



PLANNING FOR YOUR PERSONAL SUCCESS

by Leigh Wallinger

Proper Planning Prevents Poor Performance – the 5 P's of planning is the secret to achieving personal success.

Success is predictable and, what's more, your IQ level doesn't matter. Everyone can be successful. Simply by following the same process that other successful people have followed, you will automatically enjoy the same level of success they have enjoyed. Success, though, is personal thing. Not everyone wants to be a multi-millionaire or CEO of a FTSE 100 company. Once you know what you want to achieve, your success can be guaranteed provided you follow in the footsteps of those who have achieved the same levels of success. The first step, though, is to undertake your success planning.

Define success

Everyone can be successful in their own lives and the first step to becoming a success is to define what you mean by "success". It may be the attainment of material possessions, promotion to a particular position within your organisation or living your life by embracing a certain life-style.

What is your definition of success?

Write it down and refine it until it clearly and unambiguously represents what success means to you. Most people will define success as the end point of a journey, the achievement of certain goals. Over time, you may alter your "success definition" to cover the journey itself, not just the end-point.

Your success definition can be anything you want it to be, there is no judgement. The 3% of the population who undertake this exercise will define success in many different ways. There is no right or wrong answer.

Be Persistent

Although your IQ has no bearing on your ability to succeed, there are several pre-requisites that will help you to achieve personal success. Firstly, never become complacent or give up. Develop the determination to work through the obstacles and difficulties you will find in your path. Persistence is a key attribute. Secondly, make a commitment to life-long learning – read books, listen to audio tapes and watch videos. Become a sponge and soak up new information as you encounter it. Thirdly, stay positive and avoid negative self-talk. Self-talk is the voice in your head that you "hear" constantly. If your self-talk is positive, it boosts your self-esteem and confidence.

Once you have written down your personal success definition, the next step is to work out what you have to do to achieve that success. Write down each of these required achievements as goals with absolute clarity, together with a deadline. Next, for each of the goals you have identified, begin building a list of everything you can think of that you need to do to achieve that goal.

Don't worry if these lists are not complete at this time, you can add to them at any time. Organise these activities into a sequence and a plan, with priorities. This gives you the roadmap for achieving your personal success, however you define it. Start the success achieving process by taking action, immediately, on the most important activity by asking the question "What is the most valuable thing I could do right now to attain my goals?".



Action is the vital ingredient

The most common quality of successful people is that they are intensely action-oriented. They are proactive not reactive. Success is best achieved when you are clear about the goal but flexible about the process of getting there.

To produce a plan to achieve these goals may require you to think creatively or "outside the box". This is made easier if you have embraced the pre-requisite of life-long learning.

Life-long learning gives you more information and more experience. Knowledge of this nature is cumulative – once it is obtained then it is always available (not necessarily instantly remembered). Small differences in your own skills and knowledge can lead to major differences to your life, achievements and wealth. The more you do; the more experience you gain. The more experience you gain; the better solutions you can devise. The better your solutions to problems; the faster you will deal with the challenge you are facing.

Take action, fast.

Positive Thinking

Develop total self-confidence in your ability to deal with the obstacles on your way to achieving your personal success. By thinking positively, turning (negative) obstacles into (more positive) opportunities, you will draw in the support of your subconscious mind as you work towards meeting your goals. Begin to view problems as opportunities and learn to stay relaxed and friendly no matter what tension you are under.

The ability to think through problems to arrive at a solution helps make you a creator of circumstances, not a victim of circumstances. When you do have a possible solution to a problem, and before you take action, make sure you test your assumptions. Experience shows that making incorrect assumptions in decision making is the most common cause of poor decisions. Being a creator of circumstances and rigorously testing assumptions are two more traits of successful people.

Remain optimistic by associating with winners and optimists. Replace "try" with "will" and "can't" with "can". Focus all your attention and energy on the achievement of your goals and forget about the consequences of failure. When you start a project, concentrate all your energy and intensity on the completion of that project. Don't get distracted.

Get going and quickly build up forward momentum. Then, you get more done; you get more experience and you get more competent. Work hard on your goals and success, as you have defined it, will be achieved.

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