

# The First Victory

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The Power of Self-Discipline

TY MUSHAMBI

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**This book is dedicated to**

Erasmus Gapara:  
who shared his life's testimony with me, and in so doing introduced me to the  
practical aspects of self-discipline and the positive transformation it brings into one's  
life.

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## INTRODUCTION

***“Knowing is not enough; we must apply. Willing is not enough: we must do.”***

***- Bruce Lee***

**W**ithout discipline, all the motivational teachings and *time management* strategies in the world will never be effective. You can keep playing around with words like ‘change’, ‘strive’, ‘courage’, ‘no excuses’, ‘desire to improve’, ‘be persistent’ and ‘goal setting’ all you want. It is *easy to* utter these words, but it is an arduous task to get yourself to do it.

In short, it is easier said than done. Don’t get me wrong; motivation is a wonderful thing. It is what gets us going in the first place, but self-discipline is the only thing that will keep us going once the excitement dries up. In my search for knowledge, I’ve attended seminars, sermons and workshops about anything and everything more times than I’d like to count. At some point, I began to realize that the ones who benefited the most from these meetings were not those who clapped the most, shouted the loudest “Amen” or grinned from ear to ear when the speaker made a joke, but those who continued to do what they were taught long after the fact.

The hard truth is — half of the time — all of us know or have an idea of what we should do to improve the areas of our lives that we are not satisfied with. Having financial problems? Increase your sources of income, save more, spend less and invest the rest. Weight issues? Go on a diet, exercise and drink lots of water. Loneliness? Become a friend in order to have friends.

I don’t mean to underrate what are in fact serious problems that people struggle with on a regular basis, but even the tallest of mountains can be climbed over time. Of course, the time it takes to overcome that mountain differs from person to person, but it can be done nonetheless. Some are born great, some achieve greatness, and some have greatness thrust upon them. That’s not just a Shakespeare quote, but a truth about

the way the world works. There's also no reason why you cannot be any of the three.

Let's not be naïve, though. Genetics, family\educational background and relationships do give some people a distinct advantage over others, but it is your choice to use that as a crutch for the rest of your life or not. Countless books, articles and videos have provided solutions (some even supported by science) to our biggest problems and more. I'm sure a lot of us have even come across some 'helpful' quotes on the internet and social platforms. My favorites so far are, "If you don't like where you are then you should move; you're not a tree." and "When life gives you lemons, make grape juice. Then sit back and watch as the world wonders how you did it."

It doesn't matter if you're ready to charge Hell with a water pistol after a riveting presentation; what matters is the energy you put into making it a reality, even when you don't feel like it. Most people, if motivated enough, go as far as BEGINNING to do what needs to be done. They get a gym membership, open a savings account, or enroll in a class, but the real change lies in CONTINUING to do what is necessary.

We live in a lightning-fast information age, and there is no doubt the knowledge that empowers us to succeed in various spheres of our lives is readily available. However, it's not the truth that we know that sets us free, but the truth that we know and *apply*. Positive change is intentional, and self-discipline allows us to take our lives off auto-pilot and steer towards continuous improvement.

Most of the troubles that plague modern individuals in our society — addiction, abuse, crime, domestic violence, sexually transmitted diseases, unwanted pregnancies, prejudice, financial debt, failure at school and work, obesity — have some degree of self-control failure as a central aspect. We are too busy *letting* ourselves go, *falling* for the wrong people or getting *hooked* on something bad or counterproductive to take responsibility and grow as individuals. This is (mostly) a free world, but the word "freedom" has shifted its meaning from "liberty" to "casting off restraint".

However, contrary to popular belief, self-discipline does not mean being hard on yourself, or having a restrictive lifestyle. It means self-control, which is a result of inner strength, and it is vital for success in today's world. Delayed gratification, focus, work ethic, perseverance, commitment and a standard of excellence are the staples of a successful person.



Theodore Bryant, a Human Behavior Specialist, says that there is a part of each and every one of us that resists change. He called this part 'Mr. Hyde'. To avoid self-discipline, Hyde uses tactics such as:

- cynicism;
- negativism;
- defeatism;
- escapism and
- delay-ism

Fear of failure, success (that's right), risks, rejection and mediocrity keeps a lot of us from stepping out of our comfort zones to embrace discipline. Self-discipline is a skill that can be learned, and I invite you to come on this journey with me. *Discover your true potential and awaken the giant inside of you (this time, for real).*

Enjoy your reading. This will be the first of many victories for your life.

# CHAPTER ONE: YOUR OWN WORST ENEMY

*“The first and greatest victory is to conquer yourself; to be conquered by yourself is of all things most shameful and vile.”*

*-Plato*

It's early in the morning. You are fast asleep, dreaming, but a familiar noise keeps playing at the back of your mind. Finally, you slowly open your eyes, feeling groggy. There it is again. Beep, beep, beep, beep. It doesn't take much sleuthing for you to realize it's the alarm you set for 5.00 am. Last night, after watching a particularly inspiring training montage, you decided you'd get up early and go for a run before heading to work.

However, it is cold outside and your bed feels so warm and comfy.

“Come on. This is it. Change starts today.” you say to yourself, as you close your eyes again to think. “But it's cold outside. Maybe I can start jogging tomorrow.” You know you have to make a choice. You can either take the easy way out, hit the ‘snooze’ button and go back to sleep in your cozy cocoon... Or take the high road, put on your running shoes, and bolt out the door.

Every single day, we're faced with numerous tiny decisions like this one. In these moments, we have to decide between what is good for us... and what is easy, comfortable, enjoyable and safe. On their own, most of these choices seem fairly insignificant, but together, they add up. They compound, and it is the summation of all these micro-decisions that determines our destiny. Like dominoes, bad choices set us back one piece at a time, until we realize that the damage has been done when it is too late.

***“Self-discipline is an act of cultivation. It requires you to connect today's actions to tomorrow's results.” - Gary Ryan Blair***

Consistently taking the higher road will help you achieve your biggest goals, unleash your full potential, and maybe even change lives around the world.

Taking the easy way out too often results in a life of mediocrity and constant disappointment in yourself... Until one day, you look back in regret, wondering... "What if?"

I want you to humor me for a moment... Imagine a day in your future (say, ten years from now) as a 'multiverse'. There are an infinite amount of ways your life can turn out at that point, depending on the choices you make from today onwards (and hence multiple versions of yourself coexisting). Somewhere out there, there is a richer version of you, a poorer one, a healthier you, a more intelligent you, one who can play the piano, one who can speak nine different languages, and so on. Which one do you want to be?

The present you is not who you are, it's who you WERE - the result of your past decisions accumulated over time. That means that whoever you WILL BE depends on the choices you make from now on. There are plenty of important qualities that can contribute to a person's achievements and happiness, but there is only one that produces sustainable, long term success in all aspects of life, and that is self-discipline.

Be it in terms of work ethic, fitness, dieting, or relationships, self-discipline is the number one attribute needed to accomplish goals, lead a healthy lifestyle, and ultimately, to be happy. A 2013 study by Wilhelm Hoffman showed that people with high self-control are happier than those without. This is true because the self-disciplined subjects were more capable of dealing with goal conflicts.

Disciplined people spend less time contemplating whether to indulge in behaviors detrimental to their success, and are able to make positive decisions more easily. The self-disciplined do not allow their choices to be dictated by impulses or feelings. Instead, they make informed, rational decisions on a daily basis without feeling overly stressed or upset.

These people are not disciplined because they lack disruptive urges; they are disciplined because they have learned to ignore them. Theodore Bryant, a Human Behavior Specialist, personifies our resistance to change as 'Mr. Hyde'. Our inner Mr. Hyde is our self-defeating traits that keep us from transforming our desires into ideas, plans and actions.

Mr. Hyde's methods of sabotaging our discipline operate on a subconscious level, where we are unaware of them. The following is a list of Mr. Hyde's tactics:

### **Cynicism**

As your inner skeptic, Mr. Hyde's goal is to instill doubt and discourage you. Realism is good – it saves you from a lot of disappointment and helps you plan accordingly – but pessimism isn't. Realism helps you take practical steps towards achieving big goals, but doubt paralyzes you in fear of failure.

### **Negativism**

"Why bother?" says Mr. Hyde. "The economy is bad." "You'll never finish it in time." This is what you hear as you begin to devise goals and plans during harsh times. Once Hyde's negativism triumphs over you, your brain will search for reasons to support negative attitudes. Hyde will remind you of your present circumstances and sympathize with you, making you a victim, instead of a victor. Whatever you tell yourself, negative or positive, your subconscious believes.

Our attitude has everything to do with our success. We create our own attitude, and our attitude influences our behavior. Purposefully choose to have a positive attitude, no matter what happens around you. Be a victor, not a victim.

### **Defeatism**

Nobody's perfect. We all have our shortcomings and we do not succeed at everything we attempt to do. The only thing we can do is pick ourselves up and try again, learning from our mistakes as we go along. Hyde will play the blame game, attempting to drown your enthusiasm by pointing out all your perceived faults, previous failures, and trick you into self-defeat.

Do not allow any perceived inadequacies to dredge up feelings of insecurity and low self-esteem. This will lead to your giving up. Hyde will use anything relentlessly - a personality trait, a physical characteristic, or even any other irrelevant quality like our race, sex, or religion - to make us feel inferior.

### **Escapism**

I am a firm believer of 'all work and no play makes Jack a dull boy', but we have to manage our distractions, instead of letting them manage us. Hard work is naturally uncomfortable, and Mr. Hyde always looks for the

easy way out. Think of the rewards; constantly remind yourself of the reason you decided to pursue that particular venture.

Continuously revisiting your source of inspiration gives you the strength to endure the temporary hardships you may come across along the way.

### **Delayism\Procrastination**

Hyde's favorite excuse is "I'll do it later," Any one of the previously described tactics is usually used as a reason to "do it later." We all get 86,400 seconds in a day, and what we do with that precious time makes the difference between success and failure. A second seems inconsequential to us, but seconds add up into minutes, hours, days, weeks and months.

Hyde is good at placing hurdles between you and your goal. For example, you may say, "I can't begin a weight-loss program until I buy a proper exercise outfit." Then Hyde adds another obstacle by saying, "I can't afford to buy a new outfit right now." We sometimes heap ourselves with more and more excuses until we completely discard our original plan. There is a difference between prioritization and procrastination. Ask yourself whether a given delay is legitimate or not. Is it working for you or against you?

Despite everything that I've mentioned above, we should not treat Mr. Hyde as the bad guy. Instead, we must treat Mr. Hyde as the part of us that is creative, fun-loving, and pleasure-seeking; our inner child. Treat Hyde as an unruly child - one that has no self-discipline, no self-restraint, and no ability to delay gratification.

Like any spoilt little kid, Hyde will be manipulative to get what he wants. Don't try to fight this side of yourself. You'll end up being a walking mass of inner conflicts and lose mental energy that could be used in the drive toward accomplishing your goals.

We recruit Hyde as a partner who supports our self-discipline efforts instead. All it takes is positive self-talk and compromise. In his book *The Now Habit*, Dr. Neil Fiore suggests that making time for guaranteed fun can be an effective way to overcome things like procrastination.

Decide beforehand what blocks of time you'll allocate each week to family time, entertainment, exercise, prayer, social activities, and personal hobbies. Then schedule your work hours using whatever time is left. This ensures that your work will not encroach on your leisure time. It's a win-win for both you and Hyde.

Benjamin Franklin suggested that the best strategy for high productivity is to divide the day into one third work, one third play, and one third rest. I have found this particular strategy to be very effective, as it relieves my stress and makes me happier when I'm working. It is important to value both your work time and play time equally. Respect them, and they won't interfere with one another.

## CHAPTER TWO: PROCRASTINATION – THE BANE OF PROGRESS

***“The best way to get something done is to begin.”***  
***-Unknown***

**I**n his book, *The 15 Invaluable Laws of Growth*, John C. Maxwell shares one of his father’s favorite riddles: *Five frogs are sitting on a log. Four decide to jump off. How many are left?*

The answer seems obvious: one. But this is incorrect. There are still five frogs on the log, because there is a difference between *deciding*, and *doing*. The Law of Diminishing Intent states that the longer you wait to do something that should be done now, the greater the odds that you will never actually do it.

Procrastination is the habit of putting off impending tasks in preference to more pleasurable experiences, usually to the “last minute.” It can cause missed opportunities, stress, overwhelm, resentment and personal guilt.

Just like everything else in life, procrastination comes in stages, and these are:

### ***1. False Security - “This isn’t due for a while. I will relax for now.”***

When I was in high school, the teachers were gracious enough to provide one week deadlines for handing in assignments, and sometimes awarded extensions upon request. However, I always found some of my classmates in a frenzy to write the assignment on the morning of the due date. I was also in no position to judge them, because I usually wrote it the night before.

I always got high scores, but I knew I could’ve done better if I had put more time into it. And if you asked me about half of what I wrote, I probably wouldn’t remember it or know what it meant.

I was so concerned with meeting deadlines that I missed the chance to grow as an academic. That’s what false security does; it stunts our growth as individuals, whether or not we meet our deadline. It doesn’t take a

rocket scientist to know that the longer you work on something, the better you become at it.

It may seem like we have all the time in the world, but the truth is, no one is promised tomorrow, and the problem with 'one day' is that it always arrives sooner than we expected. The experience of working on our goals consistently and practicing to become better helps us to develop character and perfect our craft. Whenever you sit back, relax, and watch the clock tick, you are robbing yourself of those experiences.

## 2. Laziness - "Perhaps I should get a head start... Nah!"

According to your estimations, there is still a lot of time to get the job done. It also doesn't *feel* like the *right* time to get started. When the task at hand appears to be difficult and tedious, it's easier to opt for conserving your energy. On the other hand, your favorite show is on TV, and the job can wait until after. Most of the time we procrastinate because we feel emotionally or physically drained. The more we continue this way and the longer we wait, the more our resolve will weaken (read: The Law of Diminishing Intent). We then lose passion for what we are doing and let time pass us by while we do nothing.

The solution to laziness is to continuously revisit the source of your inspiration. Something stirred you up to the point where you decided to pursue a certain goal. It could've been something you saw, read, heard or experienced that motivated you to chase a certain dream. Some people compile 'vision boards' - a collection of images and magazine cut-outs of the things they want most in life - and take time to look at them every day. I like to play certain songs when I'm reading, writing or exercising; the music inspires and energizes me to push through. Find out what works for you, and use it whenever you require a boost.

## 3. Excuses - "I can't do this right now because..."

Even when motivation is high, you may still encounter tasks that you don't want to do, and any reason to delay doing them is good enough. If you were hoping for a cutesy solution to this problem, I'm sorry to disappoint you, because this is where maturity and taking responsibility for your actions comes into play.

You have to decide what's more important to you, and stand by your decision. The pinnacle of discipline is when a conscious decision directly translates into guaranteed action. If you still remember, I mentioned earlier in the last chapter that Mister Hyde will try by all means to place a barricade between you and your goals. You need to really dig deep and question whether or not an excuse is valid, because any reason you give



yourself sounds like a good one to you, because you're the one who came up with it.

4. *Denial – “I still have time. I just have to work twice as hard.”*

The deadline looms closer and closer with each passing moment, and now it has dawned on you that you really need to move fast or you'll miss it. All you need to do is buckle down and work really hard, and you'll make it in time. You're probably right – you could pull it off with the time you have left – but at the cost of your energy, time, quality of work and peace of mind.

However, If you're wrong and the time you have left is not enough, then you will become frustrated, resentful and blame yourself when you do not meet your targets. It is always better to get the job done properly long before it's due, and then kick back for the remainder of the timeline, than to relax when you have time and then work in a frenzy when there's no time left.

5. *Crisis – “I can't believe I'm too late! I'll never do this again!”*

It's too late. You cannot possibly do it in time now, and the only person you have to blame for it is yourself. But you've learned your lesson; you now know that procrastination is bad for you. You would've been a lot better off if you had started early and saw it through to the end. Next time, you won't be so careless with your time. It's over now, right?

6. *Repeat*

Wrong. Most of the time, when we procrastinate, we are unaware that we are doing so. This makes us susceptible to repeating the same mistakes whenever something else comes along. We have to become more aware of our thoughts in order to nip procrastination in the bud.

Recognize when you are procrastinating, and you will ensure that you do not entertain the thought. Here are some useful indicators that will help you know when you're procrastinating:

- **Waiting for the “right mood” or the “right time” to tackle the important task at hand.** This is probably the most common type of reasoning behind procrastination. Some people feel like they do their best work when they are under pressure, some think that they have to acquire every single tool they'll need first, and others think that they need to be in the right frame of mind in order to begin. Now is the only time we have, which makes it the best time. No one is guaranteed tomorrow. Moods can be set, you can always

start where you are with what you have, and the mind can be conditioned over time. The perfect time to start is always now.

- **Filling your day with low priority tasks different from your To Do List.** Congratulations. You have successfully checked your emails, updated your online profile and reorganized your desktop for efficiency. What you have not done yet, however, is write at least five pages of the assignment you set out to do. No matter how insignificant, completing low priority tasks creates a false sense of accomplishment and blinds you to the fact that you didn't carry out the main objective. Word of advice: the main thing is to keep the main thing the main thing.
- **Talking about your goals instead of, you know, actually doing them.** According to studies based on Lewinian Goal Theory, when other people take notice of a person's identity-related behavioral intention, this gives the individual a premature sense of having the identity they aspire to. In other words, when you tell people about a huge goal that you wish to accomplish, they will admire you for having the courage and confidence to attempt it, and you will feel awesome as you bask in the glow of their admiration. That feeling of awesomeness, however, will make you less motivated to actually go out and do those things. The temptation would be to keep talking about the goal instead of getting started. It is important to be accountable to a select few (those who can actually help you accomplish it), but don't gloat about your goals to everyone.

As I have stated before, we are not all on an even playing field. Some people get in the game with a head start, but the one constant that is fair for all of us is time. We all get twenty-four hours in a day. How much you get done in that amount of time is up to you. Procrastination is the thief of time; be vigilant, and don't get robbed. Invest your time wisely.

***"Now is the only time you have, which makes it the best time." - unknown***

## CHAPTER THREE: MANAGING DISTRACTIONS

***“Work is hard. Distractions are plentiful. And time is short.” - Adam Hochschild***

**S**ome people say that life had so many less distractions when apple and blackberry were just fruits. Tools such as Facebook, twitter and YouTube can either be a robust mechanism for social marketing, or a faddish distraction useful for only exchanging trivial information. It all depends on the user. The best way to stay focused on your goals is to manage your distractions instead of letting them manage you.

There are many different types of distractions: from background noises to entertainment, to not being in the mood to work. the first two can be solved by a simple change of scenery, but the third is more complex and requires a change in mindset.

In a 2013 interview with Forbes, career experts Phyllis Mufson, Andy Teach, and Meredith Haberfeld suggested multiple ways to manage distractions.

“At work just as in life, distractions are par for the course. The key point is how well you manage them,” said Haberfeld.

The main aim is to limit those distractions as much as possible. However, Teach believes occasional workplace distractions can actually be a good thing. “We’d all get burnt out pretty quickly if we didn’t get distracted from time to time and take our minds off of work. The danger, however, is when distractions take up too much of our time and prevent us from getting our work done.” he said. This is true, considering how an average adult can concentrate on something continuously for forty minutes straight, but we are expected to work for at least eight hours a day. If interruptions are not managed, they can seriously erode your ability to focus and may lead to mistakes, delays, poor judgment and ultimately poor performance.

Frequent distractions can also negatively affect your mood, because they can prevent you from getting your work done on time, which creates more stress for you and consequently makes you more frustrated and unhappy with your work.

According to Muffson, happiness largely comes from feeling that you are doing a good job at work that has meaning to you, and seeing positive results from your efforts. It takes great skill and focus to produce high-quality work at the top of your game. Distractions can decrease focus, increase stress, and intensify any poor work habit you may have.

Distractions can provoke all of the issues that lead to poor performance, forming a negative spiral where poor performance leads to more stress which leads to more poor performance, and so on. Though the frequency and nature of distractions depends on your line of work, and the environment, among other things, there are a number of common disruptions that many of us endure.

If you regularly lose focus because of distractions, there are a few things the experts suggest you can do:

**Manage your time and space.**

Reserve regular blocks of time for tasks that require concentration. Try using the first hour of work to make headway in your most difficult project. Ask those around you for quiet time, and if that is not possible, take your work into a private study, workshop or other quiet space. Make a conscious effort to set the mood for you to work. Whether it is listening to your favorite music or repeating a few affirmations, use it to enter the right state of mind to tackle the job.

**Limit technology interruptions.**

Spending a few minutes each day checking personal e-mail, updating your personal profile, handling an online bank transaction, texting or playing video games is not a problem, but doing any of these in excess will distract you from your work. Put your phone on silent, close browser tabs that are irrelevant to your work, put your gadgets aside, turn the television or console off. Do whatever it takes to limit technological distractions, and reward yourself with an episode, stage level or browsing session when you're done.

**Organize your workspace to minimize visual distractions.**

Muffson suggests having a tray for incoming work and keeping only the project you are working on now in front of you. Be like a racehorse, with blinders on both sides, focused on the job at hand. Nothing else matters besides whatever's laying in front of you.

**Learn self-management skills.**

"Peoples' work styles are different. Some of us are naturally more distractible, or more social, or more physically restless. Rather than beating yourself up for your lack of focus, experiment to learn what works for you." , Mufson says.

We all have different personalities and personal styles; some people are task-oriented whereas others are people-oriented. Task oriented people focus mostly on the job at hand, whereas people-oriented individuals form relationships along the way. You can also be a structured (administrative\ rigid) or unstructured (more flexible) individual. Therefore, there are four personal styles: people-structured, people-unstructured, task-structured and task-unstructured. There is no right or wrong personal style; what matters is knowing where you stand and working around it to find what works for you. For example, a people-unstructured person can have a flexible workflow, make friends along the way and still get the job done in time If they restrict their communication to key stakeholders and win over allies who can help lighten the workload.

**Make a plan to minimize distractions.**

Haberfeld says that you should pick your top two distractions and give two weeks attention to keeping them high on your radar and resolving them. "Create a strategy and keep honing it as you see what works and what doesn't."

**Make others aware of your plan.**

If you are prone to self-distraction, ask a friend to have a designated check-in time each week to go over your progress. Letting others know about your strategy to minimize distractions will help you stay focused. Having accountability to someone else motivates you to focus to avoid looking incompetent.

**Take action.**

If your day is riddled with people walking over to meet with you at their convenience, Haberfeld says, get the friendly word out that you're setting up designated office hours for walk-ins.

**Take care of your health.**

Get enough sleep! Lack of sleep makes you tired, irritable, and erodes your ability to focus, Mufson says. Drink water and stay hydrated. Being even a little dehydrated will make you feel tired and sluggish – and possibly more susceptible to distractions. Take good care of yourself, because sickness is a major distraction, and one that can go on for an unforeseeable amount of time. A cold, a fever or even the slightest headache can throw you off your game, so you owe it to yourself and your goals to stay healthy.

Finally, every day, make time to reflect. Take time at the end of the day to think back on your day and what you want to focus on tomorrow. Write your priorities for the next day and review your list when you come in. Remember: business before pleasure.

***“Business is always interfering with pleasure - but it makes other pleasures possible.”***

***-William Feather***

## CHAPTER FOUR: FINANCIAL DISCIPLINE – MAKING DOLLARS FROM SENSE

***“Do not save what is left after spending. Spend what is left after saving.”  
-Warren Buffet***

**F**inancial discipline involves controlling your spending and ensuring that you pay for the things that you actually need. The hardest parts for most of us is controlling our spending and keeping our hands out of the piggy bank. Most people like to use the excuse that they are waiting for when they have huge amounts of money, before they start tracking where it all goes. But the thing is that you cannot spend your money aimlessly, no matter how little, and still manage to create wealth.

***“On saving: A dollar here, a dollar there. Over time it adds up.”***

***–Jarod Kinkz***

If you cannot control your spending, then no matter how much money you make, it will never be enough. Our wants will always be able to consume whatever income we can acquire. In short, expenses always rise to match

your income.

If you cannot manage \$100, you will not be able to manage \$100,000 when you get it. This is because the attitude you have about that small amount of money is the very same attitude you will have when you get more money. For example, how many people who win millions in lotteries do you find still wealthy a few years later? It is easy for an average person to deride the frivolous spending habits of a celebrity, but the truth of the matter is they would probably be worse if they were in a similar situation.

A budget is one of the main tools people use to manage money, but there is more to financial discipline than jotting down a spending plan on a piece of paper.

You should be able to deliberate about how you spend money, or else you will be caught up in a vicious cycle of working to earn more to spend

more. The world will never run out of things to buy and the general cost of living continues to rise as long as you live.

The only thing that can take you off that trap and put you on the path to creating wealth is financial discipline. This means controlling yourself and your spending habits - changing the way you think and feel about money.

Kevin O'Leary is my role model when it comes to the attitude we must adopt towards money. I saw him for the first time on a television show called 'Shark Tank' and was inspired by his story. He took a ten thousand dollar loan from his mother and turned it into a business which he later sold for over three billion dollars.

That is a feat few people can replicate, but that's not why I mentioned him. His attitude towards money is this, "Here's how I think of my money - as soldiers - I send them out to war every day. I want them to take prisoners and come home, so there's more of them." What is your attitude towards money? There are no gray areas - you are either making money or losing it.

With discipline, you can be able to delay or forfeit the purchase of certain things today because they are not a part of the big picture. You should be able to say "no" to purchases you normally make on a whim. These impulse purchases are the chief contributors to people not following their budget. You can make a budgetary amount to account for impulse purchases but then make sure you do not go over that amount on a monthly basis.

Those who do not have a natural amount of discipline must acquire it the hard way. Acquiring it comes from learning to practice it in small amounts. Start by simply trying to follow your budget. Once you can do this then the next step is to be able to save money. Saving money requires you say no to yourself when you have the urge to spend it. We often think we "must" when in truth there is no urgency other than that which we have created in our mind to justify an expense.

One important thing to consider is that discipline is a skill and can be learned just like anything else. Another corollary to this is that spending is a habit too. Thus a key part of financial success is learning the skill of discipline and breaking the habit of spending.

When you are able to accomplish both of these objectives then you will be well on your way to financial solvency and a well-managed portfolio. Below are some tricks I found that can help you develop financial discipline:



### **Use Rewards and Punishments**

Rewards and punishments are the best way to learn a new skill and acquire it as a habit. Keep a spending diary to keep track of all your expenses. Perhaps you can allow yourself a personal spending spree if you maintain your budget for two months. If you go over budget, you force yourself to forego some pleasurable activity.

### **Accountability**

One of the most beneficial aspects of having a financial advisor is the fact that you are in some manner accountable to them. The simple human desire to appear competent to someone else is often enough to curtail your spending when you know you meet with your financial advisor to go over your portfolio.

However, a financial advisor is not the only way to be accountable. A spouse or a friend can serve the same purpose. The bottom line is that accountability always helps to break bad habits and accumulate new ones.

In conclusion, you can become more financially disciplined if you place a monetary value to the time and effort it takes for you to get an income. Many times we spend bits and pieces of money here and there, thoughtlessly ignoring the time and effort it took to get it. Let's say you have \$3,000 in the bank on payday and you take out \$300 for a night out. You made that decision knowing that you still have a chunk of money left in your account (\$2700). It is not a big deal, right? Well, not if you don't consider how long it took you to earn that \$300, and that you've just spent it all in a matter of hours. It is a wonderful thing when you can go to bed richer than when you woke up. Think about that next time you go to sleep.

## CHAPTER FIVE: SACRIFICE

*“Great achievement is usually born of great sacrifice, and is never the result of selfishness.”*

*- Napoleon Hill*

The dreaded “S” word. One cannot possibly talk about success without mentioning sacrifice. Progress is neither automatic nor inevitable, therefore sacrifice is one of the main ingredients for improvement. It is what separates the overcomers from the wishful-thinkers; the things that you are willing to do or forego that others are not.

In today’s world, very few people are willing to make the required sacrifices that virtually guarantee success. Sacrifice was once a sign of strength and nobility, but in today’s politically correct world, asking someone to sacrifice anything is looked upon as unfair and unacceptable.

We don’t want to sacrifice living in a larger home so that we can keep our mortgage payments under control. We don’t want to sacrifice getting a new car every three years in order to save money for wiser investments. We can’t imagine sacrificing the latest i-gadget that is on sale – we must have it now, no matter how much debt we accumulate. Our inability to control our consumer desires and sacrifice comforts can get us into financial and other types of trouble.

When we actively take the easy road with our choices, we end up with pleasure in the short term but pain in the long run. The saddest thing, is that it is easier for us to sacrifice for fleeting pleasures than it is to make the exact same type of sacrifice for something beneficial. For example, a student can sacrifice a night of sleep to watch an entire season of the latest mega-hit TV series, but finds it harder to sacrifice the same amount of time for study. This is because our sacrifices are a direct representation of what we value at that time, and our value system in general is wrongly prioritized.

The unwillingness to make sacrifices in life slows, or even blocks our success. It practically guarantees failure.

According to a study called, “Does watching TV make us happy,” published in the *Journal of Economic Psychology*, “heavy TV viewers, and in particular those with significant opportunity cost of time, report lower life satisfaction. Long TV hours are also linked to higher material aspirations and anxiety.”

We avoid thinking and working because of the pain connected to each. We unknowingly sacrifice – there’s that crazy word again – results and happiness in order to spare ourselves energy and pain. But if we would only choose the actions that require effort, simple, yet straightforward effort, it will bring us greater results and rewards – and even happiness – in life.

I’ll admit, I’d rather be playing a twenty-hour video game campaign or lying in my warm bed at 3:30 a.m., than sitting in my study and putting the final touches to my books and articles. But that would kill my soul. Writing, no matter how painful it can be at times, is a near-spiritual experience for me. Nothing, no matter how acutely enjoyable, can compare to the joy of a finished product, an improved skill, a life touched, or a person changed. The only way to achieve these long-term results is through short-term sacrifice.

How then, do we turn this crazy word back into the virtue it deserves to be? The first step is to choose to do it because we see the benefit in doing it.

As Harry Browne writes, “You must choose between the various alternatives in order to make the most of the time and energy we do have. We choose constantly in order to bring as much happiness as possible, while using up as little time and energy as possible.”

We must choose wisely and make the right sacrifices. This is one of the first steps to success. Listen, success is simple when you accept how difficult it will be. Once you acknowledge that success requires self-sacrifice, only then will you be prepared to take the action that improvement requires you to take.

Ironically, whenever a professional athlete is playing an important game, millions of college kids and grown men (and women) across the country will sacrifice their productivity and progress to plunk down in front of the tube for the duration of the match.

Some spectators will take the tournament so seriously they will have spent dozens of hours watching games and making bets on the results. But this will not get them anywhere in life. Unless, of course, they learn something about sacrifice from that athlete, and begin to apply that crazy

word, that virtuous trait, the combination of skill development and discipline into their own lives.

***“Let us sacrifice today so that our children have a better tomorrow.”***

***–A.P.J Abdul Kalam***

When they do discover the virtue of sacrifice, only that will make their lives better and more meaningful. My challenge to you is to make one sacrifice for the next 30 days that can bring you greater rewards and success. What will it

be? Can you sacrifice 15 minutes of television for skill development, study, or even exercise?

## CHAPTER SIX: MOTIVATION

***“ Of course motivation is not permanent. But then, neither is bathing; but it is something you should do on a regular basis. ”***

***- Zig Ziglar***

**M**otivation is defined as the process that initiates, guides, and maintains goal-oriented behaviors. Motivation is what causes us to act, whether it is getting a glass of water to reduce thirst or reading a book to gain knowledge.

It involves the biological, emotional, social, and cognitive forces that activate behavior. In everyday usage, the term *motivation* is frequently used to describe *why* a person does something. For example, you might say that a student is so motivated to get a professional qualification that she spends every night studying.

"The term motivation refers to factors that activate, direct, and sustain goal-directed behavior... Motives are the "whys" of behavior - the needs or wants that drive behavior and explain what we do. We don't actually observe a motive; rather, we infer that one exists based on the behavior we observe." (Nevid, 2013).

Anyone who has ever had a goal (like wanting to lose twenty pounds or saving up for a new car) probably immediately realizes that simply having the desire to accomplish something is not enough. Achieving such a goal requires the ability to persist through obstacles and endurance to keep going in spite of difficulties.

There are three major components to motivation: activation, persistence, and intensity.

### ***Activation***

Involves the decision to initiate a behavior, such as enrolling in a professional class. This is the first stage of motivation that comes shortly after you are exposed to stimuli influencing positive behavior change. It could've been something you visualized, saw, heard or experienced.

Whatever the stimulus is, it has to be powerful enough to convince you to change your ways immediately. The stronger the stimuli, the quicker you'll decide to start taking action.

### *Persistence*

This is the continued effort toward a goal even though obstacles may exist, such as taking more professional courses in order to earn a degree although it requires a significant investment of time, energy, and resources. This component relies heavily on the strength of the stimuli, and the frequency of exposure to it. When the initial excitement of activation is gone, your zeal must be renewed to ensure that you see it through to the end. Continue listening to that clip, read that literature... keep reminding yourself of why you started and what the rewards are when you're done.

### *Intensity*

This can be seen in the concentration and vigor that goes into pursuing a goal. Continuing with our example, one student studying the same courses as you might coast by without much effort, whereas you will study regularly, participate in discussions and take advantage of research opportunities outside of class.

Psychologists have proposed a number of different theories to explain motivation, which include:

**Instincts:** The instinct theory of motivation suggests that behaviors are motivated by instincts, which are fixed and inborn patterns of behavior. Psychologists including William James, Sigmund Freud, and, William McDougal have proposed a number of basic human drives that motivate behavior.

**Drives and Needs:** Many of our behaviors, such as eating, drinking, and sleeping, are motivated by biology. We have a biological need for food, water, and sleep, therefore we eat, drink, and sleep. Drive theory suggests that people have basic biological drives and that our behaviors are motivated by the need to fulfill these drives.

**Extrinsic Vs. Intrinsic Motivation:** There are a number of different ways of thinking about motivation, including one method that involves looking at whether motivation arises from the outside (extrinsic) or inside (intrinsic) the individual. Extrinsic motivations are those that arise from

outside of the individual and often involve rewards such as trophies, money, social recognition or praise. Intrinsic motivations are those that arise from within the individual, such as doing a complicated cross-word puzzle purely for the personal gratification of solving a problem.

"A person's interest often survives when a reward is used neither to bribe nor to control but to signal a job well done, as in a "most improved player" award. If a reward boosts your feeling of competence after doing good work, your enjoyment of the task may increase. Rewards, rightly administered, can motivate high performance and creativity. And extrinsic rewards (such as scholarships, admissions, and jobs that often follow good grades) are here to stay," explains David G. Meyers in his text *Psychology: Eighth Edition in Modules*.

In conclusion, while no single theory can adequately explain all human motivation, it is very important for us to have an understanding of the forces that cause us to take action. In reality, there are likely many different forces that interact to motivate behavior. Whatever the case is, the most important thing you can do on the road to personal growth and improvement is to stay motivated.

## CHAPTER SEVEN: HABITS AND ADDICTIONS

*“ I fear not the man who has practiced 10,000 kicks once, but i fear the man who has practiced one kick 10,000 times. “  
- Bruce Lee*

**W**hen you fold your arms, have you ever consciously thought about which arm to cross over the other? No? The next time you do fold your arms, take note of how your arms are positioned. This is how you fold your arms every time, whether you are aware of it or not. It’s how you naturally do it, and you are comfortable with it.

Now try folding your arms the opposite way; if your right arm normally crosses over your left, cross your left over your right and vice versa. It feels awkward doesn’t it? That’s because you’re not used to it. But if you take a minute of your time every day to practice doing so, in about three weeks you will automatically fold your arms in the way that felt awkward before. This is the power of habit.

A bad habit, if left unchecked, transforms into an addiction. Addictions negatively affect our physical, mental and emotional well-being. They rob us of the energy we were supposed to direct to achieving goals and warp our priorities.

I once read about a retired war veteran who became addicted to narcotic drugs. In order to kick the habit, he locked himself up in a room for three weeks and came out sober. Not everyone can take such drastic measures (“cold turkey’ method) to seize back control over their lives, but Steve Pavlina, author of *Personal Development For Smart People*, says that the solution is to diagnose the bad habit that is hurting you and devise a new habit to replace it, de-conditioning the old habit and installing the new one. Here is his story:

“In January 1991, my life was going downhill fast. I’d just been arrested for felony grand theft after a few prior arrests for misdemeanors. I got expelled from college because I ditched most of my classes. I played video



games for up to 18 hours at a time. I'd fallen into a pattern of self-destructive, out-of-control behavior.

I didn't know how at the time, but I decided I had to make some serious changes. I really didn't want to spend my adult years wearing orange pajamas. I began listening to personal development audio programs, and I liked the positive messages they shared. Sometimes I listened to them for 2-3 hours per day.

This had a major effect on my attitude, thoughts, and beliefs. I gradually began setting goals, working on my self-discipline, and overcoming bad habits.

Soon I started over at a new university. Thanks to all this positive conditioning, I was able to take triple the normal course load, and I graduated in only 3 semesters with a double major in computer science and mathematics. At graduation I was presented with special award given to the top computer science student. I was amazed at the powerful transformation I went through as a result of exposing myself to daily inspiration.

After graduating I started a computer games business and ran it for 10 years. For the first 5 years, it was a real struggle. I sank into debt and went bankrupt. But I didn't give up because I understood the value of persistence. I kept going and eventually turned the business around. For the next 5 years, it did very well. Our games won several awards, and we had a write-up and photo published in the New York Times.

As I began to appreciate the amazing payoffs from investing in personal growth, I devoured many more books in the field and eventually read more than 1000 of them. I listened to audio programs and went to seminars to keep learning and growing. Soon I was formulating my own insights to build upon this knowledge -- and to connect the dots between what I'd learned from others and what I'd experienced for myself."

Do/did you have a similar story? Getting started and sticking to a new habit for a few weeks is hard, but once you overcome inertia, it gets easier with each repetition. You need to grasp that the change you are about to make is long-term, and that a daily commitment is required.

If you have read the entirety of this concise book, you are now aware of the challenges that lie ahead and the steps you can take to overcome them. The workbook in the following pages is a motivational guide to your goal accomplishments and personal improvement.

Be faithful to your personal growth. Set goals every day, track progress and never stop learning. The only person who can cheat you out of your destiny is yourself. Remember that multiverse I mentioned in the

first chapter – which version do you want to be? The answer lies beyond these pages.

# The First Victory

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The Power of Self-Discipline

365 DAYS OF MOTIVATION

“If you are like most people, you know it can be hard to stay motivated and focused 365 days a year whether it be at work, home, school, etc. Especially on those gloomy Monday mornings. Some people listen to their favorite song to get them energized, some read an uplifting story, and others may watch an inspiring movie.. .the list goes on.”

- Thomas J. Vilord

## WEEK ONE:

### THE MONTAGE OF YOUR LIFE

***“We’ll never make it to our milestones if we can’t make it through our moments.”***

***-Beth Moore***

Montages are a series of short video clips edited into a sequence to condense space, time and information in cinema. They are usually included in a film to portray the progress achieved by a character over a given amount of time. Five months of hard work can be summarized in an inspiring five minute clip, keeping audiences at the edge of their seats and rooting for the hero to succeed.

What people tend to forget is that a montage is only a representation (often misleading) of the amount of time and work needed to achieve results similar to those of the characters. The real work includes the moments when you don’t see any changes in your life, but you still forge on. Moments when you feel discouraged. Moments when you fail and try again, having become all the wiser. And moments when you finally make it and rejoice. All of those moments combined produce the milestones that you will look back on and smile. So decide now; what is your montage going to look like?

DAY 1

*"To accomplish great things, we must not only act, but also dream, not only plan, but also believe."*

*-Anatole France*

DAY 2

*"It doesn't matter what you are thinking, or what fear you have, if you just do it! Action is the only thing that matters.. I can see that at the end of my life, I am not going to look back and say, "I wish I had taken more action"."*

*- Diana von Welanetz Wentworth*

DAY 3

*"Accept the past for what it was. Acknowledge the present for what it is. Anticipate the future for what it can become."*

*- Tracy L. McNair*

DAY 4

*"The habit of persistence is the habit of victory."*

*- Herbert Kaufman*

DAY 5

*"For I can do ALL things through Christ who gives me strength."*

*- Philippians 4:13*

DAY 6

*"Approach the start of each day with something in mind and end the day with one word.. .DONE. A goal without a plan is just a wish."*

*-Antoine de Saint-Exupery*

DAY 7

*“Don't limit your challenges; challenge your limits.  
If you have a burning desire and a plan to take  
action, there is absolutely nothing you cannot  
achieve.”*

*- Thomas J. Vilord*



WEEK TWO:

BLOOM WHERE YOU ARE PLANTED

*"The measure of who we are is what we do with what we have."*

*Vince Lombardi*

William Shakespeare once said that some are born great, some achieve greatness, and some have greatness thrust upon them. Life is a race that we must all run individually, but some have a better head start than others.

Some people were born royalty, others have a rich spouse and some were lucky enough to possess the right talent in a 'land of opportunity'. However, most of us are not awarded similar circumstances. It may seem unfair, but all that matters is how you use the cards you've been dealt by life.

Do not let yourself become a victim of your circumstances. You may not be successful BECAUSE OF your background, but you can also become successful IN SPITE OF your background.

Bloom where you are planted; you may not have chosen how you began, but you can choose how to finish. Start where you are with what you have.

DAY 8

*“Courage is not the absence of fear, but rather the judgment that something else is more important than fear.”*

*-Ambrose Redmoon*

DAY 9

*“Look at your past. Your past has determined where you are at this moment. What you do today will determine where you are tomorrow. Are you moving forward or standing still?”*

*-Tom Hopkins*

DAY 10

*“The only competition you will ever have is the competition between your disciplined and undisciplined mind.”*

*-James A. Ray*

DAY 11

*"Positive self-discipline puts you in the driver's seat. When you rehearse the correct moves and internalize them, you will become a high-performance human being."*

*-Denis Waitley*

DAY 12

*"The ability to discipline yourself to delay gratification in the short term in order to enjoy greater rewards in the long term, is the indispensable pre-requisite for success."*

*-Brian Tracy*

DAY 13

*"Your persistence is your measure of faith in yourself."*

*-Author Unknown*

DAY 14

*“Obstacles cannot crush me. Every obstacle yields to stern resolve. He who is fixed to a star does not change his mind.”*

*-Leonardo da Vinci*

## WEEK THREE:

### ALL OR NOTHING

*“Put your heart, mind and soul into even your smallest acts. This is the secret of success.”*

*Swami Sivananda*

Excellence is a habit. Not a single act. It should translate into even the way you dress, walk and talk. You can't flip it on and off like a switch. Excellence comes through realizing that even the small things add up over time.

It surpasses ordinary standards, and becomes the new standard. Excellence is a continuously moving target that can only be pursued through actions of integrity, meeting all obligations and continuously improving in all spheres.

Whenever we slacken our efforts towards anything, it always seems inconsequential, but in the grand scheme of things, it could very well be the tipping point.

This week, I want you to strive for excellence as you continue to pursue your goals. The key to achieve excellence is through practice. Have an excellent week.

DAY 15

*“Always bear in mind that your own resolution to succeed is more important than any other one thing.”*

*-Abraham Lincoln*

DAY 16

*“The reason most people never reach their goals is that they don't define them, or ever seriously consider them as believable or achievable. Winners can tell you where they are going, what they plan to do along the way, and who will be sharing the adventure with them.”*

*-Denis Waitley*

DAY 17

*“Without ambition no conquests are made, and no business created. Ambition is the root of all achievement.”*

*-James Champy*

DAY 18

*"The true road to personal improvement is not miraculous; it is slow and calls for a great deal of perseverance, but it is indeed possible to progress along this road, and your effort will be amply repaid."*

*-David Fischman*

DAY 19

*"Cause change and lead; accept change and survive; resist change and die."*

*- Ray Norda*

DAY 20

*"To change bad habits, we must study the habits of successful role models."*

*-Jack Canfield*

DAY 21

*“Motivation is like food for the brain. You cannot get enough in one sitting. It needs continual and regular refills.”*

*- Peter Davies*



## WEEK FOUR:

### THE SEED AND HARVEST

*“Don’t judge each day by the harvest you reap but by the seeds that you plant.”*

*Robert Louis Stevenson*

If you have been faithful thus far, you may have been noticing a few minor improvements in your life. Perhaps you noticed that your body measurements have begun to go down, or you have improved your spending habits, or you have become more efficient at executing goals.

It is believed to take approximately three weeks to form new habits and break old ones. Congratulations for staying the course, but it’s not over yet. It’s natural to rejoice when you’ve accomplished your goals and achieved success, but success in itself is not final, nor is failure.

We owe it to ourselves to continue to grow. There is always room for growth, and we must continue to strive to reach our potential. Growth doesn’t mean more money, but better character, more knowledge and reaching out to others.

Seek out more knowledge, improve your modulus operandi, and teach others what you have learnt. These are the seeds that we sow into the future.

DAY 22

*“God created all men equal. Why do some accomplish far greater accomplishments than others? Because they had a vision, a desire, and they took action.”*

*- Thomas J. Vilord*

DAY 23

*“Money never starts an idea; it's the idea that starts the money.”*

*- Mark Victor Hansen*

DAY 24

*“I am not just here to make a living; I am here to make a life.”*

*- Helice Bridges*

DAY 25

*"Ideas are a dime a dozen, they are worthless, but people who put their ideas into action are priceless."*

*-Unknown*

DAY 26

*"Success is neither magical nor mysterious. Success is the natural consequence of consistently applying the basic fundamentals."*

*- Jim Rohn*

DAY 27

*"Your dreams minus your doubts equal your true worth."*

*-Unknown*

DAY 28

*"I do believe I am special. My special gift is my vision, my commitment, and my willingness to do whatever it takes."*

*- Anthony Robbins*

WEEK FIVE:

TRUE HAPPINESS

*“Happiness resides not in possessions, and not in gold. Happiness dwells in the soul”*

*Democritus*

Hollywood would have us believe that ambition is a bad thing - it is the motivation of every antagonist from romantic comedies to summer blockbusters. Ambition fuels our hopes and dreams and gives us the strength to do what it takes to succeed, but it can ruin our happiness if we let it. In Joyce Meyer's book, *Enjoying Where You Are On The Way To Where You're Going*, she explains that often times we get frustrated when we look at our position and compare it to where we want to be.

You cannot base your happiness on the foundation of having stuff, because you'll end up being possessed by your possessions. Reaching the goals you have set is not where your happiness will come from, but the growth process and discovering yourself and your potential is where your joy resides. I may not yet be where I want to be, but thank God I'm not where I used to be. Do not let the distance of the destination spoil the journey for you.

DAY 29

*“It is the mind that makes good or ill. That which makes us happy or sad; rich or poor.”*

*- Edmund Spencer*

DAY 30

*“The starting point of all achievement is desire. Keep this constantly in mind. Weak desire brings weak results, just as a small amount of fire makes a small amount of heat.”*

*- Napoleon Hill*

DAY 31

*“He who conquers others is strong. He who conquers himself is mighty.”*

*- Lao Tzu*

DAY 32

*JUST DO IT! - Nike*

DAY 33

*"Think BIG! You are going to be thinking anyway,  
so think BIG!"*

*- Donald Trump*

DAY 34

*"What is important is not what happens to us, but  
how we respond to what happens to us."*

*- Jean-Paul Sartre*

DAY 35

*"The more tranquil a man becomes, the greater is his success, his influence, his power for good. Calmness of mind is one of the beautiful jewels of wisdom."*

*- James Allen*



WEEK SIX:

WHATEVER IT TAKES

*“If opportunity doesn’t knock, build a door.”*

*Milton Berle*

In this life, few opportunities come on a silver platter. They say that luck is when opportunity meets preparation, but what happens when you are prepared but no doors are opening for you? This is where persistence comes into play.

Have you ever seen grass growing through the cracks of a hard tennis court? It does so through three meters of concrete, asphalt and multiple rubberized layers. You can’t take ‘no’ for an answer.

Press on and do not let your enthusiasm fade with every failure. A close friend of mine got her dream job, after sending multiple resumes with no response, by giving the CEO a one-minute presentation of why he should hire her... in a parking lot.

Stay true to yourself and persevere (just don’t try anything that may warrant a restraining order).

“You never know what’s around the corner. It could be everything. Or it could be nothing. You keep putting one foot in front of the other, and then one day you look back and you’ve climbed a mountain.”

— Tom Hiddleston

DAY 36

*“Our worst fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, who am I to be brilliant, gorgeous, talented and fabulous? Actually, who are you not to be?”*

*-Marianne Williamson*

DAY 37

*“Make it a point to rid your speech and thoughts of all forms of negative self-talk.”*

*-Karl Albrecht*

DAY 38

*“The art of living lies less in eliminating our troubles than in growing with them.”*

*-Bernard Baruch*

DAY 39

*“The beginning of a habit is like an invisible thread, but every time we repeat the act we strengthen the strand, add to it another filament, until it becomes a great cable and binds us irrevocably in thought and act.”*

*- Orison Swett Marden*

DAY 40

*“Face your deficiencies and acknowledge them; but do not let them master you. Let them teach you patience, sweetness, insight... When we do the best we can, we never know what miracle is wrought in our life, or in the life of another.”*

*- Helen Keller*

DAY 41

*“The value of all our daily efforts is greater and more enduring if they create in each one of us a person who grows and understands and really lives.”*

*- Vince Lombardi*

DAY 42

*"The critical ingredient is getting off your butt and doing something. It's as simple as that. A lot of people have ideas, but there are few who decide to do something about them now. Not tomorrow. Not next week. But today. The true entrepreneur is a doer, not a dreamer."*

*- Nolan Bushnell*

WEEK SEVEN:

SELF-DISCIPLINE

*“With self-discipline most anything is possible.”*

*Theodore Roosevelt*

To quote W.K. Hope: “Self-discipline is when your conscience tells you to do something and you don’t talk back.”

Be it to awaken the giant inside you, how to be effective people, to think and grow rich, to create your own future, lose weight, or how to manage your time and get things done, motivation alone is not good enough. We need self-discipline to propel ourselves into action to achieve the desired results.

Almost anything can be achieved when the task is broken down into smaller ones and executed consistently. With self-discipline, you can completely transform your body, have your dream career, learn entirely new skills and impact society immensely.

Self-discipline makes the difference between two people who attended the same seminar; one of them went home and applied what he learnt, while the other simply hoped that having the new knowledge would change his life.

DAY 43

*"What you risk reveals what you value."*

*- Jeannette Winterson*

DAY 44

*"If we are basically positive in attitude, expecting and envisioning pleasure, satisfaction and happiness, we will attract and create people, situations, and events which conform to our positive expectations."*

*- Shakti Gawain*

DAY 45

*"Have patience with all things but first with yourself. Never confuse your mistakes with your value as a human being. You're a perfectly valuable, creative, worthwhile person simply because you exist. And no amount of triumphs or tribulations can ever change that. Unconditional self acceptance is the core of a peaceful mind."*

*-St. Francis de Sales*

DAY 46

*"The best opportunities in life are the ones we create. Goal setting provides for you the opportunity to create an extraordinary life."*

*- Gary Ryan Blair*

DAY 47

*"It is not the straining for great things that is most effective; it is the doing of the little things, the common duties, a little better and better."*

*- Elizabeth Stuart Phelps*

DAY 48

*"He that does good for good's sake seeks neither paradise nor reward, but he is sure of both in the end."*

*- William Penn*

DAY 49

*“Procrastination is the fear of success. People procrastinate because they are afraid of the success that they know will result if they move ahead now. Because success is heavy, carries a responsibility with it, it is much easier to procrastinate and live on the “Someday I’ll...” philosophy.”*

*- Denis Waitley*



## WEEK EIGHT:

### LEGACY

*“Someone is sitting in the shade today because someone planted a tree a long time ago.”*

*Warren Buffet*

We cannot live forever; the only immortality we can hope to achieve in this life is to impact the generations to come and have our names etched in history. You may have faced challenges when you started out in life, but you can ensure that those who come after you don't have to.

Whatever it is that you hope to achieve, always remember that it's bigger than you, and someone out there is counting on you to fulfill your destiny. Someone needs the job that you are going to create. Someone needs the inspiration that either your words or your life story will provide. Someone needs the inheritance that you will leave them, or the sizeable donation you will make to charity.

It's a great big domino effect, and we owe it to ourselves to pay it forward. Reach out and touch forever.

DAY 50

*“When you can do the common things of life in an uncommon way you will command the attention of the world.”*

*- George Washington Carver*

DAY 51

*“A hero is an ordinary individual who finds the strength to persevere and endure in spite of overwhelming obstacles.”*

*- Christopher Reeve*

DAY 52

*“Here's a test to find out whether your mission on earth is finished: If you are alive, it isn't!”*

*- Richard Bach*

DAY 53

*"We can achieve what we can conceive and believe."*

*- Mark Twain*

DAY 54

*"Consider the postage stamp...It secures success through its ability to stick to one thing until it gets there."*

*- Josh Billings*

DAY 55

*"It is inevitable that some defeat will enter even the most victorious life. The human spirit is never finished when it is defeated... it is finished when it surrenders."*

*- Ben Stein*

DAY 56

*“There is no royal road to anything. One thing at a time, all things in succession. That which grows fast, withers as rapidly. That which grows slowly, endures.”*

*- Josiah Gilbert Holland*

WEEK NINE:

NEVER TOO LATE

*“It is never too late to be what you might have been.”*

*George Eliot*

I want to ask you a very difficult question: would the child that you were be proud of the adult that you have become? If the ten year old you could see you now, what would they think? When I was ten I wanted to become a power ranger, but I knew that was unrealistic, so I had other hopes and dreams. As did you.

Life happens, and most of us end up not having the life that we planned. It was probably beyond our control, and usually we blame our parents, the economy or politicians for stealing our dream away. But as long as you still draw in breath, it's never too late to pursue your dreams.

You can still go to school, start practicing or audition for whatever it is you had given up on. People can say whatever they like, but you know what you want out of life and how to get there. Dust off that book of forgotten dreams and start flipping the pages again.

DAY 57

*“So many of our dreams at first seem impossible, then they seem improbable, and then when we summon the will, they soon become inevitable.”*

*- Christopher Reeve*

DAY 58

*“If you want to be prosperous for a year, grow grain. If you want to be prosperous for ten years, grow trees. If you want to be prosperous for a lifetime, grow people.”*

*- Proverb*

DAY 59

*“Circumstances may cause interruptions and delays, but never lose sight of your goal. Prepare yourself in every way you can by increasing your knowledge and adding to your experience, so that you can make the most of opportunity when it occurs.”*

*- Mario Andretti*

DAY 60

*“Your PURPOSE explains WHAT you are doing with your life. Your VISION explains how you are living your PURPOSE. Your GOALS enable you to realize your VISION.”*

*- Bob Proctor*

DAY 61

*“Start by doing what's necessary, then what's possible, and suddenly you are doing the impossible.”*

*- St. Francis of Assisi*

DAY 62

*“Present-moment living, getting in touch with your 'now,' is at the heart of effective living. When you think about it, there really is no other moment you can live. Now is all there is, and the future is just another present moment to live when it arrives. One thing is certain, you cannot live it until it does appear.”*

*- Wayne Dyer*

DAY 63

*“The victory of success is half won when one gains the habit of setting goals and achieving them. Even the most tedious chore will become endurable as you parade through each day convinced that every task, no matter how menial or boring, brings you closer to fulfilling your dreams.”*

*- Og Mandino*



WEEK TEN:

DARE TO TRY

*“What great thing would you attempt If you knew you could not fail?”*

*Robert H. Schuller*

Whenever we try to do something unconventional or scary, we tend to ask ourselves, “What if it fails?” We think about the embarrassment and the waste of time it would be if we don’t succeed. Usually this results in either aiming for a fraction of the proposed outcomes, or giving up altogether in fear of failure. Instead of hoping for the best, we hope that it’s not too bad.

But what if you succeeded? What if you stopped aiming for singles, went for a homerun and knocked it out of the park? If it was guaranteed that you would succeed, what challenge would you take on?

We may not succeed all the time, but at least you will fall on the top of a mountain if you aim for the stars. Every great innovation we enjoy today were a result of people who dared to think out of the box and try. Other people said it wouldn’t work, but they tried it anyway, because it just might. No risk, no reward.

DAY 64

*“Learn to enjoy every minute of your life. Be happy now. Don't wait for something outside of yourself to make you happy in the future. Think how really precious is the time you have to spend, whether it's at work or with your family. Every minute should be enjoyed and savored.”*

*- Earl Nightingale*

DAY 65

*“Often the difference between a successful person and a failure is not the one that has better abilities or ideas, but the courage that one has to bet on one's ideas, to take a calculated risk - and to act.”*

*- Dr. Maxwell Maltz*

DAY 66

*“No one ever attains very eminent success by simply doing what is required of him; it is the amount and excellence of what is over and above the required that determines the greatness of ultimate distinction.”*

*- Charles Kendall Adams*

DAY 67

*"You can learn new things at any time in your life if you're willing to be a beginner. If you actually learn to like being a beginner, the whole world opens up to you."*

*- Barbara Sher*

DAY 68

*"Security is mostly a superstition. It does not exist in nature, nor do the children of men as a whole experience it. Avoiding danger is no safer in the long run than outright exposure. Life is either a daring adventure, or nothing."*

*- Helen Keller*

DAY 69

*"Our goals can only be reached through a vehicle of a plan, in which we must fervently believe, and upon which we must vigorously act. There is no other route to success."*

*- Stephen A. Brennan*

DAY 70

*“Persistence is what makes the impossible possible,  
the possible likely, and the likely definite.”*

*- Robert Half*

WEEK ELEVEN:

NEVER GIVE UP

*“Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.”*

*Thomas A. Edison*

I remember watching a one-sided boxing match one Sunday afternoon. One of the fighters got pummeled repeatedly, and got acquainted with the mat more often than he would like. Every time the referee began the count, he rose up at around ‘7’.

“Are you alright? Do you want to continue?” the referee would ask, and the black-eyed boxer could barely nod in order to resume fighting. Eventually, in a surprising turn of events, the underdog won the fight by a knockout and emerged the victor.

That fight taught me a valuable lesson: a successful man falls down nine times and succeeds on the tenth try. Winners never quit, quitters never win, and losers never even try.

No matter how many times you fall down, get back up. You are not out for the count yet. You have got what it takes, but it will take everything you’ve got.

DAY 71

*“Concentrate all your thoughts upon the work at hand. The sun's rays do not burn until brought to a focus.”*

*- Alexander Graham Bell*

DAY 72

*“If you have a positive attitude and constantly strive to give your best effort, eventually you will overcome your immediate problems and find you are ready for greater challenges.”*

*- Pat Riley*

DAY 73

*“Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, vision cleared, ambition inspired, and success achieved.”*

*-Hellen Keller*

DAY 74

*"You cannot keep determined people from success. If you place stumbling blocks in their way, they will use them for stepping-stones and climb to new heights."*

*- Mary Kay Ash*

DAY 75

*"I find television very educating. Every time somebody turns on the set, I go into the other room and read a book."*

*- Groucho Marx*

DAY 76

*"The purpose of learning is growth, and our minds, unlike our bodies, can continue growing as we continue to live."*

*- Mortimer J. Adler*

DAY 77

*“We cannot alter external things, nor shape other people to our liking, nor mold the world to our wishes. But we can alter internal things - our desires, passions, thoughts - we can shape our liking to other people, and we can mold the inner world of our mind in accordance with wisdom, and so reconcile it to the outer world of men and things. The turmoil of the world we cannot avoid, but the disturbances of the mind we can overcome. The duties and difficulties of life claim our attention, but we can rise above all anxiety concerning them. Surrounded by noise, we can yet have a quiet mind; involved in responsibilities, the heart can be at rest; in the midst of strife, we can know abiding peace.”*

*- James Allen*



WEEK TWELVE:  
RUN YOUR OWN RACE

*“The only person you should try to be better than, is the person you were yesterday.”*

*- Unknown*

I don't care who you are - whenever you reunite with people from your past - you can't help but take a snapshot of their life and compare it to your own.

Maybe you just met an old schoolmate, or an ex-lover, but the fact that remains is that time has passed since you last met, and you're curious as to how your life holds up against theirs. It's human nature.

However, we should not use the lives of others as a yard stick for ours, because we all have a different purpose in this life. Picture life as an exam, and each and every one of us is given a different question paper. You cannot compare or copy your answers from your neighbor because you all have different questions.

You will only fuel insecurity if you compare your 'behind-the-scenes' with someone else's 'highlight reel.' People will always have their best foot forward - especially those who know you. You have to live YOUR life and run your own race, staying within your lane and respecting other people's lanes.

DAY 78

*"There are no hopeless situations; there are only people who have grown hopeless about them."*

*- Clare Boothe*

DAY 79

*"It's a sign of troubled times when the concept of 'pressure' becomes an acceptable excuse for ethical shortcuts. Pressures are just temptations in disguise and it's never been acceptable to give in to temptation."*

*-Michael Josephson*

DAY 80

*"He was not a born king of men...but a child of the common people, who made himself a great persuader, therefore a leader, by dint of firm resolve, patient effort and dogged perseverance...He was open to all impressions and influences and gladly profited by the teachings of events and circumstances no matter how adverse or unwelcome. There was probably no year of his life when his was not a wiser, cooler and better man than he had been the year preceding."*

*- Horace Greeley on Abraham Lincoln*

DAY 81

*“The strongest oak tree of the forest is not the one that is protected from the storm and hidden from the sun. It's the one that stands in the open where it is compelled to struggle for its existence against the winds and rains and the scorching sun.”*

*- Napoleon Hill*

DAY 82

*“You are the only problem you will ever have and you are the only solution. Change is inevitable, personal growth is always a personal decision.”*

*- Bob Proctor*

DAY 83

*“The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark.”*

*- Michelangelo*

DAY 84

*“He who believes is strong; he who doubts is weak.  
Strong convictions precede great actions.”*

*- James Freeman Clarke*

## WEEK THIRTEEN:

### BECOME A BETTER YOU

***“To be yourself in a world that is constantly trying to change you is the greatest accomplishment.”***

***- Ralph Waldo Emerson***

As you continue to work on yourself and your goals, I sincerely hope that you are not trying to be like someone else, but rather trying to be a better you. Don't work on your body because you want to look like a catalogue model, or pursue a career path because you want to be the next (insert name here).

Remember when I talked about running your own race? You can never be anyone else, but you can be a better version of yourself.

You can be stronger, faster, healthier, wealthier, more efficient and more knowledgeable than you are now. You can make over your wardrobe, dress more meticulously, take good care of yourself and learn something new.

Constantly work on improving yourself, and you would be surprised to find that there are actually people out there who admire you.

DAY 85

*"To listen is to know for a moment. To hear is to know forever."*

*- Dana Cowley*

DAY 86

*"You cannot always control your circumstances, but you can always control your own thoughts."*

*- Charles E. Popplestone*

DAY 87

*"If you look for the truth outside yourself, it gets farther and farther away."*

*- Tung Shan*

DAY 88

*“Laugh at yourself, but don't ever aim your doubt at yourself. Be bold. When you embark for strange places, don't leave any of yourself safely on shore. Have the nerve to go into unexplored territory.”*

*- Wayne Rogers*

DAY 89

*“An invincible determination can accomplish almost anything and in this lies the great distinction between great men and little men.”*

*- Thomas Fuller*

DAY 90

*“When we change our perception we gain control. Stress becomes a challenge, not a threat. When we commit to action, to actually doing something rather than feeling trapped by events, the stress in our life becomes manageable.”*

*- Greg Anderson*

DAY 91

*“Some people have greatness thrust upon them. Few have excellence thrust upon them...They achieve it. They do not achieve it unwittingly by doing what comes naturally and they don't stumble into it in the course of amusing themselves. All excellence involves discipline and tenacity of purpose.”*

*- John William Gardner*



WEEK FOURTEEN:  
FAITHFUL STEWARDS

***“Your talent is God’s gift to you. What you do with it is your gift back to God.”***

***Leo Buscaglia***

**The Parable of the Talents (Mtt 25:14-30 ESV Bible)**

14 “For it will be like a man going on a journey, who called his servants[a] and entrusted to them his property. 15 To one he gave five talents,[b] to another two, to another one, to each according to his ability. Then he went away. 16 He who had received the five talents went at once and traded with them, and he made five talents more. 17 So also he who had the two talents made two talents more. 18 But he who had received the one talent went and dug in the ground and hid his master's money. 19 Now after a long time the master of those servants came and settled accounts with them. 20 And he who had received the five talents came forward, bringing five talents more, saying, ‘Master, you delivered to me five talents; here I have made five talents more.’ 21 His master said to him, ‘Well done, good and faithful servant.[c] You have been faithful over a little; I will set you over much. Enter into the joy of your master.’ 22 And he also who had the two talents came forward, saying, ‘Master, you delivered to me two talents; here I have made two talents more.’ 23 His master said to him, ‘Well done, good and faithful servant. You have been faithful over a little; I will set you over much. Enter into the joy of your master.’ 24 He also who had received the one talent came forward, saying, ‘Master, I knew you to be a hard man, reaping where you did not sow, and gathering where you scattered no seed, 25 so I was afraid, and I went and hid your talent in the ground. Here you have what is yours.’ 26 But his master answered him, ‘You wicked and slothful servant! You knew that I reap where I have not sown and gather where I scattered no seed? 27 Then you ought to have invested my money with the bankers, and at my coming I should have received what was my own with interest. 28 So take the talent from him and give it to him who has the ten talents. 29 For to everyone who has will more be given, and he will have an abundance. But from the one who has not, even what he has will be taken away.

DAY 92

*“One kernel is felt in a hogshead; one drop of water helps to swell the ocean; a spark of fire helps to give light to the world. None are too small, too feeble, too poor to be of service. Think of this and act.”*

*- Hannah More*

DAY 93

*“You are never given a dream without also being given the power to make it true.”*

*- Richard Bach*

DAY 94

*“There are two primary choices in life: to accept conditions as they exist, or accept the responsibility for changing them.”*

*-Denis Waitley*

DAY 95

*“One's philosophy is not best expressed in words; it is expressed in the choices one makes. In the long run, we shape our lives and we shape ourselves. The process never ends until we die. And, the choices we make are ultimately our own responsibility.”*

*- Eleanor Roosevelt*

DAY 96

*“You will become as small as your controlling desire; as great as your dominant aspiration.”*

*- James Allen*

DAY 97

*“Should you shield the canyons from the windstorms, you would not see the beauty of their carvings.”*

*- Elisabeth Kubler-Ross*

DAY 98

*"Everyone's got it in him, if he'll only make up his mind and stick at it. None of us is born with a stop-valve on his powers or with a set limit to his capacities. There's no limit possible to the expansion of each one of us."*

*- Charles M. Schwab*

WEEK FIFTEEN:

WHEN THE GOING GETS TOUGH...

*“The harder the conflict, the more glorious the triumph.”*

*Thomas Paine*

In his book, *Words for Courageous Living*, Neal Carson shares an interesting observation:

“A bar of steel worth \$5 when made into horse shoes is worth \$10. If one takes the same bar of steel and makes it into needles it is worth \$350. If it is made into pocket knife blades = \$32,000. BUT, if you take that \$5 bar of steel and make it into springs for watches it is worth \$250,000. Wow, what a difference a process makes!!”

We all go through tough times – we don’t choose to experience problems – but we can choose whether they make or break us. I’m sure a lot of people have at least once bought something using a crumpled note from their pocket or wallet. The note does not lose its value because it has been crumpled up, but it does if it gets torn. Do not let struggles tear you up, but stay strong and become all the better for it.

DAY 99

*"I have simply tried to do what seemed best each day, as each day came."*

*- Abe Lincoln*

DAY 100

*"The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind."*

*- William James*

DAY 101

*"Worry does not empty tomorrow of its sorrow; it empties today of its strength."*

*- Corrie Bloom*

DAY 102

*"All growth depends upon activity. There is no development physically or intellectually without effort, and effort means work."*

*- John Calvin Coolidge*

DAY 103

*"Accept no one's definition of your life, but define yourself."*

*- Harvey Fierstein*

DAY 104

*"Success is a little like wrestling with a gorilla. You don't quit when you're tired -- you quit when the gorilla is tired."*

*- Robert Strauss*

DAY 105

*“Look at a day when you are supremely satisfied at the end. It's not a day when you lounge around doing nothing; it's when you've had everything to do, and you've done it.”*

*- Margaret Thatcher*



## WEEK SIXTEEN:

### IT'S NEVER OVER

***“Success is not final, failure is not fatal: it is the courage to continue that counts.”***

***Winston Churchill***

One of three things has happened by now:

1. You have developed the habit of excellence and success in completing your goals and notice significant improvements in your lifestyle
2. Your main objectives are huge, but you have achieved a little progress, and each week brings you a little closer to your dream
3. You fell off the wagon somewhere along the line, or things did not work out as you planned and you don't see any change as yet

In all three cases, I will say to you that your work is far from over. If you're improving, congratulations! But keep seeking opportunities to grow. If you're making baby steps, well, big shots are just little shots that kept shooting. And if you've failed, then pick yourself up and press on, forgetting what lies behind but remembering the lessons you've learnt.

DAY 106

*“Fortunate is the person who has developed the self-control to steer a straight course towards his objective in life, without being swayed from his purpose by either commendation or condemnation.”*

*- Napoleon Hill*

DAY 107

*“Good habits result from resisting temptation.”*

*- Ancient Proverb*

DAY 108

*“Anywhere is paradise; it's up to you.”*

*- Author Unknown*

DAY 109

*"There is more to life than increasing its speed."*

*- Mahatma Gandhi*

DAY 110

*"If you don't like something, change it. If you can't change it, change the way you think about it."*

*- Mary Engelbreit*

DAY 111

*"There's no easy way out. If there were, I would have bought it. And believe me, it would be one of my favorite things!"*

*- Oprah Winfrey*

DAY 112

*“In truth, people can generally make time for what they choose to do; it is not really the time but the will that is lacking.”*

*-Sir John Lubbock*

WEEK SEVENTEEN:

UNWRAPPING TOMORROW, TODAY

*“Yesterday is not ours to recover, but tomorrow is ours to win or lose.”*

*Lyndon B. Johnson*

Yesterday is gone, but we can still win back tomorrow by acting today. There is a Shona proverb that says, “Yesterday’s meal will not comfort a crying baby.” It means that the past cannot be changed, and thinking about it will not affect the present.

We can reminisce about the past all day long – from wishing for the return of our glory days to regretting a mistake we could’ve avoided – and nothing will change in our lives.

Just as time itself, we must move forward by transitioning from the present into the future. You may have had an undesirable past, but you chart a path towards a desirable future by acting now.

Tomorrow is a gift that you begin to unwrap in the present. What will you see when you open it?

DAY 113

*“When you get in a tight place and everything goes against you, till it seems as though you could not hold on a minute longer, never give up then, for that is just the place and time that the tide will turn.”*

*- Harriet Beecher Stowe*

DAY 114

*“What you make of your life is up to you. You have all the tools and resources you need. Your answers lie inside of you.”*

*-Denis Waitley*

DAY 115

*“If you're not willing to accept your own discipline, you're not going to accomplish two percent of what you could--and you're going to miss out on 98% of the good things you could have.”*

*-Tom Hopkins*

DAY 116

*“Winning is important to me, but what brings me real joy is the experience of being fully engaged in whatever I'm doing.”*

*~ Phil Jackson*

DAY 117

*“It's not hard to make decisions when you know what your values are.”*

*~ Roy Disney*

DAY 118

*“Put your heart, mind, intellect, and soul even to your smallest acts. This is the secret of success.”*

*~ Swami Sivananda*

DAY 119

*“Great things are not done by impulse, but by a series  
of small things brought together.”*

*~ Vincent van Gogh*



## WEEK EIGHTEEN:

### WHAT DO YOU SEE?

*“It's not what you look at that matters, it's what you see.”*

*Henry David Thoreau*

Our default setting as human beings is to observe and not to perceive. The two words are often used interchangeably, but they do not necessarily mean the same thing. Observation entails gathering the facts, but perception searches deeper and looks for the truth.

Two people may observe the same thing, but they can perceive it differently. For example, you may look at a jagged wooden block and see a jagged wooden block, but to a carpenter, it can be a potential work of art. We are constantly bombarded with facts by the media, but it is up to us to see them as stumbling blocks or stepping stones.

Every entrepreneurial venture is founded on the principle of providing a solution to a problem and getting paid for it. Where others saw a problem, entrepreneurs saw a solution and an opportunity. Look in the mirror and tell me what you see. Is it a work of art waiting to be freed by chiseling out the rough edges, or just a regular ‘block’?

DAY 120

*“I define self-control, in the beginning of life, as the choice of achieving what I really want by doing things I really don't want to do. Once this becomes a habit, discipline becomes the choice of achieving what I really want by doing the very things I now want to do! I really believe that a disciplined life becomes a joy ~ but only after we have worked hard to practice it.”*

*~ John Maxwell*

DAY 121

*“I don't like that man. I must get to know him better.”*

*~ Abraham Lincoln*

DAY 122

*“We plant seeds that will flower as results in our lives, so best to remove the weeds of anger, avarice, envy and doubt...”*

*~ Dorothy Day*

DAY 123

*“People who are afraid to fail can never experience the joys of success.”*

*~ Pete Zafra*

DAY 124

*“If you have the will to win, you have achieved half your success; if you don't, you have achieved half your failure.”*

*~ David Ambrose*

DAY 125

*“Happiness is an attitude. We either make ourselves miserable, or happy and strong. The amount of work is the same.”*

*~ Francesca Reigler*

DAY 126

*“The person who sends out positive thoughts  
activates the world around him positively and draws  
back to himself positive results.”*

*~ Norman Vincent Peale*

WEEK NINETEEN:

THE FUTILITY OF ANXIETY

*“A day of worry is more exhausting than a week of work.”*

*Beth Moore*

25 “Therefore I tell you, do not worry about your life, what you will eat or drink; or about your body, what you will wear. Is not life more than food, and the body more than clothes? 26 Look at the birds of the air; they do not sow or reap or store away in barns, and yet your heavenly Father feeds them. Are you not much more valuable than they? 27 Can any one of you by worrying add a single hour to your life[a]?  
- Matthew 6:25 (NIV Bible)

Worrying adds no value to your life. If anything, it has been proven to shorten your life through stress and depression. All we can do is work towards a better tomorrow and put our trust into God, who feeds the birds of the air, and clothes the lilies of the field.

DAY 127

*"I don't know the key to success, but the key to failure is trying to please everybody."*

*~ Bill Cosby*

DAY 128

*"It is human nature to get depressed by setbacks, but it is a superhuman task to rise above your circumstances and rewrite your destiny. The one that stands erect and unfazed, in the face of adversity, ultimately leaves the footprints to success."*

*~ Author Unknown*

DAY 129

*"Most people live and die with their music still unplayed. They never dare to try."*

*~ Mary Kay Ash*

DAY 130

*"The impossible can always be broken down into possibilities."*

*~ Author Unknown*

DAY 131

*"Everyone has inside him a piece of good news. The good news is that you don't know how great you can be! How much you can love! What you can accomplish! And what your potential is!"*

*~ Anne Frank*

DAY 132

*"Anything in life worth having is worth working for."*

*~ Andrew Carnegie*

DAY 133

*“Patience and perseverance have a magical effect  
before which difficulties disappear and obstacles  
vanish.”*

*- John Quincy Adams*



## WEEK TWENTY:

### DELAYED GRATIFICATION

*“Don't give up what you want most for what you want now.”*

*Unknown*

According to Wikipedia, delayed gratification, or deferred gratification, is the ability to resist the temptation for an immediate reward and wait for a later reward.

Generally, delayed gratification is associated with resisting a smaller but more immediate reward in order to receive a larger or more enduring reward later.

Always leave room for fun and rewards, but do not bankrupt your future for 'cheap thrills'. Giving in to temptation is tantamount to eating your seed before you even plant it in the ground.

Be patient, exercise restraint, and the rewards will far outlast the premature pleasure. Muhammad Ali once said, “I hated every minute of training, but I said, ‘Don’t quit. Suffer now and live the rest of your life as a champion.’”

DAY 134

*“Life is a series of problem-solving opportunities.  
The problems you face will either defeat you or  
develop you depending on how you respond to them.”*

*~ Rick Warren*

DAY 135

*“A minute's success pays the failure of years.”*

*~ Robert Browning*

DAY 136

*“The greatest test of courage on earth is to beat  
defeat without losing heart.”*

*~ Robert G. Ingersoll*

DAY 137

*“People with goals succeed because they know where they're going.”*

*~ Earl Nightingale*

DAY 138

*“You are never a loser until you quit trying.”*

*~ Mike Ditka*

DAY 139

*“When you know clearly what you want, you'll wake up every morning excited about life.”*

*~ Mark Victor Hansen*

DAY 140

*“I will persist until I succeed. Always will I take another step. If that is of no avail I will take another, and yet another. In truth, one step at a time is not too difficult... I know that small attempts, repeated, will complete any undertaking.”*

*~ Og Mandino*

WEEK TWENTY-ONE:

DESPAIR, HOPE AND ADAPTATION

*“The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails.”*

*Beth Moore*

Problems usually arise when we least expect them. Complaining about them doesn't change anything, except draining you and those around you of the energy needed to tackle the situation.

Hope and optimism are a good thing, but if they are accompanied by inaction, then all you will be is a happy person with a problem. Don't get me wrong; contentment is an admirable virtue, but it can quickly turn into complacency and stagnation.

The only constant in this world is change, and we need to adapt in order to not only survive, but to thrive. You have been through a lot by now, and have no doubt experienced some obstacles in your goal-setting. Perhaps you've realized that you are more effective at night than during the day, or that your day job encroaches on your social time. Take note of these and adjust accordingly.

DAY 141

*“Let us not look back in anger, nor forward in fear,  
but around us in awareness.”*

*~ Leland Val Vandewall*

DAY 142

*“Don't ask yourself what the world needs; ask  
yourself what makes you come alive. And then go and  
do that. Because what the world needs is people who  
have come alive.”*

*~ Harold Whitman*

DAY 143

*“Someone's opinion of you does not have to become  
your reality.”*

*~ Les Brown*

DAY 144

*"Joy is not in things; it is in us."*

*~ Richard Wagner*

DAY 145

*"People become really quite remarkable when they start thinking that they can do things. When they believe in themselves, they have the first secret of success."*

*- Norman Vincent Peale*

DAY 146

*"The day I stop giving is the day I stop receiving.  
The day I stop learning is the day I stop growing."*

*-Unknown*

DAY 147

*“We grow great by dreams. All big men are dreamers. They see things in the soft haze of a spring day or in the red fire of a long winter's evening. Some of us let these great dreams die, but others nourish and protect them; they nurse them through bad days until they bring them to the sunshine and the light that always comes to those who sincerely hope that their dreams will come true.”*

*-Unknown*



WEEK TWENTY-TWO:

EYES ON THE PRIZE

*“Obstacles are those frightful things you see when you take your eyes off your goal.”*

*Henry Ford*

Horses have peripheral vision, which means they can end up running off course in a race, unless they are made to remain focused. Blinders are small squares of firm leather that attach to the bridle at the side of the horse’s head.

Some say that blinders were invented when a preacher had a wager with one of his friends. The preacher bet that his horse could walk up the stairs in his home, which the horse did with no problem at all. But, when he tried to coax the horse down again, it wouldn’t budge! So, the preacher covered the horse’s head and lead him down. He realized that covering all or part of the horse’s vision could encourage the horse to take chances it would not normally take.

This is the same with us. When we take our eyes off the goal, we see the challenges surrounding it, and become afraid. This week, I encourage you to put your blinders on and focus on the prize.

DAY 148

*"The happiest of people do not necessarily have the best of everything. They just make the most of everything that comes along their way. True success in life is not measured by how much you make, but by how much of a difference you make."*

*-Unknown*

DAY 149

*"Allow yourself to dream and fantasize about your ideal life; what it would look like, and what it would feel like. Then do something every day to make it a reality!"*

*- Brian Tracy*

DAY 150

*"Thoughts and ideas are the source of all wealth, success, material gain, all great discoveries, inventions and achievements."*

*- Mark Victor Hansen*

DAY 151

*“People of mediocre ability sometimes achieve outstanding success because they don't know when to quit. Most men succeed because they are determined to.”*

*- George E. Allen*

DAY 152

*“Doubt, of whatever kind, can be ended by action alone.”*

*- Thomas Carlyle*

DAY 153

*“Cherish your visions and your dreams as they are the children of your soul; the blue prints of your ultimate achievements.”*

*- Napoleon Hill*

DAY 154

*“We lift ourselves by our thought. If you want to enlarge your life, you must first enlarge your thought of it and of yourself. Hold the ideal of yourself as you long to be, always everywhere.”*

*- Orison Swett Marden*

## WEEK TWENTY-THREE:

### EVERY SECOND COUNTS

*“If you love life, don't waste time, for time is what life is made up of.”*

*Bruce Lee*

You have the same 86,400 seconds a day that Michelangelo, Helen Keller, Thomas Jefferson and Albert Einstein had in their time. Think about that for a minute (if you can spare sixty seconds, that is).

Effective use of our time is key to success, and embracing every passing moment as it happens is key to happiness. Abraham Lincoln once suggested that we should divide our day into three parts:

- A third is reserved for working;
- Another third is for leisure, and
- One third should be dedicated to rest

I have found that not only do I get things done this way, but I also feel refreshed during playtime and I get enough rest to start a new day.

DAY 155

*“Don't blame others for your failure to be fully accountable for your own life. If others are to blame then you have given them control.”*

*- Bob Perks*

DAY 156

*“Begin to free yourself at once by doing all that is possible with the means you have, and as you proceed in this spirit the way will open for you to do more.”*

*- Robert Collier*

DAY 157

*“Words are nothing but words; power lies in deeds. Be a person of action.”*

*- Mali Oriot*

DAY 158

*"It is time for us all to stand and cheer for the doer, the achiever - the one who recognizes the challenges and does something about it."*

*- Vince Lombardi*

DAY 159

*"Imagination is more important than knowledge. For knowledge is limited to all we now know and understand, while imagination embraces the entire world, and all there ever will be to know and understand."*

*- Albert Einstein*

DAY 160

*"Ability may get you to the top, but it takes character to keep you there."*

*- John Wooden*

DAY 161

*“Do not wait; the time will never be 'just right.' Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along.”*

*- Napoleon Hill*



WEEK TWENTY-FOUR:  
GREATNESS IS FOR ALL

*“Somehow we’ve come to believe that greatness is only for the chosen few, for the superstars. The truth is, greatness is for us all. This is not about lowering expectations; it’s about raising them for every last one of us. Greatness is not in one special place, and it’s not in one special person. Greatness is wherever someone is trying to find it.”*

*- Unknown*

“Basketball isn’t easy. All my life I’ve been striving to make myself better. It’s a full time commitment. To be the best, you have to work the hardest. You have to chase what seems impossible over and over and over again. Cause giving up is not an option, and when you feel like you’ve reached your limit, it’s only the beginning, that’s when it’s time to dig deep, to find the courage to push some more, because if you’ve got the drive, the discipline, and the resolve to do what it takes to make yourself great, then the rewards are endless.” These are the words of LeBron James, one of the greatest NBA players of all time. His monologue doesn’t only apply to basketball, but to life in general. If you REALLY want to be great and do what it takes, then you will eventually get there, no matter who you are or where you’re from.

DAY 162

*"People seem not to see that their opinion of the world is also a confession of character."*

*- Ralph Waldo Emerson*

DAY 163

*"The majority of men meet with failure because of their lack of persistence in creating new plans to take the place of those which fail."*

*- Napoleon Hill*

DAY 164

*"A merry heart doeth good like a medicine."*

*- Fortune Cookie*

DAY 165

*“Every memorable act in the history of the world is a triumph of enthusiasm. Nothing great was ever achieved without it because it gives any challenge or any occupation, no matter how frightening or difficult, a new meaning. Without enthusiasm you are doomed to a life of mediocrity but with it you can accomplish miracles.”*

*- Og Mandino*

DAY 166

*“There has never yet been a man in our history who led a life of ease whose name is worth remembering.”*

*- Theodore Roosevelt*

DAY 167

*“Inside yourself or outside, you never have to change what you see, only the way you see it.”*

*- Thaddeus Golas*

DAY 168

*“First, have a definite, clear practical idea; a goal, an objective. Second, have the necessary means to achieve your ends; wisdom, money, materials, and methods. Third, adjust all your means to that end.”*

*- Aristotle*

WEEK TWENTY-FIVE:

ATTITUDE DETERMINES ALTITUDE

*"The only disability in life is a bad attitude."*

*Scott Hamilton*

Nicholas James "Nick" Vujicic is an Australian Christian evangelist and motivational speaker who was born with tetra-amelia syndrome, a rare disorder characterized by the absence of all four limbs. During his childhood, he struggled mentally and emotionally as well as physically, but eventually came to terms with his disability. At the age of seventeen, started his own non-profit organization, Life Without Limbs. Vujicic presents motivational speeches worldwide which focus on life with a disability, hope and finding meaning in life. He also speaks about his belief that God can use any willing heart to do his work and that God is big enough to overcome any disability.

It doesn't matter what circumstances you may find yourself, adopting the right attitude and acting as Nick did will take you to places that you've never even dreamed of. Take up the right attitude and soar towards your destiny. Be like the eagle and soar above stormy clouds.

DAY 169

*"You've got to get to the stage in life where going for it is more important than winning or losing."*

*- Arthur Ashe*

DAY 170

*"I've had a few arguments with people, but I never carry a grudge. You know why? While you're carrying a grudge, they're out dancing."*

*- Buddy Hackett*

DAY 171

*"If you want your life to be more rewarding, you have to change the way you think."*

*- Oprah Winfrey*

DAY 172

*"A fresh mind keeps the body fresh. Take in the ideas of the day, drain off those of yesterday. As to the morrow, time enough to consider it when it becomes today."*

*- Edward G. Bulwer-Lytton*

DAY 173

*"Bitterness imprisons life; love releases it. Bitterness paralyzes life; love empowers it. Bitterness sours life; love sweetens it. Bitterness sickens life; love heals it. Bitterness blinds life; love anoints its eyes."*

*- Harry Emerson Fosdick*

DAY 174

*"Believe in yourself and there will come a day when others will have no choice but to believe with you."*

*- Cynthia Kersey*

DAY 175

*"I'm very determined and stubborn. There's a desire in me that makes me want to do more and more, and to do it right. Each one of us has a fire in our heart for something. It's our goal in life to find it and to keep it lit."*

*- Mary Lou Retton*



WEEK TWENTY-SIX:

THE EVIDENCE OF LIFE

*“Growth is the only evidence of life.”*

*John Henry Newman*

According to science, all living things are supposed to exhibit seven traits:

- Movement
- Respiration
- Sensitivity
- Growth
- Reproduction
- Excretion and
- Nutrition

This is also true of how we are supposed to live; we are supposed to keep moving forward, take a breather now and then, be sensitive toward others, grow and mature, pay it forward and create a legacy, expel bitterness and other negative emotions, and constantly feed our mind and spirit. Arnold Schwarzenegger once said that the meaning of life is not to simply exist, to survive, but to move ahead, to go up, to achieve, and to conquer. Are you alive? Can others tell if you are?

DAY 176

*"No one is in control of your happiness but you; therefore, you have the power to change anything about yourself or your life that you want to change."*

*- Barbara DeAngelis*

DAY 177

*"Difficulty is the excuse history never accepts."*

*- Edward R. Murrow*

DAY 178

*"Don't be distracted by criticism. Remember the only taste of success some people have is when they take a bite out of you."*

*- Zig Ziglar*

DAY 179

*“Each day, and the living of it, has to be a conscious creation in which discipline and order are relieved with some play and pure foolishness.”*

*- May Sarton*

DAY 180

*“Virtue is more clearly shown in the performance of fine actions than in the nonperformance of base ones.”*

*- Aristotle*

DAY 181

*“It wasn't raining when Noah built the ark.”*

*- Howard Ruff*

DAY 182

*“Whether or not we realize it each of us has within us the ability to set some kind of example for people. Knowing this would you rather be the one known for being the one who encouraged others, or the one who inadvertently discouraged those around you?”*

*- Josh Hinds*

## WEEK TWENTY-SEVEN:

### I'M POSSIBLE

“Nothing is impossible, the word itself says ‘I’m possible!’”  
- Audrey Hepburn

The practice of taking food from another animal's kill is called kleptoparasitism, and it is very common among certain species of wild animals.

However, there are humans also taking part in the behavior on a regular basis – the Maasai people of East Africa – and they steal prey away from ravenous lions. They achieve this seemingly impossible feat by strolling confidently towards a group of lions in a trio. At first, nothing happens, but when the lions see the confident humans approaching them, they flea for their lives, leaving their kill behind for the Maasai hunters to strip.

The ‘impossible’ presents itself to us as a lion, tightly clenching our prize in its deadly jaws. It takes the person with a firm belief in oneself to walk up to the beast confidently and snatch it away from them. Everything is impossible, until it is done, and you are the one to do it.

DAY 183

*“Failure will never overtake me if my determination to succeed is strong enough.”*

*- Og Mandino*

DAY 184

*“People who consider themselves victims of their circumstances will always remain victims unless they develop a greater vision for their lives.”*

*- Stedman Graham*

DAY 185

*“Your enthusiasm will be infectious, stimulating and attractive to others. They will love you for it. They will go for you and with you.”*

*- Norman Vincent Peale*

DAY 186

*“Gratitude unlocks the fullness of life. It turns what we have into enough, and more. It turns denial into acceptance, chaos to order, confusion to clarity. It can turn a meal into a feast, a house into a home, a stranger into a friend. Gratitude makes sense of our past, brings peace for today, and creates a vision for tomorrow.”*

*- Melody Beattie*

DAY 187

*“Even the most daring and accomplished people have undergone tremendous difficulty. In fact, the more successful they became, the more they attributed their success to the lessons learned during their most difficult times.”*

*- Barbara Rose*

DAY 188

*“Our ultimate freedom is the right and power to decide how anybody or anything outside ourselves will affect us.”*

*- Stephen R. Covey*

DAY 189

*"An idea is never given to you without you being given the power to make it reality."*

*- Richard Bach*



## WEEK TWENTY-EIGHT:

### PREDICTING THE FUTURE

*“Entrepreneurship is living a few years of your life like most people won’t, so that you can spend the rest of your life like most people can’t.”*

*- Unknown*

Alan Kay once said that the best way to predict the future is to invent it. You have come this far in your journey, and it is not in vain.

There are two ways to predict the future concerning your life. The first is get stuck in a rut, repeating the same routine and being the same person today that you were the previous week. The second is to chart a clear time-defined path of where you want to be and stick to it, becoming a better person today than you were yesterday.

You can lay down the foundation for a secure future... not only for you, but for those who’ll come after you.

You don’t need a crystal ball in order to see into the future. You need only to look at your roadmap and stay the course.

Continue to work hard, and the future will be clearer with every step you take.

DAY 190

*"Life is not complex. We are complex. Life is simple, and the simple thing is the right thing."*

*- Oscar Wilde*

DAY 191

*"Everyone has inside of him a piece of good news. The good news is that you don't know how great you can be! How much you can love! What you can accomplish! And what your potential is!"*

*- Ameliese Marie Frank*

DAY 192

*"Every great work, every great accomplishment, has been brought into manifestation through holding to the vision, and often just before the big achievement, comes apparent failure and discouragement."*

*- Florence Scovel Shinn*

DAY 193

*"Lots of people limit their possibilities by giving up easily. Never tell yourself this is too much for me. It's no use. I can't go on. If you do you're licked, and by your own thinking too. Keep believing and keep on keeping on."*

*- Norman Vincent Peale*

DAY 194

*"I have always struggled to achieve excellence. One thing that cycling has taught me is that if you can achieve something without a struggle it's not going to be satisfying."*

*- Greg LeMond*

DAY 195

*"Being extremely honest with oneself is a good exercise."*

*- Sigmund Freud*

DAY 196

*“The only thing that stands between a man and what he wants from life is often merely the will to try it and the faith to believe that it is possible.”*

*- Richard M. DeVos*

WEEK TWENTY-NINE:

DAILY DOSES

***"Make it a point to rid your speech and thoughts of all forms of negative self-talk."***

***- Karl Albrecht***

Enthusiasm is like adrenaline; it gives us the energy to achieve what we normally couldn't do, and just like adrenaline, there is an end to the 'rush.'

We usually start off with great zeal as we undertake a project, but over time zeal gives way to negativity, lethargy and eventually laziness. The initial excitement is gone and we wonder why we even started on the path in the first place.

There is, however, a solution to this problem: taking a daily dose of motivation. You see, every decision we make is inspired by something. Perhaps it was an article you read, a picture you saw, or a song you heard.

Whatever it was, it gave you the initial boost you needed to get started, and it can give you the additional boost you need to keep going. Keep reading that article, replay that song over and over. Do not let yourself forget why you are doing what you are doing.

DAY 197

*“Whatever you want in life, other people are going to want it too. Believe in yourself enough to accept the idea that you have an equal right to it.”*

*- Diane Sawyer*

DAY 198

*“Stand up to your obstacles and do something about them. You will find that they haven't half the strength you think they have.”*

*- Norman Vincent Peale*

DAY 199

*“Good humor is a tonic for mind and body. It is the best antidote for anxiety and depression. It is a business asset. It attracts and keeps friends. It lightens human burdens. It is the direct route to serenity and contentment.”*

*- Grenville Kleiser*

DAY 200

*“Dreaming is a muscle, you need to exercise it. Just like any other muscle in your body, when you don't use it, it atrophies.”*

*- Daena Giardella*

DAY 201

*“If you watch how nature deals with adversity, continually renewing itself, you can't help but learn.”*

*- Bernie Siegel, MD*

DAY 202

*“I do not know anyone who has gotten to the top without hard work. That is the recipe. It will not always get you to the top, but it will get you pretty near.”*

*- Margaret Thatcher*

DAY 203

*“Four short words sum up what has lifted most successful individuals above the crowd: a little bit more. They did all that was expected of them and a little bit more.”*

*- A. Lou Vickery*



WEEK THIRTY:

LITTLE BY LITTLE

*“Great acts are made up of small deeds.”*

*Lao Tzu*

The Great Wall of China is also known as the wanli changcheng, or Long Wall of 10,000 Li (a li is a measure of distance, approximately 1/3 of a mile). The main wall is around 2,145 miles (3,460 km) long with an extra 1,770 miles (2,860 km) of branches and spurs.

It is the longest man-made structure in the world.

This structure is not one continuous wall that was built at once, but a series of smaller sections that were built over different dynasties. Each section was mostly built out of stone, bricks, tamped earth and wood.

Everything can be broken down to its basic elements, no matter how large or complex. The basic unit of life is the cell, matter can be broken down to molecules and atoms, and energy can be broken down to quanta.

These unseen particles make up the things that we observe. On their own, they are insignificant, but when they come together working in harmony, they change everything. Do not grow weary of doing the small stuff, because soon enough it's going to add up.

DAY 204

*“Reach for the high apples first; you can get the low ones anytime.”*

*- Fortune Cookie*

DAY 205

*“Don't fight a problem, solve it!”*

*- Millard Fuller*

DAY 206

*“I always have this innate desire to do my best. Being the best isn't as important to me as doing my best. I cannot go to sleep with a clear conscience knowing that I cheated myself in the slightest way, so that drives me more than anything!”*

*- NY Jet Curtis Martin*

DAY 207

*“Good timber does not grow with ease; the stronger the wind, the stronger the trees.”*

*- J. Willard Marriott*

DAY 208

*“Behold the turtle: He only makes progress when he sticks his neck out.”*

*- James Bryant Conant*

DAY 209

*“When you help someone up the hill you get that much closer to the top yourself.”*

*- Anonymous*

DAY 210

*“Nothing will ever be attempted if all possible objections must first be overcome.”*

*- Samuel Johnson*

## WEEK THIRTY-ONE:

### PAIN OR GAIN

*“Pain is temporary. It may last a minute, or an hour, or a day, or a year, but eventually it will subside and something else will take its place. If I quit, however, it lasts forever.”*

*- Lance Armstrong*

Before you come up with what I’m sure is an original Lance Armstrong joke, consider his words for a moment. Everything about us as human beings strives to maintain the status quo and remain in our comfort zones. From the rational excuses we make up in our mind, to the physical pain and discomfort we feel when we work ourselves hard. We fight ourselves every step of the way – trying hard not to quit.

Pain is temporary. The regret of quitting, however, is not. It may be cliché to say that winners never quit, and quitters never win, but it is true. Persistent people begin their success where others end in failure.

DAY 211

*"If you must compromise, compromise up."*

*- Eleanor Roosevelt*

DAY 212

*"There are two things to aim at in life: First, to get what you want and, after that, to enjoy it. Only the wisest of mankind achieve the second."*

*- Logan Pearsall*

DAY 213

*"One of the secrets of getting more done is to make a TO DO List every day, keep it visible, and use it as a guide to action as you go through the day."*

*-Alan Lakein*

DAY 214

*"Persistent people begin their success where others end in failure."*

*- Edward Eggleston*

DAY 215

*"The happiness of a person in this life does not consist in the absence but in the mastery of their passions."*

*- Alfred Lord Tennyson*

DAY 216

*"The bravest thing you can do when you are not brave is to profess courage and act accordingly."*

*- Corra May Harris*

DAY 217

*"You must go after your wish. As soon as you start to pursue a dream, your life wakes up and everything has meaning."*

*- Barbara Sher*



## WEEK THIRTY-TWO:

### INSIDE OUT

*“Realize that true happiness lies within you. Waste no time and effort searching for peace and contentment and joy in the world outside. Remember that there is no happiness in having or in getting, but only in giving. Reach out. Share. Smile. Hug. Happiness is a perfume you cannot pour on others without getting a few drops on yourself.”*

*- Og Mandino*

.The needs of each and every individual can be summarized as the need for identity, the need for security, and the need for competence. Basically, the need for recognition and self-discovery, the need for a secure future (financial or otherwise), and the need to matter and make a difference respectively.

There’s nothing wrong with needing these things in our lives, but the problem is we often look for them outside of ourselves first. We are insecure, so we seek approval from others. We consciously or unconsciously copy someone else’s identity and keep our true selves hidden. We feel that nothing that we do matters. Life was meant to be lived from the inside out, not from the outside in, so we must seek happiness within before it can manifest on the outside

DAY 218

*“A life of reaction is a life of slavery, intellectually and spiritually. One must fight for a life of action, not reaction.”*

*- Rita Mae Brown*

DAY 219

*“The price of success is hard work, dedication to the job at hand, and the determination that whether we win or lose, we have applied the best of ourselves to the task at hand.”*

*- Vince Lombardi*

DAY 220

*“Man often becomes what he believes himself to be. If I keep on saying to myself that I cannot do a certain thing, it is possible that I may end by really becoming incapable of doing it. On the contrary, if I shall have the belief that I can do it, I shall surely acquire the capacity to do it, even if I may not have it at the beginning.”*

*- Mahatma Gandhi*

DAY 221

*"By your thoughts you are daily, even hourly,  
building your life; you are carving your destiny."*

*- Ruth Barrick Golden*

DAY 222

*"The place to improve the world is first in one's heart  
and head and hands, and then work outward from  
there."*

*- Robert M. Pirsig*

DAY 223

*"The secret of concentration is the secret of self-  
discovery. You reach inside yourself to discover your  
personal resources, and what it takes to match them  
to the challenge."*

*- Arnold Palmer*

DAY 224

*“Continuous effort - not strength or intelligence - is  
the key to unlocking our potential.”*

*- Winston Churchill*

## WEEK THIRTY-THREE:

### POTENTIAL

*“There comes that mysterious meeting in life when someone acknowledges who we are and what we can be, igniting the circuits of our highest potential.”*

*- Rusty Berkus*

In physics, potential energy is the energy an object has due to its position in a force field. It is the stored or pent-up energy of an object.

If nothing happens to the object, the energy it possesses remains bottled up. But with a little release, the potential is released, usually resulting in kinetic (moving) energy.

The same thing occurs with us. We all have a certain amount of potential within us. Before we experience that much-needed ‘release’, we have no idea just how much we had bottled inside.

If you will release all that is inside of you right now, your gifts will propel you to places you’ve never even dreamed of.

DAY 225

*“The greatest obstacle to discovery is not ignorance -  
- it is the illusion of knowledge.”*

*- Daniel J. Boorstin*

DAY 226

*“Continuous effort - not strength or intelligence - is  
the key to unlocking our potential.”*

*- Winston Churchill*

DAY 227

*“Prosperity proves the fortunate; adversity the  
great.”*

*- Pliny the Younger*

DAY 228

*“Only one thing has to change for us to know happiness in our lives: where we focus our attention.”*

*- Greg Anderson*

DAY 229

*“Defeat is not the worst of failures. Not to have tried is the true failure.”*

*- George E. Woodberry*

DAY 230

*“If you do not know what your priorities are, someone else will determine them for you.”*

*- Judy Suiter*

DAY 231

*“People are always blaming their circumstances for what they are. I do not 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 cannot find them, make them.”*

*- George Bernard Shaw*



## WEEK THIRTY-FOUR:

### PARALYSIS BY ANALYSIS

*“The fishermen know that the sea is dangerous and the storm terrible, but they have never found these dangers sufficient reason for remaining ashore.”*

*- Vincent van Gogh*

There are many dangers in the ocean, even if you are sailing in a perfectly sound vessel. If it so happens that said vessel gets capsized, those dangers increase while your chances of survival decrease.

There’s dehydration, hypothermia, and not forgetting, sharks. It stands to reason that venturing out into the ocean would seem like a terrible idea, but hundreds of fishermen set out every day into the deep blue, because it is their livelihood.

I’ve said it before and I’ll say it again: no risk, no reward. Almost everything worthwhile has a certain amount of risk associated with it, and we miss out on them whenever we are too busy analyzing what could go wrong.

I’m not saying be foolhardy, rushing into something you don’t understand, but don’t become paralyzed in fear either.

DAY 232

*“Effective people don't just do things differently; they do different things.”*

*- Stephen Covey*

DAY 233

*“Leaders aren't born, they are made. And they are made just like anything else, through hard work.”*

*- Vince Lombardi*

DAY 234

*“The one unchangeable certainty is that nothing is certain or unchangeable.”*

*- John F. Kennedy*

DAY 235

*"He who overcomes others has force; he who overcomes himself is strong."*

*- Lao-tzu*

DAY 236

*"You're going to make mistakes in life. It's what you do after the mistakes that counts."*

*- Brandi Chastain*

DAY 237

*"Achievement is largely the product of steadily raising one's level of aspiration and expectation."*

*- Jack Nicklaus*

DAY 238

*"I can feel guilty about the past, apprehensive about the future, but only in the present can I act. The ability to be in the present moment is a major component of mental wellness."*

*- Abraham Maslow*

## WEEK THIRTY-FIVE:

### NAY SAYERS

*“Whatever course you decide upon, there is always someone to tell you that you are wrong. There are always difficulties arising which tempt you to believe that your critics are right. To map out a course of action and follow it to an end requires...courage.”*

*- Ralph Waldo Emerson*

JK Rowling’s manuscript for Harry Potter was rejected by multiple publishers. Michael Jordan was cut from his high school basketball team. Walt Disney was fired from Kansas City Star because he “lacked imagination and had no good ideas.”

Oprah Winfrey got fired as an evening news reporter because she couldn’t sever her emotions from her stories. What all these people have in common is the painful rejection and negativity they experienced before proving the nay-sayers wrong.

Who’s to say that your story can’t be the same? You are not who you think you are. You are also not who people think you are, but you are who you think people think you are. How you see yourself from the perspective of those around you is important.

DAY 239

*“Before you begin a thing remind yourself that difficulties and delays quite impossible to foresee are ahead...You can only see one thing clearly, and that is your goal. Form a mental vision of that and cling to it through thick and thin.”*

*- Kathleen Norris*

DAY 240

*“I know the price of success: dedication, hard work and an unremitting devotion to the things you want to see happen.”*

*- Frank Lloyd Wright*

DAY 241

*“People underestimate their capacity for change. There is never a right time to do a difficult thing.”*

*- John Porter*

DAY 242

*"Excellence is not an exception, it is a prevailing attitude."*

*-Colin L. Powell*

DAY 243

*"I am responsible for my own well-being, my own happiness. The choices and decisions I make regarding my life directly influence the quality of my days."*

*- Kathleen Andrus*

DAY 244

*"It's always too soon to quit."*

*- Norman Vincent Peale*

DAY 245

*“Happiness is to be found along the way, not at the end of the road, for then the journey is over and it is too late. Today, this hour, this minute is the day, the hour, the minute for each of us to sense the fact that life is good, with all of its trials and troubles, and perhaps more interesting because of them.”*

*- Robert R. Updegraff*



WEEK THIRTY-SIX:

IT ALWAYS ADDS UP

*“The man who removes a mountain begins by carrying away small stones.”*

*Lao Tzu*

No act is inconsequential, no matter how big or small. Every calorie you consume or shave. Every cent you spend or save. Even the seconds you idle away. It all adds up eventually.

Alone, these incremental changes seem insignificant, but over time, you can be surprised with how much has changed. It is like water gently overcoming a mountain.

It flows gently, offering very little resistance, but in so doing it carries minute minerals from the rocks with it. The change is unnoticeable at first, until one day a huge chunk of rock is missing.

We can either fall gradually by small increments, or overcome our challenges by exercising vigilance. Take nothing for granted. Overcome the mountain one small rock at a time.

DAY 246

*"Never give in, never give in, never, never, never."*

*- Sir Winston Churchill*

DAY 247

*"Giving people a little more than they expect is a good way to get back more than you'd expect."*

*- Robert Half*

DAY 248

*"There is a way to look at the past. Don't hide from it. It will not catch you - if you don't repeat it."*

*- Pearl Bailey*

DAY 249

*"Most of the things worth doing in the world had been declared impossible before they were done."*

*- Louis D. Brandeis*

DAY 250

*"The gem cannot be polished without friction, nor man perfected without trials."*

*- Chinese Proverb*

DAY 251

*"Often you get the best insights by considering extremes--by thinking of the opposite of that which you are directly concerned."*

*- C. Wright Mills*

DAY 252

*“Good plans shape good decisions. That's why good planning helps to make elusive dreams come true.”*

*- Lester Bittle*

WEEK THIRTY-SEVEN:

CLOSER THAN YOU THINK

*“Think of yourself as on the threshold of unparalleled success. A whole, clear, glorious life lies before you. Achieve! Achieve!”*

*- Andrew Carnegie*

I remember the countdown to my graduation. I marked the date on my calendar and started counting down from thirty days left. Every morning I'd wake up, mark a day with an 'X', more excited than I was the previous day.

You may not know the exact timing your success, but with each passing day you should celebrate being one day closer to it. Live each day more excited about your future than the day before.

If someone assured you that your success was coming in thirty days, how would you approach every day differently?

Get excited about your future, and keep hope alive. Success is just around the corner.

DAY 253

*“Focus on the little things and the big things will take care of themselves.”*

*- Joe Paterno*

DAY 254

*“Throughout all history, the great wise men and teachers, philosophers, and prophets have disagreed with one another on many different things. It is only on this one point that they are in complete and unanimous agreement. - We become what we think about.”*

*- Earl Nightingale*

DAY 255

*“Strength does not come from winning. Your struggles develop your strength. When you go through hardship and decide not to surrender, that is strength.”*

*- Arnold Schwarzenegger*

DAY 256

*“Just as a small fire is extinguished by the storm whereas a large fire is enhanced by it - likewise a weak faith is weakened by predicament and catastrophes whereas a strong faith is strengthened by them.”*

*- Viktor E. Franklin*

DAY 257

*“Success is not an entitlement. It has to be earned.”*

*- Howard Schultz*

DAY 258

*“You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You must do the thing you think you cannot do.”*

*- Eleanor Roosevelt*

DAY 259

*“Most of our obstacles would melt away if, instead of cowering before them, we should make up our minds to walk boldly through them.”*

*- Orison Swett Marden*



WEEK THIRTY-EIGHT:

THERMOMETERS AND THERMOSTATS

*“Nothing splendid has ever been achieved except by those who dared believe that something inside them was superior to circumstances.”*

*- Bruce Barton*

A thermometer just sits there and tells us what the temperature is. That’s all its good for. When it’s hot, it reflects just how hot it is and vice versa. It *reacts* to the surrounding temperature.

A thermostat, on the other hand, *regulates* the environment. It sets the desired temperature of the room and actively works to maintain it within a given range.

‘Thermometer’ people react to circumstances and lose their cool (pun intended) when tensions are high. ‘Thermostat’ people, however, have a constant pulse on the environment and adapt to change the circumstances.

Which one are you?

DAY 260

*“Formulate and stamp indelibly on your mind a mental picture of yourself as succeeding. Hold this picture tenaciously and never permit it to fade. Your mind will seek to develop this picture!”*

*- Dr. Norman Vincent Peale*

DAY 261

*“Always do what you are afraid to do.”*

*- Ralph Waldo Emerson*

DAY 262

*“Obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it.”*

*- Michael Jordan*

DAY 263

*"A person must not deny their manifest abilities, for that is to evade their obligations."*

*- Robert Louis Stephenson*

DAY 264

*"I am determined to be cheerful and happy in whatever situation I may find myself. For I have learned that the greater part of our misery or unhappiness is determined not by our circumstance but by our disposition."*

*- Martha Washington*

DAY 265

*"Success is liking yourself, liking what you do, and liking how you do it."*

*- Maya Angelou*

DAY 266

*“Forget about the consequences of failure. Failure is only a temporary change in direction to set you straight for your next success.”*

*- Denis Waitley*

WEEK THIRTY-NINE:

ACT AS IF

*“Act as if! Act as if you're a wealthy man, rich already, and then you'll surely become rich. Act as if you have unmatched confidence and then people will surely have confidence in you. Act as if you have unmatched experience and then people will follow your advice. And act as if you are already a tremendous success, and as sure as I stand here today - you will become successful.”*

*- Dale Carnegie*

For most people, title comes before function. Before they can lead, they must wait to be appointed managers. But in reality, function comes before title. No one is promoted to management without showing leadership potential.

The same goes for anything else in life. Before you can get Mr\Mrs Right, you must first become Mrs\Mr Right. Don't dress for where you are in life, but dress for where you're going. Take initiative and act as if you already are the person you are striving to be.

DAY 267

*“Iron rusts from disuse, stagnant water loses its purity, and in cold weather becomes frozen: even so does inaction sap the vigors of the mind.”*

*- Leonardo da Vinci*

DAY 268

*“I was always looking outside myself for strength and confidence, but it comes from within. It is there all the time.”*

*- Anna Freud*

DAY 269

*“Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish.”*

*- John Quincy Adams*

DAY 270

*"Pessimism leads to weakness, optimism to power."*

*- William James*

DAY 271

*"Time is limited, so I better wake up every morning fresh and know that I have just one chance to live this particular day right, and to string my days together into a life of action, and purpose."*

*- Lance Armstrong*

DAY 272

*"A leader leads through inspiration. People like to work with people going places and are starved for the energy and excitement that business was always meant to have."*

*- Loral Langemeier*

DAY 273

*“If you want something new, you must do something different today. There's no finish line to this pursuit; you should always be planning for what's possible. Diligence, planning, knowing what you want - these are what it takes to get to a better place.*

*Opportunities swirl around this planet constantly. I'm sure that if each of us felt we deserved the best, we would believe more in ourselves, and in others, and in all that's out there to share, and we would reach out for a handful of that opportunity.”*

*- Loral Langemeier*



WEEK FORTY:

TICK TOCK

*"Then what is good? The obsessive interest in human affairs, plus a certain amount of compassion and moral conviction, that first made the experience of living something that must be translated into pigment or music or bodily movement or poetry or prose or anything that's dynamic and expressive--that's what's good for you if you're at all serious in your aims. William Saroyan wrote a great play on this theme, that purity of heart is the one success worth having. "In the time of your life--live!" That time is short and it doesn't return again. It is slipping away while I write this and while you read it, the monosyllable of the clock is Loss, loss, loss, unless you devote your heart to its opposition."*

— Tennessee Williams

DAY 274

*"I shall pass through this world but once. Any good, therefore, that I can do or any kindness that I can show to any human being, let me do it now. Let me not defer nor neglect it, for I shall not pass this way again!"*

*- Jerry Lewis*

DAY 275

*"You can be greater than anything that can happen to you."*

*- Norman Vincent Peale*

DAY 276

*"When plans are laid in advance, it is surprising how often the circumstances fit in with them."*

*- Sir William Osler*

DAY 277

*"Tell me and I forget. Teach me and I remember.  
Involve me and I learn."*

*- Benjamin Franklin*

DAY 278

*"Why not go out on a limb? Isn't that where the fruit  
is?"*

*- Frank Scully*

DAY 279

*"A stumbling block to the pessimist is a stepping  
stone to the optimist."*

*- Eleanor Roosevelt*

DAY 280

*"The will to win is important, but the will to prepare is vital."*

*- Joe Paterno*

## WEEK FORTY-ONE:

### MOVE OR DIE

*“So what do we do? Anything - something. So long as we just don't sit there. If we screw it up, start over. Try something else. If we wait until we've satisfied all the uncertainties, it may be too late.”*

*- Lee Iacocca*

Some sharks must swim constantly in order to keep oxygen-rich water flowing over their gills. In other words, if they stop swimming, they drown.

Therefore, in order to survive they constantly swim in the ocean to keep ‘breathing’. Movement is literally a matter of life and death for these creatures, but most people treat idleness more casually.

Sometimes we don't stay still because of our own choice. Sometimes we feel like we're damned if we do anything, and damned if we don't.

It is better to try something and fail, than to try nothing and fail. If you try and fail, try it again. Idleness is a sign of defeat, and we must keep swimming like our lives depend on it.

DAY 281

*“There are some things which cannot be learned quickly, and time, which is all we have, must be paid heavily for their acquiring. They are the very simplest things, and because it takes a man's life to know them the little new that each man gets from life is very costly and the only heritage he has to leave.”*

*- Ernest Hemingway*

DAY 282

*“My father used to say to me, 'Whenever you get into a jam, whenever you get into a crisis or an emergency...become the calmest person in the room and you'll be able to figure your way out of it.'”*

*- Rudolph Giuliani*

DAY 283

*“We'll never make it to our milestones if we can't make it through our moments.”*

*-Beth Moore*

DAY 284

*“It is not the straining for great things that is most effective; it is the doing of the little things, the common duties, a little better and better.”*

*- Elizabeth Stuart Phelps*

DAY 285

*“Learn to smile at every situation. See it as an opportunity to prove your strength and ability.”*

*- Joe Brown*

DAY 286

*“The real contest is always between what you've done and what you're capable of doing. You measure yourself against yourself and nobody else.”*

*- Geoffrey Gaberino*

DAY 287

*"We must not, in trying to think about how we can make a big difference, ignore the small daily differences we can make which, over time, add up to big differences that we often cannot foresee."*

*- Marian Wright Edelman*



WEEK FORTY-TWO:

LISTEN, LITTLE MAN!

*“You differ from a great man in only one respect: the great man was once a very little man, but he developed one important quality: he recognized the smallness and narrowness of his thoughts and actions. Under the pressure of some task that meant a great deal to him, he learned to see how his smallness, his pettiness endangered his happiness. In other words, a great man knows when and in what way he is a little man. A little man does not know he is little and is afraid to know. He hides his pettiness and narrowness behind illusions of strength and greatness, someone else's strength and greatness. He's proud of his great generals but not of himself. He admires an idea he has not had, not one he has had. The less he understands something, the more firmly he believes in it. And the better he understands an idea, the less he believes in it.”*

— Wilhelm Reich

DAY 288

*"Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no help at all."*

*- Dale Carnegie*

DAY 289

*"All you have to do is look straight and see the road, and when you see it, don't sit looking at it - walk."*

*- Ayn Rand*

DAY 290

*"Take the first step in faith. You don't have to see the whole staircase, just take the first step."*

*~ Dr. Martin Luther King Jr.*

DAY 291

*“Losers visualize the penalties of failure. Winners visualize the rewards of success.”*

*~ Rob Gilbert*

DAY 292

*“Walk away from the 97% crowd. Don't use their excuses. Take charge of your own life.”*

*~ Jim Rohn*

DAY 293

*“Life is a series of experiences, each one of which makes us bigger, even though sometimes it is hard to realize this.”*

*~ Henry Ford*

DAY 294

*“As the heart, so is the life. The within is ceaselessly becoming the without. Nothing remains unrevealed. That which is hidden is but for a time; it ripens and comes forth at last. Seed, tree, blossom, and fruit are the fourfold order of the universe. From the state of a man's heart proceed the conditions of his life. His thoughts blossom into deeds; and his deeds bear the fruitage of character and destiny. Life is ever unfolding from within, and revealing itself to the light, and thoughts engendered in the heart at last reveal themselves in words, actions, and things accomplished. As the fountain from a hidden spring, so flows forth a man's life from the secret recesses of his heart.”*

*- James Allen*

## WEEK FORTY-THREE:

### YOUR BEST SHOT

*“If a man is called to be a street sweeper, he should sweep streets even as Michelangelo painted, or Beethoven played music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, “Here lived a great street sweeper who did his job well.””*

*~ Martin Luther King Jr.*

I remember watching a video documentary on Guinness’ Top 100 Record-breakers a few years ago. I was shocked that certain records even existed, and more so that there were people out there who were exceedingly good at it.

From the most mundane of tasks to the most hair-raising dangerous stunts, these people strived to become so good at it that they’re names were recorded in history and recognized world-wide. Whether or not their particular skill earned them an income, these people were content with the simple fact that they tried their best and became the best. What do you do well? Do you give it your best shot?

DAY 295

*“People do not lack strength; they lack will. Celebrate the success of others. Bring people up, not down.”*

*~ Author Unknown*

DAY 296

*“Decide what you want, decide what you are willing to exchange for it. Establish your priorities and go to work.”*

*~ H. L. Hunt*

DAY 297

*“Genius is one percent inspiration and ninety-nine percent perspiration.”*

*~ Thomas Alva Edison*

DAY 298

*“High self-esteem isn't a luxury. It's a necessity for anyone who has important goals to achieve.”*

*~ Jack Canfield*

DAY 299

*“We must all suffer one of two things: the pain of discipline or the pain of regret or disappointment.”*

*~ Jim Rohn*

DAY 300

*“Never let yesterday's disappointments overshadow tomorrow's dreams.”*

*~ Author Unknown*

DAY 301

*“A lot of people quit looking for work as soon as they find a job.”*

*~ Zig Ziglar*



## WEEK FORTY-FOUR:

### INTERDEPENDENCE

*“Dependent people need others to get what they want. Independent people can get what they want through their own efforts. Interdependent people combine their own efforts with the efforts of others to achieve their greatest success.”*

*~ Stephen Covey*

In one of my training sessions, I asked the participants to listen to a three-minute clip. It was a series of different instruments playing random tunes, one at a time and a few seconds in between. I asked them what they thought about it. Some thought a few of the tunes were great and others thought they were annoying.

I then played a different clip – this time all the instruments played at the same time to produce a melody. Everybody liked it and thought all the instruments blended well together. You see, some tunes sound horrible on their own, others sound fine but lacking, but together, they sound great. No man is an island, and just like the beautiful orchestra, we need each other in order to succeed and make something worthwhile.

DAY 302

*“The future is simply infinite possibility waiting to happen. What it waits on is human imagination to crystallize its possibility.”*

*~ Leland Kaiser*

DAY 303

*“No man is capable of self-improvement if he sees no other model but himself.”*

*~ Conrado I. Generoso*

DAY 304

*“If you would be successful, first you must walk hand-in-hand and side-by-side with successful people.”*

*~ Nido Qubein*

DAY 305

*“Never let your work drive you. Master it and keep it in complete control.”*

*~ Booker T. Washington*

DAY 306

*“To give pleasure to a single heart by a single act is better than a thousand heads bowing in prayer.”*

*~ Mahatma Gandhi*

DAY 307

*“No matter how small, acknowledge the achievement.”*

*~ Greg Henry Quinn*

DAY 308

*“These, then, are my last words to you: Be not afraid of life. Believe that life is worth living and your belief will help create the fact.”*

*~ William James*

## WEEK FORTY-FIVE:

### FEAR FACTOR

*“Successful people do what unsuccessful people are not willing to do. Don't wish it were easier, wish you were better.”*

*-Jim Rohn*

Fear Factor is an American stunt/dare reality game show that originally aired between 2001 and 2006. In it, a group of contestants is challenged to perform a number of terrifying and/or disgusting stunts, from driving a dangerous course to eating something really nasty.

The contestant (or team) that manages to complete all of the stunts, including finishing the final stunt in the fastest time, wins the \$50,000 prize. The rest? Well, they get nothing (except maybe a lifetime of recurring nightmares).

Life, just like the show, tests just how much we want success. Everyone wants it, but only those who are willing to do or forego what others won't will have it. People always see the public glories of successful people, but rarely witness the personal struggle that came before it. So I ask you: what's your fear factor?

DAY 309

*“Try to forget yourself in the service of others. For when we think too much of ourselves and our own interests, we easily become despondent. But when we work for others, our efforts return to bless us.”*

*~ Sidney Powell*

DAY 310

*“Throw your dream into space like a kite, and you do not know what it will bring back, a new life, a new friend, a new love, a new country.”*

*~ Anais Nin*

DAY 311

*“Physical strength is measured by what we can carry; spiritual by what we can bear.”*

*~ Author Unknown*

DAY 312

*“Only those who dare to fail greatly can ever achieve greatly.”*

*~ Robert F Kennedy*

DAY 313

*“Freedom is not worth having if it does not include the freedom to make mistakes.”*

*~ Mahatma Gandhi*

DAY 314

*“It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself.”*

*~ Ralph Waldo Emerson*

DAY 315

*“Hope is important because it can make the present moment less difficult to bear. If we believe that tomorrow will be better, we can bear a hardship today.”*

*~ Thich Nhat Hanh*



## WEEK FORTY-SIX:

### FULL-LIFE CRISIS

*“I don't want to get to the end of my life and find that I lived just the length of it. I want to have lived the width of it as well.”*

*-Diane Ackerman*

Many men go through a phase when they take a hard look at the life they're living. They think they could be happier, and if they need to make a big change, they feel the urge to do it soon. These thoughts cause a mid-life crisis.

“A true midlife crisis usually involves changing your entire life in a hurry”, says Calvin Colarusso, MD, a clinical professor of psychiatry at the University of California San Diego.

All of us, women included, have at some point thought about where we are in comparison with where we want to be. It can be a depressing thought, but the good news is that with careful planning (and not rash action), you can improve your life with hard work.

Learn all you can, do all you can, and pace yourself realistically. Start now, and at the end of your life, you will have no regrets.

DAY 316

*"The key to happiness is having dreams; the key to success is making them come true."*

*~ James Allen*

DAY 317

*"Faith is to believe what you do not see; the reward of this faith is to see what you believe."*

*~ St. Augustine*

DAY 318

*"I am an optimist. It does not seem too much use being anything else."*

*~ Winston Churchill*

DAY 319

*"You must start with a positive attitude or you will surely end without one."*

*~ Carrie Latet*

DAY 320

*"I can't believe that God put us on this earth just to be ordinary."*

*- Lou Holtz*

DAY 321

*"The happiest life is that which consistently exercises and educates what is best in us."*

*- Philip G. Hamerton*

DAY 322

*“If I had to select one quality and one personal characteristic that I regard as being most highly correlated with success, whatever the field, I would pick persistence and determination. The will to endure to the end, to get knocked down seventy times and get up off the floor saying, “Here comes number seventy one”.”*

*- Richard M. Devos*

## WEEK FORTY-SEVEN:

### DREAM WALKERS

*“All men dream but not equally. Those who dream by night in the dusty recesses of their minds wake in the day to find that it was vanity; but the dreamers of the day are dangerous men, for they may act their dream with open eyes to make it possible.”*

*-T.E. Lawrence*

Sleepwalkers arise from a slow wave sleep stage in a state of low consciousness and perform activities that are usually performed during a state of full consciousness.

These activities can be as benign as sitting up in bed, walking to the bathroom, and cleaning, or as hazardous as cooking, driving, violent gestures and grabbing at hallucinated objects.

‘Dream-walkers’ are slightly different. They arise from vivid visions in full consciousness and perform conscious activities to bring them to reality. These activities can be as benign as reading, staying up late, and writing down goals, or as dangerous as training, sacrificing, delaying gratification, and grabbing at visualized objects.

DAY 323

*"There is nothing training cannot do. Nothing is above its reach. It can turn bad morals to good morals; it can destroy bad principles and re-create good ones; it can lift men to angel-ship."*

*- Mark Twain*

DAY 324

*"Success seems to be connected with action. Successful men keep moving; they make mistakes, but they do not quit."*

*- Conrad Hilton*

DAY 325

*"You have to find something that you love enough to be able to take risks, jump over the hurdles and break through the brick walls that are always going to be placed in front of you. If you don't have that kind of feeling for what it is you are doing, you'll stop at the first giant hurdle."*

*- George Lucas*

DAY 326

*"I am a great believer in luck, and I find that the harder I work the more luck I have."*

*- Thomas Jefferson*

DAY 327

*"Destiny is not a matter of chance; it's a matter of choice. It is not a thing to be waited for; it is a thing to be achieved."*

*- Jeremy Kitso*

DAY 328

*"If you want your life to be a magnificent story, then begin by realizing that you are the author and everyday you have the opportunity to write a new page."*

*- Mark Houlahan*

DAY 329

*“Consult not your fears, but your hopes and your dreams. Think not about your rustrations, but about your unfilled potential. Concern yourself not with what you have tried and failed in, but for what is still possible for you to do.”*

*- Pope John XXIII*



## WEEK FORTY-EIGHT:

### NO REFUNDS

***“A man who dares waste one hour of time has not discovered the value of life.”***

***- Charles Darwin***

I’m a huge fan of movie blockbusters, but I never go to see one without reading several reviews first. I have to be sure that it’s good before I pay my hard-earned money and spend a minimum of two hours plunked in a seat wearing ridiculous-looking 3D glasses.

A lot of people would agree with me: watching a movie is a waste of time in itself – watching a bad movie makes it worse. It’s hours of your life that you’ll never take back, plus most theatres have a no refund policy.

However, it isn’t our money we should be worried about getting back, but our time. You can make more money tomorrow, but you can’t replace the time you lose. There’s no ‘refund’. Once your time is spent – that’s it.

Time is your most precious currency. Spend it wisely.

DAY 330

*“If I have the belief that I can do it. I shall surely acquire the capacity to do it even if I may not have the capacity at the beginning.”*

*- Mahatma Ghandi*

DAY 331

*“If you can't do it today, what makes you think you can do it tomorrow?”*

*- Yusuf Tara*

DAY 332

*“To be successful you must decide exactly what you want to accomplish, and then resolve to pay the price to get it.”*

*- Bunker Hunt*

DAY 333

*"Failure is a greater teacher than success."*

— *Clarissa Pinkola Estés*

DAY 334

*"Be an opener of doors"*

— *Ralph Waldo Emerson*

DAY 335

*"Some men have thousands of reasons why they cannot do what they want to; all they need is one reason why they can."*

- *Willis Whitney*

DAY 336

*“If you consistently and persistently do the things that other successful people do, nothing in the world can stop you from being a big success also.”*

*- Brian Tracy*

## WEEK FORTY-NINE:

### FLAT EARTH

*“We think too small. Like the frog at the bottom of the well. He thinks the sky is only as big as the top of the well. If he surfaced, he would have an entirely different view.”*

*- Mao Tse-Tung*

At one point in time, people thought that the earth was flat and at the center of the universe. The flat Earth theory states that the world is a flat disk rather than a sphere. The theory was believed by many cultures around the world, including Ancient Egyptian and Babylonian cultures as well as China up to the last few hundred years.

As early as the fourth century B.C. however, philosophers and scientists realized that the Earth was actually a sphere. Up until that point, many were afraid to venture too far in fear of falling off the edge of the Earth.

That is what thinking small does to you. It keeps you confined for fear of the unknown. Whether it is your opinion of yourself, your abilities or your circumstances, that's all it is - an opinion. Not a fact. Your world is not flat. It is much more vast than you can imagine.

DAY 337

*"The majority of men meet with failure because of their lack of persistence in creating new plans to take the place of those that fail."*

*-Napoleon*

DAY 338

*"It's so hard when contemplated in advance, and so easy when you just do it."*

*- Robert M. Pirsig (about forming positive habits)*

DAY 339

*"Somebody is always doing what somebody else said couldn't be done. A brilliant idea without action is like Mark McGwire playing baseball without a bat."*

*- Jack Canfield*

DAY 340

*“Man alone has the power to transfer his thoughts into physical reality; man alone can dream and make his dreams come true.”*

*- Napoleon Hill*

DAY 341

*“Success never comes to look for you while you wait around. You've got to get up and work at it to make your dreams come true.”*

*- Poh Yu Khing*

DAY 342

*“Work like you don't need the money, love like you've never been hurt, and dance like nobody is watching.”*

*- Mark Twain*

DAY 343

*"You must see your goals clearly and specifically before you can set out for them. Hold them in your mind until they become second nature."*

*- Les Brown*



WEEK FIFTY:

DARE TO BE

*“When a new day begins, dare to smile gratefully.  
When there is darkness, dare to be the first to shine a  
light.*

*When there is injustice, dare to be the first to  
condemn it.*

*When something seems difficult, dare to do it  
anyway.*

*When life seems to beat you down, dare to fight back.*

*When there seems to be no hope, dare to find some.*

*When you’re feeling tired, dare to keep going.*

*When times are tough, dare to be tougher.*

*When love hurts you, dare to love again.*

*When someone is hurting, dare to help them heal.*

*When another is lost, dare to help them find the way.*

*When a friend falls, dare to be the first to extend a  
hand.*

*When you cross paths with another, dare to make  
them smile.*

*When you feel great, dare to help someone else feel  
great too.*

*When the day has ended, dare to feel as you’ve done  
your best.*

*Dare to be the best you can –  
At all times, Dare to be!”*

*- Steve Maraboli*

DAY 344

*“What distinguishes us from one another is our dreams, and what we do to make them come about.”*

*- Joseph Epstein*

DAY 345

*“Forget about the consequences of failure. Failure is only a temporary change in direction to set you straight for your next success.”*

*- Denis Waitley*

DAY 346

*“Some people succeed because they are destined to, but most people succeed because they are determined to.”*

*-Unknown*

DAY 347

*“Some of the best lessons we ever learn are learned from past mistakes. The error of the past is the wisdom and success of the future.”*

*- Dr. Dale Turner*

DAY 348

*“If you are successful, you may win false friends and true enemies. Succeed anyway.”*

*- Mother Theresa*

DAY 349

*“True success is overcoming the fear of being unsuccessful.”*

*- Paul Sweeney*

DAY 350

*“He has achieved success if he has lived well,  
laughed often, and loved much.”*

*- Bessie Stanley*

## WEEK FIFTY-ONE:

### NEVER TOO LATE/EARLY

*"No matter how old you are now. You are never too young or too old for success or going after what you want. Here's a short list of people who accomplished great things at different ages*

- 1) Helen Keller, at the age of 19 months, became deaf and blind. But that didn't stop her. She was the first deaf and blind person to earn a Bachelor of Arts degree.*
- 2) Mozart was already competent on keyboard and violin; he composed from the age of 5.*
- 3) Shirley Temple was 6 when she became a movie star on "Bright Eyes."*
- 4) Anne Frank was 12 when she wrote the diary of Anne Frank.*
- 5) Magnus Carlsen became a chess Grandmaster at the age of 13.*
- 6) Nadia Comăneci was a gymnast from Romania that scored seven perfect 10.0 and won three gold medals at the Olympics at age 14.*
- 7) Tenzin Gyatso was formally recognized as the 14th Dalai Lama in November 1950, at the age of 15.*
- 8) Pele, a soccer superstar, was 17 years old when he won the world cup in 1958 with Brazil...*
- 45) Nelson Mandela was 76 when he became President"*

*- Pablo*

DAY 351

*"Better is not something you wish, it is something you become."*

*- Jim Rohn*

DAY 352

*"The three P's of success: Passion, Persistence, and Patience."*

*- Doug Bronson*

DAY 353

*"Winners must have two things: definite goals, and a turning desire to achieve them."*

*- Brad Burden*

DAY 354

*"Life is a state of mind; imagine the one that you want, and then create it."*

*- Unknown*

DAY 355

*"Impossibility is an opinion, not a fact."*

*-Unknown*

DAY 356

*"The meeting of preparation with opportunity generates the offspring we call luck.."*

*- Anthony Robbins*

DAY 357

*“The philosophy of the rich versus the poor is this:  
The rich invest their money and spends what is left;  
the poor spends their money and invest what is left.”*

*- Jim Rohn*



WEEK FIFTY-TWO:

THE GREATEST TRAP

*“Over the years, I have come to realize that the greatest trap in our life is not success, popularity, or power, but self-rejection. Success, popularity, and power can indeed present a great temptation, but their seductive quality often comes from the way they are part of the much larger temptation to self-rejection. When we have come to believe in the voices that call us worthless and unlovable, then success, popularity, and power are easily perceived as attractive solutions. The real trap, however, is self-rejection. As soon as someone accuses me or criticizes me, as soon as I am rejected, left alone, or abandoned, I find myself thinking, “Well, that proves once again that I am a nobody.” ... [My dark side says,] I am no good... I deserve to be pushed aside, forgotten, rejected, and abandoned. Self-rejection is the greatest enemy of the spiritual life because it contradicts the sacred voice that calls us the “Beloved.” Being the Beloved constitutes the core truth of our existence.”*

— Henri J.M. Nouwen

DAY 358

*“One of the most important principles of success is developing the habit of going the extra mile.”*

*- Napoleon Hill*

DAY 359

*“To learn, you have to listen. To improve, you have to try.”*

*- Thomas Jefferson*

DAY 360

*“If you don't think every day is a great day, try going without one.”*

*- Jim Evans*

DAY 361

*“Success is not all about money. It's about having the resources and the ability to live the life that you have personally dreamed of.”*

*- Pete Zafra*

DAY 362

*“Thoughts are like a flame: small thoughts produce small heat, and big thoughts make an inferno.”*

*- Jim Lu*

DAY 363

*“Expect and expect positive things, and that is what you will receive.”*

*- Lori Hard*

DAY 364

*“Procrastination is the seed of self-destruction.”*

*- Matthew Burton*

DAY 365

*“Those who want to succeed will find a way; those who don't will find an excuse.”*

*- Leo Aguila*



## AUTHOR BIOGRAPHY

Tiwayi “TY” Mushambi is a motivational speaker, novelist, author, life coach and social-entrepreneur. As a member of Enactus (formerly SIFE – Students In Free Enterprise), Tiwayi began to train entrepreneurs across Southern Africa to start, grow and save their businesses. Seeing the quality of life and standard of living of these people improve, as well as the entrepreneurs becoming more socially responsible and paying it forward, Tiwayi decided to specialize in helping individuals and organizations identify, develop and exceed their performance goals. With an over 4-year career in the “people-development” business, he has coached, trained and developed hundreds of individuals and teams in maximizing their full potential - from housewives and ex-convicts, to SMEs and large corporations. His background and experience is very diverse which allows for deeper insights into the depth and breadth of his clients’ needs.

Tiwayi believes goals are built on a solid foundation of fundamentals and principles. He follows a proven process that first allows his clients to build that foundation and set goals accordingly. Once the foundation is in place and goals are set, he systematically helps his clients eclipse their highest potential. For those clients who already have the foundation in place, he coaches them to transcend their previous performance levels.

## NOTES

1. Introduction

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