



*Ways to Succeed in Any
Job, Career or Business*

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Notes

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Introduction

The first thing to remember about job, career and/or business success is that, for the most part, success is PREDICTABLE.

Years of research have uncovered what successful people think, say, believe, and do. The way to capitalize on that research is to synthesize it, to understand it at the cellular level, and to formulate a “model of success” that can be replicated.

That’s what the **9 Ways** gives you ... a model of success that can be replicated over and over again, from one situation to another.

Make a commitment go model these **9 Ways** for the next 21 days and see what a difference it makes!

The First Way – Get Your Mind Right

“The greatest discovery of my generation is that a human being can alter his life by altering his attitude of mind.”

William James

You become what you spend most of your time thinking about.

The Tombstone Test: Life is too short and sometimes we forget what is really important. When I die, here is how I want to be remembered. This is what I wish to be written on my Tombstone:

(T + F + A = R)

(E + R = O)

The Second Way – Discover Your Calling and Dream Big Dreams

“Where there is no vision, the people perish.”

Proverbs 29:18

<i>I am good at ...</i>	<i>I am passionate about ...</i>
<i>Deep in my heart, I know I should be ...</i>	<i>If I only had 5 years left, I would ...</i>

Key Themes That Point to My Calling:

The Third Way – Don't Confuse Activity with Accomplishment

“Things which matter most must never be at the mercy of things which matter least.”

Von Goethe

The Master Skill of Success – Goal Setting & Action Planning

My ultimate desire is to have a fulfilling and balanced lifestyle, both personally and professionally.

If I were to realistically describe My Ideal Life 3-5 years from now, it would look like this (Positive, Personal, Present Tense):

1.)

2.)

3.)

4.)

5.)

6.)

7.)

8.)

In order to begin moving towards My Ideal Life right now, there are 5-10 VERY IMPORTANT goals I need to achieve within the next 12 months. Those goals are listed below:

1.)

2.)

3.)

4.)

5.)

6.)

7.)

8.)

9.)

10.)

1. Begin each goal with the word “I,” and state in the positive, personal, present tense.
2. Categorize the list by relative priority using A, B, C, to classify.
3. Transfer “A Goals” to a separate page and prioritize A-1, A-2, A-3, etc.
4. Categorize into Personal & Family; Career & Material; and Personal/Professional Development.
5. Create a list of 3-5 Key Actions required to achieve each goal.
6. Organize the Key Actions by priority and timeline (deadlines, target dates, frequency, etc.)
7. See 90-day *Success Planner*

The Fourth Way – Build & Maintain Strong Relationships

“A single conversation with a wise man is better than 10 years of study.”

Chinese Proverb

There are a lot of key people in my life who are important to me professionally. Although no one is unimportant, there are a few people with whom I need to mend or rekindle my relationship; with whom I need to strengthen my relationship; or with whom I need to establish a relationship:

1.)

2.)

3.)

4.)

5.)

In order to ensure I have the greatest opportunity to form strong, rewarding relationships, I will take advantage of the following opportunities to build my Network:

1.)

2.)

3.)

The Fifth Way – Lead by Example

*“Do not follow where the path may lead.
Go instead where there is no path and leave a trail.”*
Harold McAlindon

Leading by example means being a good role model – setting the standard in every way. It also means taking the initiative to make things better.

Below are the 5 top ways I will immediately begin Leading by Example in my current job, career or business:

1.)

2.)

3.)

4.)

5.)

The Sixth Way – Make Yourself Indispensable

People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them.

George Bernard Shaw

The **Laws of Compensation & Service** basically say that the financial rewards I receive are directly proportional to the need for and the value of the service(s) I provide – my skill in providing those services – and the difficulty in replacing me.

Before I can apply these laws to my customers, I have to be absolutely crystal clear on who my most important customers are. If I am a salesperson and/or I am in business for myself, my most important customers are likely external (those who buy my products & services).

If I work for someone else in any role other than in sales, my most important customers are likely my boss(es) and other key stakeholders within my organization.

My 3-5 most important customers are:

- 1.)
- 2.)
- 3.)
- 4.)
- 5.)

There are 3 things I could begin doing RIGHT NOW (or with minimal preparation) to significantly increase the value I add to my (internal and/or external) customers.

- 1.)
- 2.)
- 3.)

The Seventh Way – Never Stop Learning

Leadership and learning are indispensable to each other. If you stop learning, you stop leading.

John F. Kennedy

Regardless of how good life seems, there is always room for improvement. During the next 90 days, here are 3 things that I want to address and work on.

1.)

2.)

3.)

I know I have certain habits that I am not proud of and that I should change them. During the next 90 days, I will focus on creating, modifying, or breaking these 3 habits that will improve my life:

1.)

2.)

3.)

The Eighth Way – Give More and You’ll Live More

“We make a living by what we get, we make a life by what we give.”
Winston Churchill

Knowing what I now know about my passions, desires, and purpose ... there are 3 areas inside and 3 areas outside my job, career, or business where I can give and serve more:

1.)

2.)

3.)

1.)

2.)

3.)

The Ninth Way – Never Ever Give Up

Fall seven times, stand up eight.
(Japanese Proverb)

In all that I’ve learned today, I now know that there are 3 areas where I am prone to “give up” prematurely. These are the areas where I will employ persistence on a regular basis to ultimately reach success:

1.)

2.)

3.)

Putting it All Together (Next 90 Days):

After spending the day reflecting on my success, there are clearly some key things I need to focus on. To make maximum strides toward My Ideal Life, I need to focus on the following 5-10 objectives over the next 90 days and I will do so consistently:

1.)

2.)

3.)

4.)

5.)

6.)

7.)

8.)

9.)

10.)

Who is Dr. Jeff D. Standridge?

- ✓ **Executive & Businessman** – Named one of the Top 40 Business Leaders Under 40 Years of Age (*Arkansas Business*, 2004)
- ✓ **Entrepreneur** – Officer and Partner in 4 thriving companies
- ✓ **International Consultant, Trainer & Speaker** – Former professor & frequently requested consultant, speaker & trainer.
- ✓ **Retired Soldier** – United States Army Reserves
- ✓ **Award-winning Author** – *The Abundance Principle: Five Keys to Extraordinary Living* (www.TheAbundancePrinciple.com)
- ✓ **Philanthropist** – Co-Founder of the non-profit Abundant Life Project, Inc. (www.AbundantLifeProject.com)

Sample Presentation or Workshop Topics:

- 1.) 9 Ways to Succeed in Any Job, Career, or Business
- 2.) Planning for Massive Results in Business and in Life
- 3.) Characteristics of World Class Teams
- 4.) Characteristics of World Class Leaders
- 5.) Characteristics of World Class Companies
- 6.) Working Less and Earning More: *Transform Your Business and Change Your Life*
- 7.) Master Your Thoughts & Change Your Life
- 8.) Give More and You'll Live More

NOTE: *The preceding topics can be addressed in a tailored fashion to meet the needs of the target audience. Normal requests range from 1 hour keynote speeches or presentations to 1-2 day group workshops.*

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