

## Facilitator — August/September 2013



Change Language: Choose

### Sharpen Your Tools

*Gordon Bruner*

Dedicate yourself to achieving a high level of excellence. Once you recognize the value of going above and beyond the call of duty, and begin to accept nothing less than perfection from everything you do, you will see that this high level of expectation will begin to rub off on your employees, your associates and even your family.

10 Key fundamentals of success It has nothing to do with luck

Success is never an accident, and luck has nothing to do with it.

Take a few minutes to listen to anyone who is successful, and you will recognize fundamental commonalities to their experiences.

It's time for you to begin moving in the right direction, reaching your goals and achieving the level of success you deserve. Take to heart these 10 fundamentals required for success and incorporate them into your daily life.

1 Vision. Your goal is the key element to your plan of action. Without a well-defined goal, any plan and work are a waste of time and will end with less than desirable results. Your vision is the engine that drives your every action and moves you closer to success.

2 Passion. Without passion for what you are doing and for your vision, hard work quickly turns to monotony, and a lack of focus soon follows. You need that fire in your belly to help keep you focused throughout the long hours of work. If your heart and soul aren't in it, falling short of your vision is likely to be the result.

3 Overcoming fear. Fear of the unknown is one of the biggest barriers between you and your goals. Success does not come without some level of risk, and you can't let your progress be hindered because the right move is not immediately apparent. You have to be willing to take a leap of faith. Don't be frozen by the fear of the unknown. Attack it head on and render your fears powerless.

4 Planning and priorities. All the passion and hard work in the world will be wasted efforts without an executable plan providing much needed direction. Great results don't just happen. They are the result of thoughtful and refined planning.

5 Focus. Without focus, planning is a waste of time, and all of the efforts put forth will be for nothing. While it is possible that from time to time you will begin to stray from the course you have initially laid out, it is essential to your success that you recognize those deviations and quickly bring yourself back in line and on track. Re-examine your determined course of action often, and make adjustments as necessary to help keep your goals in focus and your efforts on target.

6 Discipline. Discipline is the glue that holds your journey together. Without a high level of discipline, all of the efforts put forth, and the entire goal itself, will quickly be compromised. Keep in mind that the ultimate goal in this endeavor is yours. This is your project. If you don't have the discipline necessary to make it happen, how will it ever meet your expectations?

7 Hard work and hustle. There is no substitute for hard work. If you're going to be successful, it is going to come at a cost, and that cost is going to be the endless amount of effort you will have to put forth to make it happen. There are no short cuts, no easy ways out and nothing is ever free, so roll up your sleeves and get busy. After all, you are the only one who is going to make your vision happen.

8 Honor and truth. Lying is not the true path to success. You cannot lie to your customers, or your employees for that matter, and not have it catch up to you in the end. Be exactly who you say you are. Say what you mean and mean what you say. Doing the right thing, no matter what the situation, it is a sure-fire way to end up on top and earn all the respect you truly deserve.

9 Care. Your vision, and every aspect of its existence, has got to mean everything to you. After all, you are putting forth the efforts to make it a reality. Make sure you keep all of that in mind in everything you do. It will pay off in the end. People can see a phony coming a mile away, and your emotions and obvious dedication to excellence will shine through. So, let the people you deal with know that you genuinely care.

10 Excellence. Dedicate yourself to achieving a high level of excellence. Once you recognize the value of going above and beyond the call of duty, and begin to accept nothing less than perfection from everything you do, you will see that this high level of expectation will begin to rub off on your employees, your associates and even your family. Take pride in yourself and what you do by always working to be the best. Set your expectation level high for yourself. In the end, you will find that if you are able to meet your own level of expectations, no one else could ever be dissatisfied with your level of performance.

Now that you know 10 of the key fundamentals of success, it's time to dig deeper and move your life forward. Focus on these key fundamentals and notice the successes that you're able to quickly achieve in regard to both your personal and professional goals.

Success has nothing to do with luck, and everything to do with covering your key fundamentals.