

## **The Formula for Failure and Success by Jim Rohn**

**(Excepted from the book *The Five Major Pieces to the Life Puzzle* by Jim Rohn)**

Failure is not a single, cataclysmic event. We do not fail overnight. Failure is the inevitable result of an accumulation of poor thinking and poor choices. To put it more simply, failure is nothing more than a few errors in judgment repeated every day.

Now why would someone make an error in judgment and then be so foolish as to repeat it every day? The answer is because he or she does not think that it matters.

On their own, our daily acts do not seem that important. A minor oversight, a poor decision, or a wasted hour generally doesn't result in an instant and measurable impact. More often than not, we escape from any immediate consequences of our deeds.

If we have not bothered to read a single book in the past ninety days, this lack of discipline does not seem to have any immediate impact on our lives. And since nothing drastic happened to us after the first ninety days, we repeat this error in judgment for another ninety days, and on and on it goes. Why? Because it doesn't seem to matter. And herein lies the great danger. Far worse than not reading the books is not even realizing that it matters!

Those who eat too many of the wrong foods are contributing to a future health problem, but the joy of the moment overshadows the consequence of the future. It does not seem to matter. Those who smoke too much or drink too much go on making these poor choices year after year after year... because it doesn't seem to matter. But the pain and regret of these errors in judgment have only been delayed for a future time. Consequences are seldom instant; instead, they accumulate until the inevitable day of reckoning finally arrives and the price must be paid for our poor choices - choices that didn't seem to matter.

Failure's most dangerous attribute is its subtlety. In the short term those little errors don't seem to make any difference. We do not seem to be failing. In fact, sometimes these accumulated errors in judgment occur throughout a period of great joy and prosperity in our lives. Since nothing terrible happens to us, since there are no instant consequences to capture our attention, we simply drift from one day to the next, repeating the errors, thinking the wrong thoughts, listening to the wrong voices and making the wrong choices. The sky did not fall in on us yesterday; therefore the act was probably harmless. Since it seemed to have no measurable consequence, it is probably safe to repeat.

But we must become better educated than that!

If at the end of the day when we made our first error in judgment the sky had fallen in on us, we undoubtedly would have taken immediate steps to ensure that the act would never be repeated again. Like the child who places his hand on a hot burner despite his parents' warnings, we would have had an instantaneous experience accompanying our error in judgment.

Unfortunately, failure does not shout out its warnings as our parents once did. This is why it is imperative to refine our philosophy in order to be able to make better choices. With a powerful, personal philosophy guiding our every step, we become more aware of our errors in judgment and more aware that each error really does matter.

Now here is the great news. Just like the formula for failure, the formula for success is easy to follow: It's a few simple disciplines practiced every day.

Now here is an interesting question worth pondering: How can we change the errors in the formula for failure into the disciplines required in the formula for success? The answer is by making the future an important part of our current philosophy.

Both success and failure involve future consequences, namely the inevitable rewards or unavoidable regrets

resulting from past activities. If this is true, why don't more people take time to ponder the future? The answer is simple: They are so caught up in the current moment that it doesn't seem to matter. The problems and the rewards of today are so absorbing to some human beings that they never pause long enough to think about tomorrow.

But what if we did develop a new discipline to take just a few minutes every day to look a little further down the road? We would then be able to foresee the impending consequences of our current conduct. Armed with that valuable information, we would be able to take the necessary action to change our errors into new success-oriented disciplines. In other words, by disciplining ourselves to see the future in advance, we would be able to change our thinking, amend our errors and develop new habits to replace the old.

One of the exciting things about the formula for success- A few simple disciplines practiced every day - is that the results are almost immediate. As we voluntarily change daily errors into daily disciplines, we experience positive results in a very short period of time. When we change our diet, our health improves noticeably in just a few weeks. When we start exercising, we feel a new vitality almost immediately. When we begin reading, we experience a growing awareness and a new level of self-confidence. Whatever new discipline we begin to practice daily will produce exciting results that will drive us to become even better at developing new disciplines.

The real magic of new disciplines is that they will cause us to amend our thinking. If we were to start today to read the books, keep a journal, attend the classes, listen more and observe more, then today would be the first day of a new life leading to a better future. If we were to start today to try harder, and in every way make a conscious and consistent effort to change subtle and deadly errors into constructive and rewarding disciplines, we would never again settle for a life of existence – not once we have tasted the fruits of a life of substance!

## **Achieving Your Dreams by Jim Rohn**

While most people spend most of their lives struggling to earn a living, a much smaller number seem to have everything going their way. Instead of just earning a living, the smaller group is busily working at building and enjoying a fortune. Everything just seems to work out for them. And here sits the much larger group, wondering how life can be so unfair, so complicated and unjust. What's the major difference between the little group with so much and the larger group with so little?

Despite all of the factors that affect our lives - like the kind of parents we have, the schools we attended, the part of the country we grew up in - none has as much potential power for affecting our futures as our ability to dream.

Dreams are a projection of the kind of life you want to lead. Dreams can drive you. Dreams can make you skip over obstacles. When you allow your dreams to pull you, they unleash a creative force that can overpower any obstacle in your path. To unleash this power, though, your dreams must be well defined. A fuzzy future has little pulling power. Well-defined dreams are not fuzzy. Wishes are fuzzy. To really achieve your dreams, to really have your future plans pull you forward, your dreams must be vivid.

If you've ever hiked a fourteen thousand-foot peak in the Rocky Mountains, one thought has surely come to mind "How did the settlers of this country do it?" How did they get from the East Coast to the West Coast? Carrying one day's supply of food and water is hard enough. Can you imagine hauling all of your worldly goods with you . . . mile after mile, day after day, month after month? These people had big dreams. They had ambition. They didn't focus on the hardship of getting up the mountain.

In their minds, they were already on the other side - their bodies just hadn't gotten them there yet! Despite all of their pains and struggles, all of the births and deaths along the way, those who made it to the other side had a single vision: to reach the land of continuous sunshine and extraordinary wealth. To start over where anything and everything was possible. Their dreams were stronger than the obstacles in their way.

You've got to be a dreamer. You've got to envision the future. You've got to see California while you're climbing fourteen thousand-foot peaks. You've got to see the finish line while you're running the race. You've got to hear the cheers when you're in the middle of a monster project. And you've got to be willing to put yourself through the paces of doing the uncomfortable until it becomes comfortable. Because that's how you realize your dreams

## **Reaping a Multiple Reward by Jim Rohn**

For every disciplined effort, there are multiple rewards. That's one of life's great arrangements. In fact, it's an extension of the Biblical law that says that if you sow well, you will reap well.

Here's a unique part of the Law of Sowing and Reaping. Not only does it suggest that we'll all reap what we've sown, it also suggests that we'll reap much more. Life is full of laws that both govern and explain behaviors, but this may well be the major law we need to understand: for every disciplined effort, there are multiple rewards.

What a concept! If you render unique service, your reward will be multiplied. If you're fair and honest and patient with others, your reward will be multiplied. If you give more than you expect to receive, your reward is more than you expect. But remember: the key word here, as you might well imagine, is discipline.

Everything of value requires care, attention, and discipline. Our thoughts require discipline. We must consistently determine our inner boundaries and our codes of conduct, or our thoughts will be confused. And if our thoughts are confused, we will become hopelessly lost in the maze of life. Confused thoughts produce confused results.

Remember the law: "For every disciplined effort, there are multiple rewards." Learn the discipline of writing a card or a letter to a friend. Learn the discipline of paying your bills on time, arriving to appointments on time, or using your time more effectively. Learn the discipline of paying attention, or paying your taxes or paying yourself. Learn the discipline of having regular meetings with your associates, or your spouse, or your child, or your parent. Learn the discipline of learning all you can learn, of teaching all you can teach, of reading all you can read.

For each discipline, multiple rewards. For each book, new knowledge. For each success, new ambition. For each challenge, new understanding. For each failure, new determination. Life is like that. Even the bad experiences of life provide their own special contribution. But a word of caution here for those who neglect the need for care and attention to life's disciplines: everything has its price. Everything affects everything else. Neglect discipline, and there will be a price to pay. All things of value can be taken for granted with the passing of time.

That's what we call the Law of Familiarity. Without the discipline of paying constant, daily attention, we take things for granted. Be serious. Life's not a practice session.

If you're often inclined to toss your clothes onto the chair rather than hanging them in the closet, be careful. It could suggest a lack of discipline. And remember, a lack of discipline in the small areas of life can cost you heavily in the more important areas of life. You cannot clean up your company until you learn the discipline of cleaning your own garage. You cannot be impatient with your children and be patient with your distributors or your employees. You cannot inspire others to sell more when that goal is inconsistent with your own conduct. You cannot admonish others to read good books when you don't have a library card.

Think about your life at this moment. What areas need attention right now? Perhaps you've had a disagreement with someone you love or someone who loves you, and your anger won't allow you to speak to that person. Wouldn't this be an ideal time to examine your need for a new discipline? Perhaps you're on the brink of giving up, or starting over, or starting out. And the only missing ingredient to your incredible success story in the future is a new and self-imposed discipline that will make you try harder and work more intensely than you ever thought you could.

The most valuable form of discipline is the one that you impose upon yourself. Don't wait for things to deteriorate so drastically that someone else must impose discipline in your life. Wouldn't that be tragic? How could you possibly explain the fact that someone else thought more of you than you thought of yourself? That they forced you to get up early and get out into the marketplace when you would have been content to let success go to someone else who cared more about themselves.

Your life, my life, the life of each one of us is going to serve as either a warning or an example. A warning of the consequences of neglect, self-pity, lack of direction and ambition ... or an example of talent put to use, of discipline self-imposed, and of objectives clearly perceived and intensely pursued.

## **Ending Procrastination by Jim Rohn**

Perseverance is about as important to achievement as gasoline is to driving a car. Sure, there will be times when you feel like you're spinning your wheels, but you'll always get out of the rut with genuine perseverance. Without it, you won't even be able to start your engine.

The opposite of perseverance is procrastination. Perseverance means you never quit. Procrastination usually means you never get started, although the inability to finish something is also a form of procrastination.

Ask people why they procrastinate and you'll often hear something like this: "I'm a perfectionist. Everything has to be just right before I can get down to work. No distractions, not too much noise, no telephone calls interrupting me, and of course I have to be feeling well physically, too. I can't work when I have a headache." The other end of procrastination - being unable to finish - also has a perfectionist explanation: "I'm just never satisfied. I'm my own harshest critic. If all the i's aren't dotted and all the t's aren't crossed, I just can't consider that I'm done. That's just the way I am, and I'll probably never change."

Do you see what's going on here? A fault is being turned into a virtue. The perfectionist is saying that his standards are just too high for this world. This fault-into-virtue syndrome is a common defense when people are called upon to discuss their weaknesses, but in the end it's just a very pious kind of excuse making.

It certainly doesn't have anything to do with what's really behind procrastination.

Remember, the basis of procrastination could be fear of failure. That's what perfectionism really is, once you take a hard look at it. What's the difference whether you're afraid of being less than perfect or afraid of anything else? You're still paralyzed by fear. What's the difference whether you never start or never finish? You're still stuck. You're still going nowhere. You're still overwhelmed by whatever task is before you. You're still allowing yourself to be dominated by a negative vision of the future in which you see yourself being criticized, laughed at, punished, or ridden out of town on a rail. Of course, this negative vision of the future is really a mechanism that allows you to do nothing. It's a very convenient mental tool.

I'm going to tell you how to overcome procrastination. I'm going to show you how to turn procrastination into perseverance, and if you do what I suggest, the process will be virtually painless. It involves using two very powerful principles that foster productivity and perseverance instead of passivity and procrastination.

The first principle is: break it down.

No matter what you're trying to accomplish, whether it's writing a book, climbing a mountain, or painting a house the key to achievement is your ability to break down the task into manageable pieces and knock them off one at a time. Focus on accomplishing what's right in front of you at this moment. Ignore what's off in the distance someplace. Substitute real-time positive thinking for negative future visualization. That's the first all-important technique for bringing an end to procrastination.

Suppose I were to ask you if you could write a four hundred-page novel. If you're like most people, that would sound like an impossible task. But suppose I ask you a different question. Suppose I ask if you can write a page and a quarter a day for one year. Do you think you could do it? Now the task is starting to seem more

manageable. We're breaking down the four-hundred-page book into bite-size pieces. Even so, I suspect many people would still find the prospect intimidating. Do you know why? Writing a page and a quarter may not seem so bad, but you're being asked to look ahead one whole year. When people start to do look that far ahead, many of them automatically go into a negative mode. So let me formulate the idea of writing a book in yet another way. Let me break it down even more.

Suppose I was to ask you: can you fill up a page and a quarter with words-not for a year, not for a month, not even for a week, but just today? Don't look any further ahead than that. I believe most people would confidently declare that they could accomplish that. Of course, these would be the same people who feel totally incapable of writing a whole book.

If I said the same thing to those people tomorrow - if I told them, I don't want you to look back, and I don't want you to look ahead, I just want you to fill up a page and a quarter this very day - do you think they could do it?

One day at a time. We've all heard that phrase. That's what we're doing here. We're breaking down the time required for a major task into one-day segments, and we're breaking down the work involved in writing a four hundred-page book into page-and-a-quarter increments.

Keep this up for one year, and you'll write the book. Discipline yourself to look neither forward nor backward, and you can accomplish things you never thought you could possibly do. And it all begins with those three words: break it down.

My second technique for defeating procrastination is also only three words long. The three words are: write it down. We know how important writing is to goal setting. The writing you'll do for beating procrastination is very similar. Instead of focusing on the future, however, you're now going to be writing about the present just as you experience it every day. Instead of

describing the things you want to do or the places you want to go, you're going to describe what you actually do with your time, and you're going to keep a written record of the places you actually go.

In other words, you're going to keep a diary of your activities. And you're going to be amazed by the distractions, detours, and downright wastes of time you engage in during the course of a day. All of these get in the way of achieving your goals. For many people, it's almost like they planned it that way, and maybe at some unconscious level they did. The great thing about keeping a time diary is that it brings all this out in the open. It forces you to see what you're actually doing . . . and what you're not doing.

The time diary doesn't have to be anything elaborate. Just buy a little spiral notebook that you can easily carry in your pocket. When you go to lunch, when you drive across town, when you go to the dry cleaners, when you spend some time shooting the breeze at the copying machine, make a quick note of the time you began the activity and the time it ends. Try to make this notation as soon as possible; if it's inconvenient to do it immediately, you can do it later. But you should make an entry in your time diary at least once every thirty minutes, and you should keep this up for at least a week.

Break it down. Write it down. These two techniques are very straightforward. But don't let that fool you: these are powerful and effective productivity techniques. This is how you put an end to procrastination. This is how you get yourself started.

## **What Constitutes A Good Life? by Jim Rohn**

The ultimate expression of life is not a paycheck. The ultimate expression of life is not a Mercedes. The ultimate expression of life is not a million dollars or a bank account or a home. Here's the ultimate expression of life in my opinion, and that is living a good life.

Here's what we must ask constantly, "What for me would be a good life?" And you have to keep going over and over the list. A list including areas such as spirituality, economics, health, relationships and recreation. What would constitute a good life? I've got a short list.

1) Number one, productivity. You won't be happy if you don't produce. The game of life is not rest. We must rest, but only long enough to gather strength to get back to productivity. What's the reason for the seasons and the seeds, the soil and the sunshine, the rain and the miracle of life? It's to see what you can do with it. To try your hand, other people have tried their hand; here's what they did. You try your hand to see what you can do. So part of life is productivity.

2) Next are good friends. Friendship is probably the greatest support system in the world. Don't deny yourself the time to develop this support system. Nothing can match it. It's extraordinary in its benefit. Friends are those wonderful people who know all about you and still like you. I just lost one of my dearest friends. He died at age 53 - heart attack. David is gone, but he was one of my very special friends. I used to say of David that if I was stuck in a foreign jail somewhere accused unduly and if they would allow me one phone call, I would call David. Why? He would come and get me. That's a friend. Somebody who would come and get you. Now we've all got casual friends. And if you called them they would say, "Hey, if you get back, call me we'll have a party." So you've got to have both, real friends and casual friends.

3) Next on the list of a good life is your culture. Your language, your music, the ceremonies, the traditions, the dress. All of that is so vitally important that you must keep it alive. In fact it is the uniqueness of all of us that when blended together brings vitality, energy, power, influence, uniqueness and rightness to the world.

4) Next is your religion, your spirituality. It helps to form the foundation of the family that builds the nation. And make sure you study, practice and teach. Don't be careless about the spiritual part of your nature, it's what makes us who we are, different from animal, dogs, cats,

birds and mice. Spirituality.

5) Next - here's what my parents taught me. Don't miss anything. Don't miss the game. Don't miss the performance, don't miss the movie, don't miss the show, don't miss the dance. Go to everything you possible can. Buy a ticket to everything you possibly can. Go see everything and experience all you possible can. That's what my parents taught me and it's served me so well to this day. Just before my father died at age 93 if you were to call him at 10:30 or 11:00 at night, he wouldn't be home. He was at the rodeo, he was watching the kids play softball, he was listening to the concert, he was at church, he was somewhere every night.

Live a vital life. Here's one of the reasons why. If you live well, you will earn well. If you live well it will show in your face, it will show in the texture of your voice. There will be something unique and magical about you if you live well. It will infuse not only your personal life but also your business life. And it will give you a vitality nothing else can give.

6) Next are your family and the inner circle. Invest in them and they'll invest in you. Inspire them and they'll inspire you. With your inner circle take care of the details. When my father was still alive, I used to call him when I traveled. He'd have breakfast most every morning with the farmers. Little place called The Decoy Inn out in the country where we lived in Southwest Idaho. So Papa would go there and have breakfast and I'd call him just to give him a special day. Now if I was in Israel, I'd have to get up in the middle of the night, but it only took five minutes, ten minutes. So I'd call Papa and they'd bring him the phone. I'd say, "Papa I'm in Israel." He'd say, "Israel! Son, how are things in Israel?" He'd talk real loud so everybody could hear - my son's calling me from Israel. I'd say, "Papa last night they gave me a reception on the rooftop underneath the stars overlooking the Mediterranean." He'd say, "Son, a reception on the rooftop underneath the stars overlooking the Mediterranean." Now everybody knows the story. It only took 5 - 10 minutes, but what a special day for my father, age 93.

If a father walks out of the house and he can still feel his daughter's kiss on his face all day, he's a powerful man. If a husband walks out of the house and he can still feel the imprint of his wife's arms around his body he's invincible all day. It's the special stuff with the inner circle that makes you strong and powerful and influential. So don't miss that opportunity. Here's the greatest value. The prophet said, "There are many virtues and values, but here's the greatest, one person caring for another." There is no greater value than love. Better to live in a tent on the beach with someone you love than to live in a mansion by yourself. One person cares for another, that's one of life's greatest expressions.

So make sure in your busy day to remember the true purpose and the reasons you do what you do. May you truly live the kind of life that will bring the fruit and rewards that you desire.

## **Change Begins With Choice by Jim Rohn**

Any day we wish; we can discipline ourselves to change it all. Any day we wish; we can open the book that will open our mind to new knowledge. Any day we wish; we can start a new activity. Any day we wish; we can start the process of life change. We can do it immediately, or next week, or next month, or next year.

We can also do nothing. We can pretend rather than perform. And if the idea of having to change ourselves makes us uncomfortable, we can remain as we are. We can choose rest over labor, entertainment over education, delusion over truth, and doubt over confidence. The choices are ours to make. But while we curse the effect, we continue to nourish the cause. As Shakespeare uniquely observed, "The fault is not in the stars, but in ourselves." We created our circumstances by our past choices. We have both the ability and the responsibility to make better choices beginning today. Those who are in search of the good life do not need more answers or more time to think things over to reach better conclusions. They need the truth. They need the whole truth. And they need nothing but the truth.

We cannot allow our errors in judgment, repeated every day, to lead us down the wrong path. We must keep coming back to those basics that make the biggest difference in how our life works out. And then we must make the very choices that will bring life, happiness and joy into our daily lives.

And if I may be so bold to offer my last piece of advice for someone seeking and needing to make changes in their life - If you don't like how things are, change it! You're not a tree. You have the ability to totally transform every area in your life - and it all begins with your very own power of choice.

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But what if we did develop a new discipline to take just a few minutes every day to look a little further down the road? We would then be able to foresee the impending consequences of our current conduct. Armed with that valuable information, we would be able to take the necessary action to change our errors into new success-oriented disciplines. In other words, by disciplining ourselves to see the future in advance, we would be able to change our thinking, amend our errors and develop new habits to replace the old.

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## **The Four Emotions That Can Lead To Life Change by Jim Rohn**

(excerpted from *Seven Strategies for Wealth and Happiness*)

Emotions are the most powerful forces inside us. Under the power of emotions, human beings can perform the most heroic (as well as barbaric) acts. To a great degree, civilization itself can be defined as the intelligent channeling of human emotion. Emotions are fuel and the mind is the pilot, which together propel the ship of civilized progress.

Which emotions cause people to act? There are four basic ones; each, or a combination of several, can trigger the most incredible activity. The day that you allow these emotions to fuel your desire is the day you'll turn your life around.

### **1) DISGUST**

One does not usually equate the word "disgust" with positive action. And yet properly channeled, disgust can change a person's life. The person who feels disgusted has reached a point of no return. He or she is ready to throw down the gauntlet at life and say, "I've had it!" That's what I said after many humiliating experiences at age 25, I said. "I don't want to live like this anymore. I've had it with being broke. I've had it with being embarrassed, and I've had it with lying."

Yes, productive feelings of disgust come when a person says, "Enough is enough."

The "guy" has finally had it with mediocrity. He's had it with those awful sick feelings of fear, pain and humiliation. He then decides he is not going to live like this anymore." Look out! This could be the day that turns a life around. Call it what you will, the "I've had it" day, the "never again" day, the "enough's enough" day. Whatever you call it, it's powerful! There is nothing so life-changing as gut-wrenching disgust!

### **2) DECISION**

Most of us need to be pushed to the wall to make decisions. And once we reach this point, we have to deal with the conflicting emotions that come with making them. We have reached a fork in the road. Now this fork can be a two-prong, three-prong, or even a four-prong fork. No wonder that decision-making can create knots in stomachs, keep us awake in the middle of the night, or make us break out in a cold sweat.

Making life-changing decisions can be likened to internal civil war. Conflicting armies of emotions, each with its own arsenal of reasons, battle each other for supremacy of our minds. And our resulting decisions, whether bold or timid, well thought out or impulsive, can

either set the course of action or blind it. I don't have much advice to give you about decision-making except this:

Whatever you do, don't camp at the fork in the road. Decide. It's far better to make a wrong decision than to not make one at all. Each of us must confront our emotional turmoil and sort out our feelings.

### **3) DESIRE**

How does one gain desire? I don't think I can answer this directly because there are many ways. But I do know two things about desire:

- a. It comes from the inside not the outside.
- b. It can be triggered by outside forces.

Almost anything can trigger desire. It's a matter of timing as much as preparation. It might be a song that tugs at the heart. It might be a memorable sermon. It might be a movie, a conversation with a friend, a confrontation with the enemy, or a bitter experience. Even a book or an article such as this one can trigger the inner mechanism that will make some people say, "I want it now!"

Therefore, while searching for your "hot button" of pure, raw desire, welcome into your life each positive experience. Don't erect a wall to protect you from experiencing life. The same wall that keeps out your disappointment also keeps out the sunlight of enriching experiences. So let life touch you. The next touch could be the one that turns your life around.

### **4) RESOLVE**

Resolve says, "I will." These two words are among the most potent in the English language. I WILL. Benjamin Disraeli, the great British statesman, once said, "Nothing can resist a human will that will stake even its existence on the extent of its purpose." In other words, when someone resolves to "do or die," nothing can stop him.

The mountain climber says, "I will climb the mountain. They've told me it's too high, it's too far, it's too steep, it's too rocky, it's too difficult. But it's my mountain. I will climb it. You'll soon see me waving from the top or you'll never see me, because unless I reach the peak, I'm not coming back." Who can argue with such resolve?

When confronted with such iron-will determination, I can see Time, Fate and Circumstance calling a hasty conference and deciding, "We

might as well let him have his dream. He's said he's going to get there or die trying."

The best definition for "resolve" I've ever heard came from a schoolgirl in Foster City, California. As is my custom, I was lecturing about success to a group of bright kids at a junior high school. I asked, "Who can tell me what "resolve" means?" Several hands went up, and I did get some pretty good definitions. But the last was the best. A shy girl from the back of the room got up and said with quiet intensity, "I think resolve means promising yourself you will never give up." That's it! That's the best definition I've ever heard: **PROMISE YOURSELF YOU'LL NEVER GIVE UP.**

Think about it! How long should a baby try to learn how to walk? How long would you give the average baby before you say, "That's it, you've had your chance"? You say that's crazy? Of course it is. Any mother would say, "My baby is going to keep trying until he learns how to walk!" No wonder everyone walks.

There is a vital lesson in this. Ask yourself, "How long am I going to work to make my dreams come true?" I suggest you answer, "As long as it takes." That's what these four emotions are all about.

## **The Miracle of Personal Development by Jim Rohn**

One day Mr. Shoaff said, "Jim, if you want to be wealthy and happy, learn this lesson well: Learn to work harder on yourself than you do on your job."

Since that time I've been working on my own personal development. And I must admit that this has been the most challenging assignment of all. This business of personal development lasts a lifetime.

You see, what you become is far more important than what you get. The important question to ask on the job is not, "What am I getting?" Instead, you should ask, "What am I becoming?" Getting and becoming are like Siamese twins: What you become directly influences what you get. Think of it this way: Most of what you have today you have attracted by becoming the person you are today.

I've also found that income rarely exceeds personal development. Sometimes income takes a lucky jump, but unless you learn to handle

the responsibilities that come with it, it will usually shrink back to the amount you can handle.

If someone hands you a million dollars, you'd better hurry up and become a millionaire. A very rich man once said, "If you took all the money in the world and divided it equally among everybody, it would soon be back in the same pockets it was before."

It is hard to keep that which has not been obtained through personal development.

So here's the great axiom of life:

**--TO HAVE MORE THAN YOU'VE GOT, BECOME MORE THAN YOU ARE--**

This is where you should focus most of your attention. Otherwise, you just might have to contend with the axiom of not changing, which is:

**--UNLESS YOU CHANGE HOW YOU ARE, YOU'LL ALWAYS HAVE WHAT YOU'VE GOT—**

<http://www.jimrohn.com>

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