCESS

CHAPTER-6

Everyone wants to succeed in all their endeavours but only a few really succeed. It is not because these people are different but only because they do things differently. A strong desire, alongwith sincere and continuous efforts are keys to success.

It often happens that our first effort for accomplishment of a task does not bring good results and we get frustrated or feel defeated. This attitude is not a characteristic feature of a successful person. Remember, failure is the first step towards success. We should learn from failures, try to find out the reasons thereof, improve upon them and make another effort. Maybe the second effort will also end in failure. Then the third, fourth and so on till finally we succeed. All successful people have a long list of failures but finally they could succeed only because they did not stop. With renewed enthusiasm they went on trying and ultimately they got what they wanted. This self confidence, enthusiasm, determination and devotion are a must for success in all fields of life.

Try & try until you succeed.

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WINNING EDGE

THE KEY TO SUCCESS

The 'Winning Edge' concept says, "Small differences in ability can lead to enormous differences in results." Small differences in your own personal repertoire of knowledge can lead to major differences in your income and achievements.

Striving for excellence is progressive. All that we need is a little edge. The winning horse in the race wins 10 to 1. Is he 10 times faster than the other horses? Of course, not. He may only be faster by a fraction of second or by a nose, but the rewards are 10 times greater.

The same is true in our lives. Successful people are not 10 times smarter than the people who fail. They may be better by a nose, but the rewards are ten times bigger.

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**DETERMINATION,
DEVOTION,
DEDICATION
& CONTINUOUS
HARDWORK
IS THE KEY TO
SUCCESS.**

THE KEY TO SUCCESS



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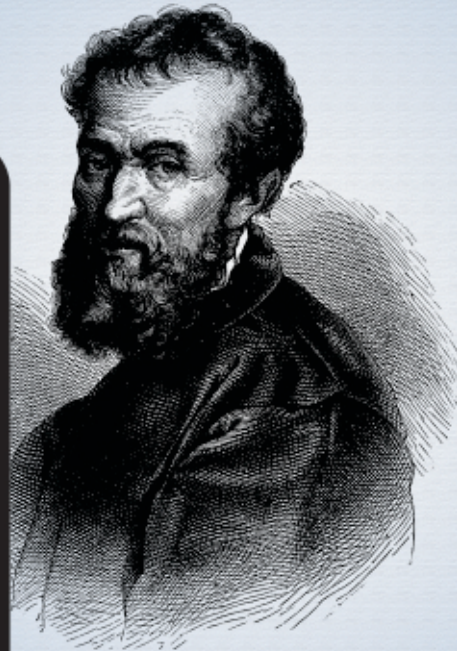
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Magic of Vision & Determination



Michael Angelo
Famous Sculptor

'Michael Angelo was a famous sculptor whose sculptures were admired all over the world. Once a man brought a marble rock to Angelo's shop. The rock was worthless hence was kept outside near the window which was just being used by the people to see and admire the sculptures of Michel Angelo through the window. One day, Michael brought this rock in his shop and made 'Venus the Milo' (MADONA) which came out to be the finest creations of the world. With determination and vision, we can mould a worthless stone into a beautiful sculpture. Everyone and everything in this world can be made precious if you have a zeal, vision & determination.



THE LAW OF **Karma** OF CAUSE AND EFFECT

*F*or every cause, there is an effect, and for every effect, there is/are specific cause/causes. There are no accidents. What you sow, so you reap.

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THE KEY TO SUCCESS

Success is not handed to anyone on **a silver platter**. No one just stumbles over **a pot of gold** or **a good job**, lot of **money** or **happiness**. **Success must be earned.**

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EFFECTIVE COMMUNICATION

Communication is perfect and complete, when the meaning meant to be conveyed is the same, as the meaning understood.

A good written communication should have the 7 Cs :

- **Completeness**
- **Courtesy**
- **Consideration**
- **Clarity**
- **Conciseness**
- **Concreteness**
- **Correctness**

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THE KEY TO SUCCESS



Failure is simply a step towards success

In the struggle for existence,
the fittest only survives.
Persistence produces power. To
fail proves, you are trying. Every
failure is a dress rehearsal for
success. Every opportunity for
success also contains the
possibility for failure. **Never,
Never, Never give up...**



All failures
are **dress**
rehearsal to
SUCCESS.



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FEAR OF FAILURE



Sometimes, it is not **criticism** but fear of failure which **paralyses** a person.

A mother had two sons as her only source of livelihood. Her first son sold umbrellas and the other sold fans.

The mother could not help but worry about their business. When it was cold or cloudy, she would worry about her son selling fans. When it was nice and sunny, she would worry about her son selling umbrellas. No matter what the weather, there was still room for worry.

One day, an old sage visited her village. In need of help, she went to this wise man. The learned man, after patiently hearing her story said: "You are blessed. There is no way you can lose. If the sun is shining, people will buy fans; if it rains, people will buy umbrellas. Either way-you can't help but win."

From that day, according to this folklore, the mother realised her mistakes and stopped worrying.

COMBAT FEARS



THE KEY TO SUCCESS

We may suffer with certain fears.

The eight basic fears are :

- Fear of **poverty**
- Fear of **criticism**
- Fear of **ill health**
- Fear of **loss of love**
- Fear of **old age**
- Fear of **loss of liberty**
- Fear of **death &**
- Fear of **failure**

Don't try to flee from fear. We have to fight any fear with a positive faith. **We fear the most which never happens.**

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**Success always
comes to those,
who try hard and
long enough.**



ABRAHAM LINCOLN!

THE KEY TO SUCCESS

- He failed in his business in 1832.
- He failed in his first step at politics, when he was defeated for the legislature in 1832.
- His sweetheart died in 1835.
- He had a nervous breakdown in 1836.
- He was defeated for the elector in 1840.
- He was defeated in his first attempt to be nominated for the congress in 1843.
- He was defeated in his aspiration to be the commissioner of the congress in 1848.
- He was defeated in the senatorial election in 1854.
- He was defeated in his attempt to become the vice president in 1856.
- He was again defeated in the senatorial election in 1858.
- He was elected the President of United States in 1860.

**Do you know, who this
great gentleman was?**

ABRAHAM LINCOLN!

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List of Qualities that Contribute to SUCCESS

Ability	5%
Knowledge	5%
Discipline	10%
Attitude	40%
Enthusiasm	40%
Total	100%



THE KEY TO SUCCESS





Often, the difference between a **success** and a **failure**, is not because of one's better abilities or ideas, but the courage that one has to bet on his/her ideas, to take a calculated **risk** and to **act**.



Formula of Success



THE LADDER OF SUCCESS

- 0% = I won't.
- 10% = I can't.
- 20% = I don't know how.
- 30% = I wish I could
- 40% = I could.
- 50% = I think, I might.
- 60% = I might.
- 70% = I think, I can.
- 80% = I can.
- 90% = I will.
- 100% = I did.

THE KEY TO SUCCESS

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Traits Of Success



To succeed,
one must
possess an
effective
combination
of **ambition,**
ability,
drive,
courage,
hard work,
dedication,
integrity and
goal
oriented
attitude.

THE KEYS TO A SUCCESSFUL TASK



Ability

is what you are capable of doing

Motivation

determines what you do and

Attitude

determines how well you do it.

THE KEY TO SUCCESS



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WHAT IS SUCCESS

THE KEY TO SUCCESS

- S** of success is for **smart working**
- U** of success is for **unleashed potentials**
- C** of success is for **creative thinking**
- C** of success is for **confidence**
- E** of success is for **efficiency**
- S** of success is for **self motivation**
- S** of success is for **sharp mindedness**



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5 Ds of Success



THE KEY TO SUCCESS

- **Desire** to succeed.
- **Direction** for one's goal to achieve.
- **Determination.**
- **Dedication** towards goal &
- **Devotion**

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THE KEY TO SUCCESS

Five Cs
of
success are -

- ① Character,
- ② Commitment,
- ③ Conviction,
- ④ Courtesy and
- ⑤ Courage.

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Discipline	10%
Positive Attitude	40%
Enthusiasm	40%
Total	100%

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