

## THINK SIMPLE - A KNOWLEDGE FROM THE DESK OF MUSTANSIR

### 10 KEYS TO SUCCESS

**Quote:** *Success is the result of perfection, hard work, learning from failure, loyalty and persistence.* - **Colin Powell** -

- 1.) **SET CLEAR GOALS** – Many studies have proved the link between successful people and goal setting. Simply put, how do you expect to reach your desired destination if you do not know where that place is? Set clearly defined short, and long term goals, with dated deadlines and review them daily so they soak into your subconscious mind. After you've done that, note down all the action steps you must take if you are to reach those goals. Then, **GET TO WORK**. If it works for you, create a vision board of all the things you want and review that daily as well. Remember: If you can see it in your mind, and you're willing to work for it, **one day you will have it in your life**.
- 2.) **STRONG WORK ETHIC** – The saying "hard work beats talent" is true, almost every time. I've never met a successful person that wasn't prepared to give everything for their goal or dream. Lazy and successful are not two words that go together. If you aren't willing to work for it, don't expect it to have it long term.
- 3.) **CONSISTENCY** – Just like anything in life, if you don't work for it consistently, chances are you will never have it. And if you do have it, one day you'll lose it. If you aren't consistent with your diet or workout routine, you will lose any good health and physique you had. The same is true in business and entrepreneurship, if your message isn't consistent, if your work ethic and output isn't consistent, how do you expect to have consistent **growth** and **success**?
- 4.) **DISCIPLINE** – As discussed on our previous issue, discipline is a huge one for all types of successful individuals. It's the discipline to get up early when you don't feel like it. The discipline to say **NO** to negative temptations and short term gain, in order to achieve long-term **results** and pride.
- 5.) **WILLING TO SACRIFICE** – The ability to sacrifice now so you can enjoy later. To not take the easy path but whatever path leads you to where you want to be **LONG TERM**. Are you willing to sacrifice now so you can enjoy later? Are you willing to **suffer** for a few years, so you can spend the rest of your life on your terms?

- 6.) **CONTINUOUS PURSUIT OF KNOWLEDGE** – As Napoleon Hill said in his great book, THINK & GROW RICH: *The way of success is the way of continuous pursuit of knowledge.* The world is moving and evolving so fast, if you aren't adapting to **change**, if you don't have the mindset that you can never learn enough, sooner or later, whatever you have learned won't be enough. Think about all the jobs, opportunities, industries and businesses that are at the top now, but did not exist when you were in school. Brands like AirBnB, Instagram, Uber and Spotify did not even exist 10 years ago. If the founders of these platforms didn't have the mindset of continually learning and applying new technologies and opportunities, their inventions would not exist. The more you LEARN, the more you EARN and you can never learn enough.
- 7.) **THE ABILITY TO LISTEN** – Just like you can never learn enough, you can never listen enough. Listen to others who have succeeded and failed before you. Listen to the great teachers and leaders. Listen to friends, family and business colleagues to form better relationships. Listen to feedback and **criticism** to improve yourself, your business and your results in any area of your life. Be open to listen, humble enough to admit defeat if defeated, but **strong** enough to follow your gut instinct every time.
- 8.) **I WILL NEVER QUIT ATTITUDE** – Read about any successful person at the top of their field, and the story is almost always the same... There was atleast one moment in their life where they were down and out, where everything seemed impossible, like there was no way out. Where 99.9% of people would have given in and settled for an average life... But they kept going and somehow, turned everything around. Not only did they turn it around, but they applied the lessons and grew from the failures. That is the attitude everyone must have if they want success in any area, because life will throw your challenges and you will fail if you are pushing the limits. Develop the grit and determination **to keep going** when it all seems impossible... to say NO! I WILL NOT QUIT! When everyone else would expect you to cave in.
- 9.) **HAVING A CLEAR PURPOSE IN LIFE** – Nothing in life will throw you off course if you have a PURPOSE, meaning and clear, powerful direction. If you know your WHY, you can survive any how If your WHY is strong enough, you will go through any pain or setback to get to your goal.
- 10.) **NOT AFRAID TO TAKE RISKS** – You can't expect to achieve great things, if you aren't willing to push yourself to great limits with great risk. It's just common sense really. Successful people are willing to take risks (usually well thought out risks) to achieve what they want in life. Unsuccessful people on the other hand always play it safe and therefore can never live more than a safe life... which might be what they want, and that is fine, but if you want a GREAT life, you will have to accept some form of risk to get great **rewards**.