

THE PERSONAL SUCCESS POCKETBOOK

By Paul Hayden

Drawings by Phil Hailstone

“Paul has succeeded in creating an overview of all of the significant aspects of personal development, and presented it in a digestible manner. The strength of the material is its appeal to the eye and the concentration span!”

Richard D. Moat, Founder, The Positive Change Foundation

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Any fact facing us is not as important as our attitude toward it, for that determines our success or failure

Norman Vincent Peale

PLANNING

ASSESSING THE RISK



You get nothing for nothing in this world. It is important to recognise there will be a price to pay.

Are you prepared to pay the price of success?

ACTION NEEDED



The price:

Pain	Conflict	Struggle
Hard work	Loss	Time
Discomfort	Setbacks	Money, etc

If it was easy everyone would do it. The easy bit is staying in your comfort zone.

NO EFFORT



If you are not prepared to pay the price:

1. Reconsider your definition of success.
2. Put this book away until you are prepared to do so.

PLANNING

ASSESSING THE RISK



Ask yourself:

- *What do I stand to gain?*
- *What could happen if I fail?*
- *Could I cope with the worst consequences?*
- *What will I learn?*
- *What would happen if I took no action?*
- *Are there any possible alternatives?*
- *How can I increase my chances of success?*

None but a fool worries about things he cannot influence

Samuel Johnson

PLANNING

ASSESSING THE RISK



*To laugh is to risk appearing the fool
To reach out to another is to risk involvement
To place your ideas, your dreams before the crowd is to risk their loss
To live is to risk dying
To try is to risk failure
But the risk must be taken, because the greater hazard in life is to risk nothing
The person who risks nothing, does nothing and is nothing
He may avoid suffering, but he simply cannot learn, feel, change, grow, live
Chained by his certitudes, he is a slave
Only a person who risks is free
Take a risk*

PLANNING

COMMITMENT



To achieve your definition of success
you're going to have to be committed.
How committed are you?



The hen had input
The pig was committed

We will either find a way, or make one
Hannibal

PLANNING

COMMITMENT



If you are prepared to pay the price, it means you think it's worth the risk and you are committed. You may still think there is something else holding you back, so remember:

- Beethoven wrote the world's greatest music when he was deaf.
- Milton wrote the greatest literature when he was blind.
- Winston Churchill flunked sixth grade and several college courses.
- Albert Einstein did not speak until he was four years old and couldn't read until he was seven. The Zurich Polytechnic refused to admit him because he 'showed no promise'.
- Robert Burns was an illiterate country boy. Cursed by poverty, he grew up to be a drunkard.
- Helen Keller became deaf, dumb and blind shortly after birth.



PLANNING

GOAL SETTING



Extract of a conversation between 'Alice' and the 'Cheshire Cat' from 'Alice Through The Looking Glass'.

'Would you tell me, please, which way I ought to go from here?'

'That depends a good deal on where you want to get to,' said the Cat.

'I don't much care where,' said Alice, 'so long as I get somewhere.'

'Then it doesn't matter which way you go,' said the Cat.

Alice Through The Looking Glass - Lewis Carroll.

***You become successful
the moment you start moving towards a worthwhile goal***

PLANNING



GOAL SETTING

WHY YOU SHOULD SET GOALS

To achieve your definition of success you need to set goals. Goals are the stepping stones to your definition of success.

SUCCESSFUL PEOPLE SET GOALS

(really successful people write them down)

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Until you commit your goals to paper, your intentions are seeds without soil

Zig Ziglar

About the Author

Paul Hayden, FinstSMM, MIFP, Dip PFS.

Paul runs his own training and consultancy business. His clients include KPMG, Bank of Scotland, IBM, Prudential and BusinessLink. In his role as a training consultant, Paul works to develop a wide range of skills and knowledge to help both people and companies maximise their potential.

Prior to running his own company, Paul worked at Allied Dunbar where he had responsibility for the development of head office personnel and, later, the salesforce. Paul is author of several in-house training manuals, 'The Learner's Pocketbook' and co-author of 'The Financial Adviser's Guide'.

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A handwritten signature in black ink, appearing to read 'Paul Hayden', written in a cursive style.

*We cannot move at all, unless we are willing to accept losing our balance
at least temporarily*