

# 10 Ways to Improve Your Success

- Art Boulay and William Maloney, Sr.

Here are ten ways that can bring about real self-improvement and success, from the power of positive thought to overcoming adversity.

## I. POSITIVE THINKING: Your perspective.

It's not what happens that makes you successful, it's what you do with what happens.

1. Are you thinking positively about yourself and your job?
2. Did you smile before leaving home for work?
3. When you deal with negative people, do you always maintain a positive attitude?
4. Have you helped a customer or fellow employee solve a problem in the past three days?
5. Do you currently have clearly defined responsibilities you are enthusiastic about?
6. When you suffer a "setback," do you immediately go to work on restoring your positive attitude?
7. During the past 24 hours, have you read or listened to positive material?
8. Are you planning for a positive quiet moment for yourself so you can reflect on ways to improve in your area of responsibilities?
9. Do you sincerely feel that each of life's problems facing you contains the seeds to its own solution?
10. When you face a tough situation, do you visualize a positive outcome ahead of time?

## II. INTEGRITY: Your foundation for success.

It's not what you say that builds your integrity, it's what you do.

1. Does your plan for success include a personal standard of ethics?
2. When you have to choose between what is right and what is advantageous, do you always choose to do what is right?
3. Do you have a definition for integrity?
4. Do you practice integrity in all your dealings with internal and external customers?
5. Do you treat people with respect?
6. Are you honest with yourself?
7. Can others rely on your integrity?
8. Do you honor your commitments?
9. Do others look to you for leadership?
10. Have you clearly thought about your values and principles?

## III. DISAPPOINTMENT: The cradle of ambition.

Every dark cloud has a silver lining, for those who look for it.

1. Looking at past disappointments, can you see how they have helped you grow?

2. Are you willing to accept present and future disappointments as growth opportunities?
3. Do you accept the fact that you can't expect much sympathy from other people when you are experiencing disappointments?
4. Do you have the courage to look at life as it is and still get up and go on?
5. When you experience disappointment, do you give yourself a chance to rediscover your true strengths?

## IV. GOALS: The vision that keeps you going.

Success in life is not a target - it's a journey.

1. Do you have a personal vision and mission statement to bring your life energies into focus?
2. Are you following clearly stated and achievable goals for your career and for your personal life?
3. Do you have a detailed daily, weekly, and monthly action plan for how you will achieve your goals?
4. Do you regularly check your progress and adjust your course of action?
5. Do your goals include ongoing education to ensure your progress?
6. Do you reward yourself for achieving your goals?
7. When you run into difficulties, do you redouble your effort and renew your faith in your mission and goals?
8. Do you know what motivates you to keep going?

## V. FITNESS: Creating energy for success.

Your body is your limousine to take you through life, make sure it will last a long time.

1. Do you follow a regular, aerobic exercise routine?
2. Are you at your ideal weight?
3. Do you get regular physical check-ups?
4. Do you know the signs of stress and how to relax yourself?
5. Do you know the importance of adequate rest?
6. Do you know the right kinds of food to eat, that'll give you energy and strength?

## VI. PERSISTENCE & CONCENTRATION: Twin drives for winning.

You're only a failure in life, when you give up and stop.

1. Are you willing to do everything in your power to succeed?
2. When you know that you have to move mountains of work to get the job done, do you keep going?
3. When people tell you "what you're trying to do can't be done," do you keep going anyway?
4. Do you feel that achieving success is worth the price?

5. Do you agree with the saying "when fate resists, I will persist?"
6. Do you habitually apply all your energy to doing your personal best?
7. Do you see a positive outcome for your efforts?
8. Do you feel satisfaction from knowing you've done your best?

#### VII. MANAGING ADVERSITY: Rise beyond your limitations.

You grow personally more through adversity and challenge than running away.

1. Do you view adversity as the diamond dust with which nature polishes its jewels?
2. Do you face adversity with faith in yourself and courage in your abilities?
3. When you feel that you've reached your limits, do you encourage yourself not to give up, and to ask for assistance?
4. Do you sincerely believe that out of difficulty, new strengths are born?
5. Are you prepared to fight to succeed in little victories every single day?

#### VIII. MOTIVATION: The action that precedes doing an outstanding job.

Make a commitment (to your commitment) for action - results come from actions.

1. Do you assume 100 percent of the responsibility for motivating yourself?
2. Are you motivated to be the best you can be or just get by?
3. When you set a new goal, do you also plan for motivating rewards for yourself and others?
4. Do you seek out new sources of motivational ideas from mentors, role models and other respected individuals?
5. Are you motivated to overcome procrastination?

#### IX. CONSTRUCTIVE THINKING: Your elevator to success.

What you think about you bring about.

1. Super-achievers think in ways that make them less sensitive to disapproval and rejection. They brush off rejection faster.
2. They think in ways that facilitate effective actions.
3. Their thoughts are more focused on the task at hand and they refuse to let their minds drift to unpleasant events of the past. If they can't do anything about a negative situation, they don't worry about it and they move on with their lives.
4. They don't engage in superstitious thoughts. When something bad happens, they don't assume that more bad things are likely to follow.
5. They think that failures are an important source of learning and refuse to equate failure with low self-

worth. Thinking constructively saves them from wasting and suffering psychological pain.


6. They don't restrict their thinking by establishing rigid patterns. They don't divide others into "winners" and "losers," but accept people for who they are as individuals.
7. They think thoughts through without jumping to false conclusions. They are able to see their actions and the world in a healthy and realistic perspective. They are optimistic, yet think realistically.
8. They welcome challenges with optimism and without fear. When faced with difficulties, they find ways to look at the positive side of life. They establish clear priorities and develop an effective action plan to obtain the needed results.
9. They don't waste time in unproductive thoughts, esoteric thoughts or catastrophic thoughts. They think constructively and know their level of thinking determines their level of success.

#### X. PROFESSIONAL SKILLS: Your chief source of success.

Self-improvement is the gauge to measuring self-worth.

1. Have you received professional training in your line of work? Did the training include personal motivation?
2. Do you strive to improve your professional skills through ongoing practice and study?
3. Do you review your own performance and do you test your professional skills?
4. Do you achieve consistent results, regardless of conditions that put you into the top 20 percent of your peer group?
5. Do you devote a minimum of 5 percent of your time to professional development?

Self-improvement is just that, improvement of self. It isn't easy and the only one that can do it for you is you. But if you and the people around you made some of these changes – what impact would it have on your lives? We think both your personal and professional bottom lines will benefit from the effort.

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<b>STRATEGIC</b>	<b>TALENT MANAGEMENT</b>

## Managing from Selection to Succession