

PERSONAL SUCCESS & LEADERSHIP WORKSHOP
FOLLOW-UP COMMENTS and RECOMMENDATIONS

1. This workshop won't "work" unless each step in it is taken!
 - The steps/assignments are simple, yet *significant*.
 - It's all just a matter of applying proven universal principles!
2. Put serious thought into your Life Script ...
 - Review at least monthly, and revise when so inspired!
 - Include as much detail as possible. Your mind is a cybernetic, goal-striving organism and, therefore, requires a clear-cut picture of the end results you are aiming for ... the clearer the end result pictures, the more focused and efficient your mind becomes to make these pictures a reality!
3. From your Life Script, devise goals and plans for the following increments of time:
5 Years, 1 Year, 1 Month, 1 Week, Today.
 - The "closer in" you get, the more detailed your plans become. Focus primarily on your weekly plans, since this gives better perspective to each day's plans.
 - You might consider the format used in Planner Pads[©] (with three rows/sections of planning ... the top section by category/project, the middle section of "Do" lists for each day of the week, the bottom section for "appointments" at specific times of each day).
 - Review goals/plans on a regular basis, to stay "on track" and to keep everything in perspective, focusing on those things of highest priority (like family, friends, health, etc).
4. Follow the "Recipe for Success" as stated in the workshop.
5. Focus each day using the three ingredients stated in the workshop
(A) Visualization (B) Affirmations (C) Feel the Emotion
6. Realize that your success (& happiness) hinges on the ACTIONS you take.
 - Action is taken only when motivation *converts* all your should do's to must do's^a
 - Motivation is the result of either inspiration or desperation ... inspiration is the preferred motivation^b (... desperation comes from procrastination^c).
 - The KEY is to realize how priceless each day is, that each is a gift, and that each of your should do's therefore become must do's!
 - Finally -- understand that your dreams/goals are the "vehicles" that fuel this inspiration.
7. Excellent articles/information may be found on the Personal Success & Leadership website! –
www.PSLinstitute.com

^a 20% motivation comes from knowing how to do something ... 80% from knowing WHY. Make a list of all the reasons why you should do it ... and with enough good reasons, your "should" will become a "must!"

^b What we are focusing on is excellence ... and excellence is not the result of random acts, but of the habit of doing what needs to be done, each and every day ... ideally, doing MORE/ BETTER than what is "expected!"

^c Procrastination is a habit that can only be overcome by replacing it with the positive habit of routinely taking ACTION! "All things ... come to an end. It's a fact of life we all know but work hard to ignore. We spend each day as if we have an eternity to do the things we've always wanted to do. Why rush or confront our fears when we have forever to do so? Why take steps to improve and leave our comfort zone today when we have so many tomorrows? And this delusional thinking ensures the majority of people in the world settle for less than they want. It lures people into putting off their goals and dreams until time runs out." (Jason M. Gracia)

PRINCIPLES & IDEAS to DISCUSS in the
PERSONAL SUCCESS & LEADERSHIP WORKSHOP

1. What is the underlying purpose of this workshop? –

To facilitate your focus. What we focus on we move toward ... the sharper our focus, the quicker our progress.

2. Why are we here? ... What is the purpose of life? ... What is success? –

To develop our full (unlimited) potential by discovering/developing our talents and skills and using them to serve others.

3. So ... what is it that we focus on? –

Our dreams/goals/passions (what we are most interested in and most enjoy doing ... things we have a natural inclination toward and in which we have a strong desire to increase our knowledge and skill). This is the beginning of all success. If you have no dreams/goals, there's nothing to shoot for (focus on)!

4. What if you don't have any particular dreams/goals/passions? –

Now's the time to check out the possibilities! ... Look over a list of possible careers/interests/hobbies ... which do you *think* you'd like to learn more about? Research, investigate and experiment with those that appeal to you. Talk with experts in those areas you are looking into, who can tell you the most about that area, who are most enthusiastic about it and can give you the best advice!

5. Create a Vision Board!

Focusing, to be effective, must be a daily practice ... and since we think in pictures, one most effective way to focus on our dreams/goals is a Vision Board consisting of pictures representing each dream /goal!

6. How can we best focus on multiple goals? –

It is easier to focus on similar goals at the same time ... like, say, business goals. So the key is to organize your goals according to what role in your life they apply to (student, baseball player, musician, family member, club president, etc). Look at your goals ... assign each to a role. Each role will have at least one goal.

7. How do we sharpen our focus? –

Answer this question: How do you eat an elephant? (One-bite-at-a-time!) We do likewise with our dreams/goals by breaking them down into their smallest (bite-size) pieces, organizing these pieces in the proper order (i.e. goals to steps to tasks), and assigning target dates/times for each (do this on paper ... writing makes it easier to solidify your thoughts). Create a weekly calendar, assigning times during the week for recurring tasks and blocking out times for non-recurring tasks, according to roles (say, from 1-3 pm Tuesday -- Club President tasks) ... Now we know, from one day to the next, what we are focusing on ... we have sharpened our focus! By this means, nothing is overlooked or delayed.

8. The Slight Edge Principle –

It's the easy little things we do from one day to the next (our habits) that make all the difference (like brushing & flossing our teeth). The challenge is that they are also easy not to do ...and not doing them, typically, has no immediate drastic consequences. However, in the long run, bad habits will reap profound negative outcomes, just as certainly as good habits will reap positive ones. (This principle is expounded upon in the book, Success for Teens, mentioned in the second workshop handout)

9. We become what our past thoughts and decisions have led us to become –

The results we get, the person we have become, are the outcome of our decisions/actions/habits, which come from our thinking, which comes from our attitude (frame of mind), which comes from our philosophy (how we view life and the part we play in it). Philosophy tends to be either negative or positive (i.e. we either see the glass half empty or half full, we see ourselves as very limited because of our circumstances or as having unlimited potential no matter what our circumstances, we see people as naturally self-serving or we see them as naturally thoughtful of others, etc). Developing a positive attitude (frame of mind/philosophy) about ourselves and the world around us is where it all begins and will make all the difference in our thinking, the decisions we make and, therefore, the quality of life we live!

10. How do we motivate ourselves to do what we know we should do?

How do we change from reacting to situations ... to creating them?! –

There is a powerful 3-step process of gearing up for the action necessary to accomplish anything: (1) Know *why* you are wanting/need to do a task [list the reasons]. If you have a big enough "why," you will convert all your "should" do's to "must" do's; (2) Visualize the task as completed and imagine the emotions that you would feel having just completed the task. This emotion will "push" you into the third step; (3) Take action! Once you take action on that small, easy-to-do task [and, by definition, tasks are small and easy-to-do], you will experience what it *feels like* to be successful ... and that feeling will carry you on to complete the task and move on to the next task! Taking action will become a habit!

SUCCESS & HAPPINESS (Miller-Motte Technical College Graduation, January 29, 2006)

It's great to be with you today to help celebrate this special occasion! Through your hard work and persistence, you have successfully taken another step not only in your career ... but in life! I understand 37 of you studied Massage Therapy, 65 Surgical Technology, 19 Medical Assisting, 3 Criminal Justice, 5 Information Processing, 1 Pharmacy Technology, 1 Accounting, and 1 Business Management! [Total – 132] Congratulations! ... Along with your diploma, you will also be receiving the script of a workshop my company recently created ... our gift to each of you!

Let me begin with a question ... what two “things” do we all want most out of life? Would you not agree, we want to succeed, and we want to be happy? However, isn't it “interesting” that the two are mentioned separately! ... “I want to be successful AND I want to be happy” ... as if it were possible to be one and not the other! By a show of hands, how many of you know (or know of) a person who, you would say, is successful ... but not happy? OK ... now, how many of you know (or know of) someone who is happy, but not necessarily all that “successful”? What does it “take” to be successful? What does it “take” to be happy? Can you be both at the same time?! ... Of course you can! Let's take “look” at each for a moment ...

What is the “key” to success? As with all universal truths, it can be expressed in very simple terms. If you accomplish something worthwhile, isn't that success? ... Doing what you enjoy doing and seeing the “fruits” of your labors? (story: Football with Larry) What did this experience “teach” me? ... For one, God answers prayers! ... Secondly, if you just take action ... if you just start, you can accomplish anything you set your mind to! There are only two reasons a person does not succeed – they don't start in the first place, or once they've started, they stop before they finish ... so, a simple formula for success is (1) Start, and (2) Don't Stop! Or, to put it into even simpler terms, **complete tasks**. Another thought along this line – break a goal down into bite-size pieces (i.e. create a plan). Let's take a moment for a little “audience participation” ... if you know the answer, raise your hand – “How do you eat an elephant?” (That's right – One-bite-at-a-time!) As they say, by the mile it's a trial, by the yard, it's hard, by the inch, a cinch! It's easy to succeed when we take small enough steps (baby steps) ... and each time you succeed (complete a task), how does it make you feel? ... Exhilarated! Ecstatic! Thrilled! (Does it not?!). Nothing increases our self-confidence more quickly than a series of completed tasks (Success breeds success ... and you're on a roll)! Ask yourself: “What is my passion?” (... & pursue it!) Note: The underlying aim of all our actions should be to replace bad habits with good habits ... for who we are and what we become is the result of the habits we have acquired!

Now think ... what brings you happiness? Certainly doing what you enjoy doing and succeeding at it will bring some happiness ... however, would you not agree that true, lasting happiness comes from caring for another person, and having them care for you?! To put it simply, the key to happiness is **build relationships** (story: My Wife). Caring for and loving others truly is the foundation of long-lasting relationships and happiness ... and one of the necessary “ingredients” to loving a person is getting to know and understand them. ... And how do you get to know and understand someone? -- by talking with them, finding out about their interests and desires, planning and doing things together, working together ... enjoying each other's company! ... and in the process, you will not only come to know and understand them, you will also come to appreciate and love them. Note: All too often we have the attitude of negotiating or compromising when working with another, when we should be synergizing. The first two tend toward win-lose or lose-lose “solutions”... the third leads to win-win!

In success and happiness, there's another “element” to consider ... undoubtedly at times we all fail and get discouraged ... however, it has been said ... success is 90% failure! Think how many times you attempted to ride a bicycle when you were first learning. Didn't you fail the first 6, 7, or 8 times you tried? (but you kept trying ... why? ... because you saw how much fun your friends have who already know how to ride! ... and you wanted to join them and have just as much fun!) Think of how many times Lincoln failed when running for various political offices before becoming President ... or how many times Edison* failed in his attempts before inventing the light bulb (10,000 failures)! Did you know Babe Ruth not only had the record for home runs ... but also for strike-outs?! Once Winston Churchill gave a speech to a graduating class. It was the shortest speech he'd ever delivered ... consisting of a mere 6 words: “Never, never, never, never give up!” If one is to succeed, if one is to build strong relationships, one must persist. And instead of having problems ... just call them “situations!” This positive frame of mind will do wonders for your outlook! Brian Tracy, a well-known motivational speaker/trainer, once offered to help his wife with one particular couple she was counseling in their marriage. First he listened to them ... then he said just two things – (1) “You have a problem.” (2) “What are you going to do about it?” This got them to start focusing on solutions rather than problems ... and they succeeded! Problems/Obstacles are, in reality, opportunities # in disguise (in “work clothes”). That's what life is all about – growing through meeting life's challenges!” Just keep your goals in mind, and they will “motivate” you (through positive expectancy) to be persistent ... to “keep on keeping on” till you obtain that success and happiness that, through your persistence, is “inevitable!” * [“I am not discouraged, because every wrong attempt discarded is another step forward.” - Thomas A. Edison] # [Be an “Inverse Paranoid”!]

Now for the final “key” ... How can we be both successful and happy at the same time? “Tempus fugit” is a Latin phrase which means “time flies” ... and all-too-often the things that matter the most are sacrificed for the things which matter the least. We must **set priorities**. (story: “Rocks First”) No matter how skilled you get at a task ... no matter how well you do anything ... unless it is getting you closer to that success that means the most to you, or closer to those people in your life who you truly love ... you are wasting your time! In other words, **DO FIRST THINGS FIRST**. There’s not enough time to do everything, but plenty of time to do the most important things! And now, I conclude with one of my favorite poems (“Take Time”).
[www.PSLinstitute.com]

STORIES & ETC --

Football with Larry

In the 4th or 5th grade, a bunch of us boys were playing touch football during recess. My team had the ball. I went out for a pass, and caught the ball. No one was between me and our goal ... no one, that is, except Larry Grimes ... only the most athletic guy in the entire school! My first thought was – “I may as well throw up my hands right now ... I’ll never get past him!” But then I thought ... “Why not give it a try?!” So I said a quick prayer. I knew that if I immediately took off to the right or left, Larry would easily chase me down. And then it “hit” me ... I ran straight at him, full-blast ahead! By the look on his face, you could tell he thought whatever sanity Bob White used to have, was gone! Well ... as soon as I got within a few feet of Larry, I faked to the right, then immediately swung around to the left. It was just enough to throw him off, and I made it past him for a touchdown!!!

My Wife

Years before getting married, I decided on 3 qualities I wanted in my wife... that she (1) loved children, that she (2) was musically inclined, and that she (3) was intelligent and could think on her own. I prayed to find such a woman ... and my prayers were answered (again)! Even before we got married, it was obvious that Donna loved children, by the great job she was doing raising her three children from her first marriage. And her musical talents were evident as she played the piano and organ at church ... she also had a beautiful voice, and had taught herself to play the guitar! Finally, I could just tell she was intelligent and had a mind of her own ... however, it wasn’t till after we got married that I came to realize how much of a mind of her own she had(!) More than once since our wedding have I told God I felt He might have gone a bit “overboard” in answering this particular request ... and, I have to admit, Donna feels the same about me! However, in the process of raising our 8 children, Donna and I have actually gotten our heads together on a few things ... and at these times have truly realized that two heads really are better than one! ALSO, in all this, I have come to realize more and more what a special person I married. She truly makes me happy, and I can tell she feels the same about me (... especially when we get our heads together!).

Rocks First

At the end of class, the professor placed a large glass jar on the table in the front of the classroom, and filled it with rocks ... then asked his students, “Is the jar full?” ... and they all agreed. Then he proceeded to pour some pebbles into the jar, till they filled the spaces between the rocks, and asked again, “Now, is the jar full?” ... and they all agreed, again. Finally, he poured sand into the jar, filling in all the space between the rocks and pebbles, and said ... "Now, I want you to recognize that this jar is your life. The rocks are the most important things - your spouse, your children, your health – anyone or anything so important that if they were lost, you would feel devastated. The pebbles are the other things in life that matter, but on a smaller scale... like your job, your house, your car. The sand is everything else. The small stuff. If you put the sand or the pebbles into the jar first, there will be no room for the rocks. The same goes for your life. If you spend all your energy and time on the small stuff, material things, you will never have room for the things that matter the most. Pay attention to the things that are critical in your life. Play with your children. Take your partner out dancing. There will always be time to go to work, clean the house, give a dinner party and fix the disposal." Take care of the rocks first, then the pebbles ... the sand will take care of itself!

Take Time (Author unknown)

| | |
|---|--|
| to WORK (it is the price of success) | to LAUGH (it is the music of the soul) |
| to PLAY (it is the secret of perpetual youth) | to LISTEN (it is the pathway to understanding) |
| to THINK (it is the source of power) | to DREAM (it is hitching your wagon to a star) |
| to READ (it is the fountain of wisdom) | to WORSHIP (it is the highway of reverence) |
| to PRAY (it is conversation with God) | to LOVE & BE LOVED (it is the gift of God) |

Unlike a paranoid, who feels the world is out to do him harm, an “inverse paranoid” sees every difficult or challenging event for what it could be – something that was meant to enrich him, empower him, or advance his causes! With this attitude (positive expectancy), one “attracts” the very experiences they “anticipate” (via “self-fulfilling prophecy”)!

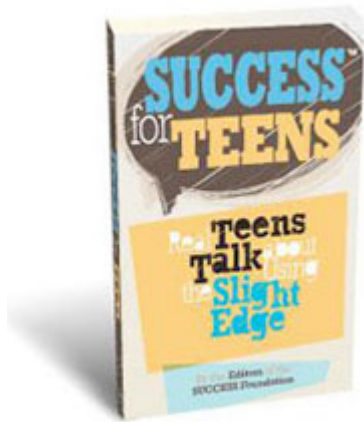
Giving tomorrow's leaders the tools to succeed today.

Today's teens face innumerable challenges. The SUCCESS Foundation™ (www.SuccessFoundation.org) believes our youth can better meet those challenges by using the principles of personal-development-enhancing skills like goal-setting, dream-building, self-motivation, time management, and creating high self-esteem and a sense of purpose. The 8 principles covered in the book are: (1) Little Things Matter, (2) Attitude is Everything, (3) There's No Such Thing as Failure, (4) Everything Starts with Small Steps, (5) Use the Moment, (6) You're Always Learning, (7) Habits Are Powerful, (8) You Can Make Your Dreams Come True.

The SUCCESS Foundation's mission is to help teens develop these skills so they can reach their full potential.

Hardcopies of the book are available free to schools (check website)

The following can be downloaded free from their website! –



SUCCESS for Teens eBook

The SUCCESS Foundation™ believes every teen needs to be directed toward a path that enables them to achieve their goals, pursue a career and become productive citizens. That's why we created SUCCESS for Teens™, a book and audio CD illustrating the importance of clarifying goals, practicing the small efforts necessary for success, and accepting responsibility for one's own destiny. Organized in an easy-to-read format and sprinkled with engaging exercises, action steps and stories from real teens, SUCCESS for Teens helps teens embrace eight principles that will allow them to shape the futures they want.



SUCCESS for Teens Audio

Using stories from today's teenagers, *SUCCESS for Teens* shows you how to create a philosophy of action and attitude, discover what matters most in life, deal with challenges and obstacles, and learn new ways of thinking so you can make the wisest choices at home, school and with your friends.



SUCCESS for Teens Workbook

A companion guide to the *SUCCESS for Teens* abridged Audio CD. The workbook will help you fully apply the *SUCCESS for Teens* principles to your life. You will come to understand that little things do matter, the choices you make are important, and you can make your dreams come true.



SUCCESS for Teens Principles

You've read the book and listened to the CD, now make the philosophy found in *SUCCESS for Teens* part of your daily routine. Download MP3s of each of the eight *SUCCESS for Teens* principles and make the small changes today that will turn into big results tomorrow!

To summarize the "slight edge" philosophy: when goals are broken down into their smallest pieces, you will see that everything you need to do (today/each day), is easy to do ... and even though the results are often not immediately evident, when consistently done over time, these little actions/habits reap great rewards in the not-too-distant future. The problem is that these easy-to-do actions/steps/habits are also easy not to do, and when not done, will not have any immediate negative impact ... however, in the long run, their omission will impact your life in a very negative way! (e.g.- not brushing your teeth every day) Decide where you want to go with your life; then start consistently doing those little things each day that will get you there! Starting requires some discipline; however, once each of these easy/small actions becomes a habit, you are then on "autopilot" to your dreams ... and you will ultimately become that person you were capable of becoming!

The 21 Success Secrets of Self-Made Millionaires
by Brian Tracy

The 21 Success Secrets of Self-Made Millionaires shows how anyone, no matter what their station in life at this moment, can become a millionaire. The advice in this ebook is based on Brian Tracy's decades of careful analysis of the habits and practices of hundreds of self-made millionaires. According to Tracy, successful people are simply those who practice these 21 success secrets. This small, inexpensive eBook provides a step-by-step formula to become a millionaire-starting from wherever you are today. You'll learn how to set goals, make plans, and organize yourself to get more of what you really want in life. Use these practical, proven strategies and ideas to move ahead faster than you ever thought possible! Easy to read, easy to understand, and easy to apply, **The 21 Success Secrets of Self-Made Millionaires** offers a straightforward, eye-opening, life-affirming approach to how the world really works.

In his book *The 100 Absolutely Unbreakable Laws of Business Success*, Brian Tracy drew on his thirty years of experience and knowledge to present a set of principles or "universal laws" that lie behind the success of business people everywhere, in every kind of enterprise, large and small. This latest eBook, **The 21 Success Secrets of Self-Made Millionaires**, is made up of entirely new material that shows how anyone, no matter where they are in life at this moment, can become a millionaire.

The advice in this eBook is based on Brian Tracy's twenty-five years of research, teaching, and personal experience on the subject of self-made millionaires. Tracy himself used these ideas to rise from humble beginnings to become a millionaire. And Tracy has discovered that all successful people practice these 21 success secrets, whether they're consciously aware of it or not. In **The 21 Success Secrets of Self-Made Millionaires** Tracy not only identifies and defines each success secret, but also reveals its source and foundation, illustrates how it functions in the world, and shows how to apply it in life and work through specific steps and practical exercises that everyone can use.

Easy to read, easy to understand, and easy to apply, **The 21 Success Secrets of Self-Made Millionaires** shows how anyone can cultivate the habits and behaviors that will enable them to achieve not just financial independence, but success in any area of life. Because, as Tracy writes, "The most important part of achieving great success is not the money. It is the kind of person you have to become to earn that money and hold onto it."

In this revealing ebook, you'll discover the keys to starting and building your own business, increasing your value, doubling your output, developing a reputation for speed and dependability and taking complete charge of your life. This ebook will save you years of hard work in achieving your goals of financial independence.

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"Your Workbook For Success" -- "This is a book about you. It is your personal journal. As you work through this book, you will discover new things about the greatest person in the world and that person is you. It is hoped that after you have completed this book, that you will find new talents that you did not even know existed and that you have established new goals for your life. But more importantly that you now know how you will be able to reach these goals. This is also a dream book. So dream your dreams and then discover how you can realize your dreams. It is said that man can do anything that he sets his mind to. Look around you. Every product you see, every company you know of was at one time a thought in someone's mind. Search your mind to find what your dreams are. Then you will be ready to look for the answers to the problems standing between you and your dreams. And then you can learn how to solve these problems and live your dreams...."

Get both the above ebooks (\$5.95): <http://self-improvement-ebooks.com/books/21secrets.php>
Get the first ebook in audio (MP3) format: www.audible.com (one source)

HOW DO YOU KNOW IF YOU MARRIED THE RIGHT PERSON?

(<http://www.marriagemax.com/marriage-counseling-alternative.asp>)

During one of my seminars, a woman asked me a question. She said, "How do I know if I married the right person?" I noticed that there was a large man sitting next to her so I said, "It depends. Is that your husband?" In all seriousness, how do you know?

Here's the answer.

EVERY relationship has a cycle. In the beginning, you fell in love with your spouse. You anticipated their call, wanted their touch, and liked their idiosyncrasies.

Falling in love with your spouse wasn't hard. In fact, it was a completely spontaneous experience. You didn't have to DO anything. That's why it's called "falling" in love – because it's happening TO YOU.

People in love sometimes say, "I was swept off my feet." Think about the imagery of that expression. It implies that you were just standing there; doing nothing, and then something came along and happened TO YOU.

Falling in love is easy. It's a passive and spontaneous experience.

But after a few years of marriage, the euphoria of love fades. It's the natural cycle of EVERY relationship. Slowly but surely, phone calls become a bother (if they come at all), touch is not always welcome (when it happens), and your spouse's idiosyncrasies, instead of being cute, drive you nuts.

The symptoms of this stage vary with every relationship, but if you think about your marriage, you will notice a dramatic difference between the initial stage when you were in love and a much duller or even angry subsequent stage.

At this point, you and/or your spouse might start asking, "Did I marry the right person?" And as you and your spouse reflect on the euphoria of the love you once had, you may begin to desire that experience with someone else. This is when marriages breakdown. People blame their spouse for their unhappiness and look outside their marriage for fulfillment.

Extramarital fulfillment comes in all shapes and sizes. Infidelity is the most obvious. But sometimes people turn to work, church, a hobby, a friendship, excessive TV, or abusive substances.

But the answer to this dilemma does NOT lie outside your marriage. It lies within it.

I'm not saying that you couldn't fall in love with someone else. You could. And TEMPORARILY you'd feel better. But you'd be in the same situation a few years later. Because (listen carefully) THE KEY TO SUCCEEDING IN MARRIAGE IS NOT FINDING THE RIGHT PERSON; IT'S LEARNING TO LOVE THE PERSON YOU FOUND. SUSTAINING love is not a passive or spontaneous experience. It'll NEVER just happen to you. You can't "find" LASTING love. You have to "make" it day in and day out. That's why we have the expression "the labor of love." Because it takes time, effort, and energy. And most importantly, it takes WISDOM. You have to know WHAT TO DO to make your marriage work.

Make no mistake about it. Love is NOT a mystery. There are specific things you can do (with or without your spouse) to succeed with your marriage.

Just as there are physical laws of the universe (such as gravity), there are also laws for relationships. Just as the right diet and exercise program makes you physically stronger, certain habits in your relationship WILL make your marriage stronger. It's a direct cause and effect. If you know and apply the laws, the results are predictable - you can "make" love.

Marriage Fitness a step-by-step system for making and maintaining love in your marriage. And the program works for any marriage even if only one spouse does it.

Mort Fertel covers this system in his book: [Marriage Fitness](#). We highly recommend the book! It focuses on loving and valuing the person you love, and nurturing that love via "connecting" with each other daily. Realize that love is a verb! As Mort states above, it requires effort ... and this makes all the difference.

THIS IS THE DAY TO TURN YOUR LIFE AROUND

(Resource: 7 Strategies for WEALTH & HAPPINESS, by Jim Rohn)

If you want to **turn your life around**, take note of this --
"If you keep on doing the same things you've always done ...
you'll keep on getting the same things you've always gotten."

To change your circumstances, you must first change YOURSELF (i.e. your Habits).

Then, and ONLY then, will you do that "something" different that will turn your life around.

Question is ... Do you REALLY want to change? ... Can you say to yourself -- "I'm READY, now!"

The Four D's of Change

Disgust* with your current situation intensifies the **Desire** to change ... till you finally make the **Decision** to do so. At this point **Determination** "kicks in," and you will never be the same person again ... you have taken another step (dare we say ... LEAP) forward in becoming that person God meant for you to be!

Start TODAY ... by Brainstorming

So ... are you going to wait till your life is almost gone to become "that" person? Why not this year ... this month ... this week ... **WHY NOT** today !!! Yes, TODAY can be that day that turns your life around. No one else can do it for you – you must do it YOURSELF ... and the best way to "get the ball rolling" is to sit down right now with paper and pen and "brainstorm" – write down everything you can think of that you'd like to do and have ... places you'd like go ... people you'd like to get closer to ... who/what you'd like to become (i.e. DREAMS/ GOALS). (To *really* get this ball rolling – take our [free] workshop!)

Write it Down

Say YES to Yourself, and YES to Life. YES, this can be the day that you start reaping all the blessings Life has to offer, and is "eager" to give you ... so **WHAT ARE YOU WAITING FOR ???** -- Go get that paper and pen ... and **START WRITING!**

Change ... It Only Takes a Moment

* The 2 primary sources of motivation -- Desperation and Inspiration ... often a combination of both. In his book, Awaken the Giant Within, Anthony Robbins states, "...when people finally do change, they do it in a moment, don't they? There's an instant when the change occurs. Why not make that instant *now*?"

A Sense of Urgency

Usually its the *getting ready to change* that takes people time ... the problem ... is that change is often a *should* and not a *must*. **The only way we're going to make a change now is if we create a sense of urgency that's so intense that we're compelled to follow through...** I've found that 20% of any change is knowing *how*; but 80% is knowing *why*. If we gather a set of strong enough reasons to change, we can change in a *minute* something we've failed to change for years." ... Obviously you're not going to lose 30 lbs in an instant ... what we're talking about is your "frame of mind" [mindset/attitude]. That can be changed in an instant ... and once changed, anything is possible!

The Master Key

The "master key" is SELF-DISCIPLINE. Start this process of becoming the person you were meant to be by doing something small/easy that can be done right now, in just a few minutes (like starting your master list of desires/goals) ... and, as Jim Rohn puts it –

Feel It by Doing It

Out of this [small] beginning you'll learn how it *feels* to be disciplined. And from there, the Sky's the limit!

["Success breeds success."] ` ... the key is to take a step ... *today*.

Start reading good books ... *today*. Start setting your first goal ... *today*.

Start a sensible weight-reduction plan ... *today*. Write a long-overdue letter ... *today*.

TODAY ... the Day of New Beginnings!

... Make this -- the first day of your new beginnings – a part of the week of new beginnings. Go ahead, see how many things you can start and continue in this, your week of new beginnings. [Do this each week for a month ... it will become a habit, and] you'll never be claimed by the past!

Doing is Prelude to Becoming

The real value in setting goals is *not* in their achievement. The acquisition of the things you want is strictly secondary. The major reason for setting goals is to *compel* you to become the person it takes to achieve them ... the greatest value is in the skills, knowledge, discipline, and leadership qualities you'll develop in reaching those goals.