



HOW I SEE IT.

On the occasion of my firm's 10th anniversary, I share:

*"The First 7 Incredible Lessons of Success: experiences gained working in numerous sectors."
My definition of "success" is the ability to endure, achieve, and rebound.*

Leadership Rule #3: Most People Want You to Fail

It was following one of my conference keynotes a couple of years ago, a CEO walked up to me and said, "Vince, you're the most optimistic cynic I know." He went on to say that "so many of the observations I made were absolutely depressing – true - but depressing. And yet I was so encouraging and a breath of fresh air." He purchased several copies of my books as gifts for his management team and we later chatted at a reception and book signing.

During that reception I heard story after story of owners and executives who had overcome all kinds of pessimism, obstacles, and adversities. Their common theme? From the very beginning, nobody thought they *could or would* succeed.

It's a fundamental truth: except for a few daring souls, most people have *settled*. They have found safety, comfort, and minimum risk in the average routine of each day. The true exhilaration of achievement is a totally foreign experience reserved for those they deem 'the lucky ones.' What they fail to realize is that everyone has the power to choose to be more than they are today.

Changing careers, increasing wealth, improving health, having more freedom or flexibility, finding purpose, are the stuff dreams are made of. And as noted success author, Napoleon Hill said, "A goal is a dream with a deadline." If you look at every successful businessman, politician, celebrity, athlete, author, etc. there are common components that all center on self-reliance and perseverance.

The abundance of life is written about in scripture. Life's abundance is a fundamental precept to our country's founding. An abundant life is the desire of every parent for their child. How then can it be so elusive? I think it's because of the three people you'll meet trying to make your dreams come true:

- 1) The *jealous* who can't fathom you succeeding when they see themselves 'stuck' in their own situations
- 2) The *scared* who can't understand why someone would dare leave the 'safe zone' and risk hardship, obstacles, and frustration
- 3) The *happy* few who truly want you to succeed because they admire you, are inspired by you, and simply want the best for you.

Over time we can become jaded, stifled, and cynical as a result of both well-meaning and not-so-well-meaning people who tell us to "lower your expectations," "be happy with your current circumstances," or worst of all – "that's for other people, it's not possible for you." So how do you resist that kind of pressure?

Surround yourself with positive people. Marry a very special person. Choose friends and associates wisely. Commit yourself to daily meditation, devotion, and self-development. Focus on the possibilities that can be yours. Race, gender, income, age, religion, nor any other incidental aspect of the human condition is stronger than the power to leverage your God-given talents and become the person you are capable of being. Success is within your REACH. It is defined by your individual vision. It is achieved in spite of those who would wish otherwise.

At least that's how I see it.

Vince Crew
• Speaker • Author
• Adviser

Programs,
Assistance, and
Resources to
Owners & Executives
on
Strategic Growth
Through
New Leadership,
Intelligent Staffing,
and Everyday Ethics
development.

The perspectives in this newsletter are not a substitute for tailored counsel or programs designed for your particular situation. Contact us to discuss your specific needs.

A TIP OR TWO

Ask Yourself:

"What are the 3 most important things I can do right now, today, within the next hour, to get closer to achieving my lifelong goals?"

Goals drive actions. Motives move us to act. Action motivates us to do more. Take specific steps today. Reflect on your past achievements and the adversities you've overcome. Focus on your future and see things for yourself that no one else dares. The difference between mediocrity and success is YOU!

THOUGHTS FROM HERE AND THERE

The Man Who Knows He Can -- If you think you are beaten, you are. If you think you dare not, you don't. If you like to win, but you think you can't, it is almost certain you won't. If you think you'll lose, you've lost. For out in the world you'll find, success begins with a fellow's will and it's all in the state of mind. If you think you are outclassed, you are. You've got to think high to rise. You've got to be sure of yourself before you can ever win the Prize. Life's battles don't always go to the stronger or faster man, but soon or later the man who wins is the man who knows he can!
Anonymous

Opportunity often comes disguised in the form of misfortune or temporary defeat. Napoleon Hill

Want to be successful? Be at peace with your convictions, anxious about your goals, giving to others and find someone to share it all with you. Vince Crew

It is the nature of man to rise to greatness if greatness is expected of him. John Steinbeck

If it is serving, let him serve; if it is teaching, let him teach; if it is encouraging, let him encourage; if it is contributing to the needs of others, let him give generously; if it is leadership, let him govern diligently; if it is showing mercy, let him do it cheerfully. Romans 12:7-8

For everything that was written in the past was written to teach us, so that through endurance and the encouragement of the Scriptures we might have hope. Romans 15:4

Similarly, encourage the young men to be self-controlled. In everything set them an example by doing what is good. In your teaching show integrity, seriousness and soundness of speech that cannot be condemned, so that those who oppose you may be ashamed because they have nothing bad to say about us. Titus 2:6-8

Perseverance must finish its work so that you may be mature and complete, not lacking anything. James 1:4

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ALWAYS, ALWAYS... Continue to REACH!

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