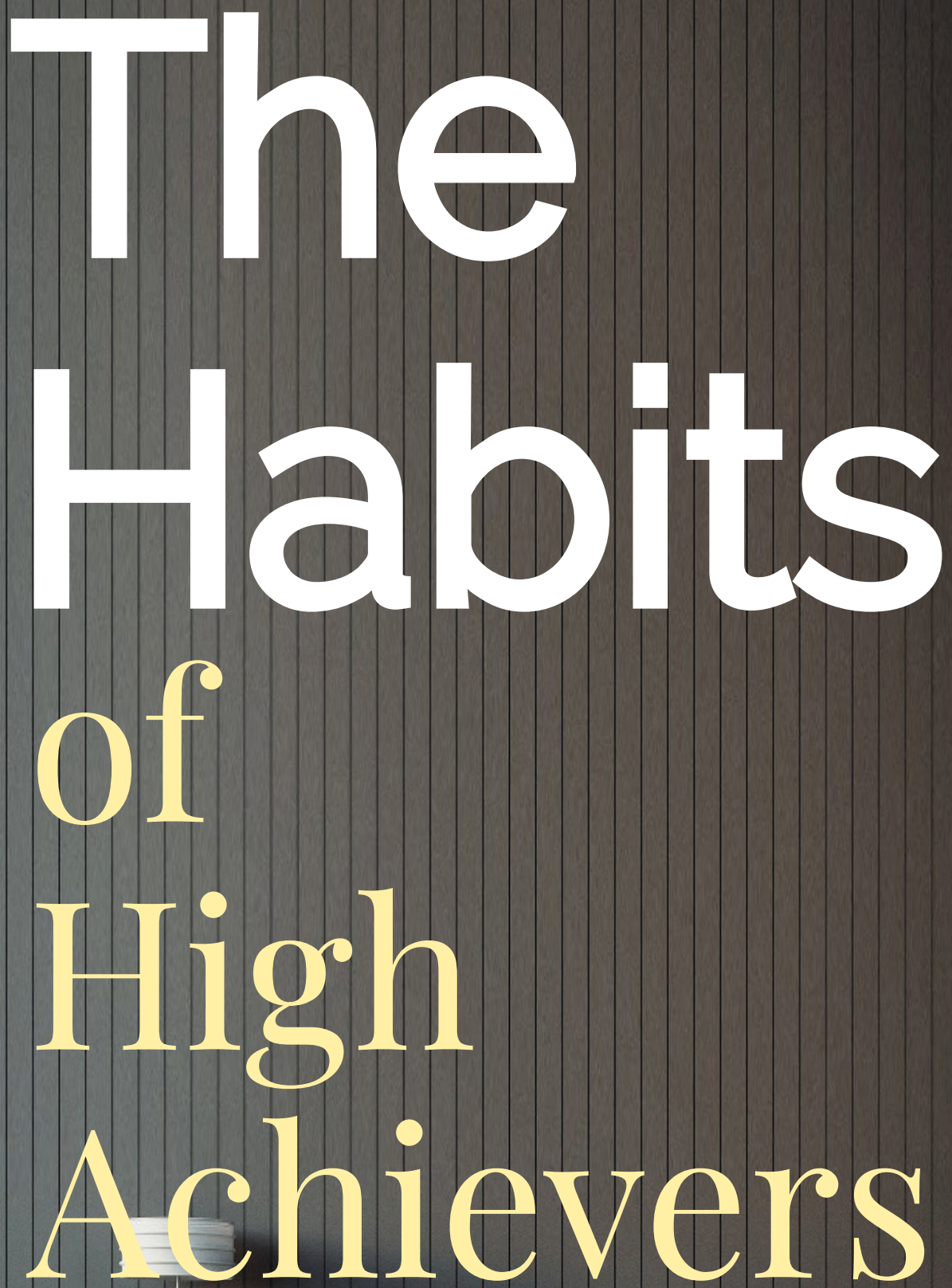


The Habits of High Achievers

The background of the image is a dark, vertically-slatted wood-paneled wall. In the lower half, there is a minimalist interior scene. A long, dark wood desk is positioned against the wall. On the desk, there is a laptop, a small potted plant, and a stack of books. A wooden chair with a curved back is tucked under the desk. To the right of the desk, there is a dark-colored armchair. The floor is made of light-colored wood planks.

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Edward C. Blanchard – Volume #2

High Achievers Love to Encounter Problems

Many people are afraid of encountering problems in their path to success. The last thing they want is a bump in the road that they need to get over, and they'd much prefer smooth sailing.

Instead, what they should do is embrace these problems and enjoy the process of working through them, almost like a puzzle or a mystery. Successful people have a very systematic way of going about solving problems that helps them feel good after they overcome them.

It can be satisfying to take a problem and break it down all the way, only to then completely solve it so that you can keep working. It almost makes you feel powerful in a way, as you were able to enjoy getting through something that would've made others quit their attempts at success.

In order to work through problems effectively, you need to have a systematic plan that you can follow. The first thing that you should do when you encounter a problem is break it down into different parts.

Most problems are a little complex, so you'll want to see every aspect of it clearly, such as who is involved, what resources you need, where it comes from, and so on. This helps you digest the problem much easier, because you're not trying to get all of it done at once, but rather working through it methodically.

You should then order the different parts of the problem into how you want to solve them. Write out a sort of flowchart, showing that as you solve each part, you're able to do more to help with the other portions.

High Achievers Love to Encounter Problems

Now you won't be lost trying to figure out where to start and you can jump right into actually doing things to fix it. You may even find better ways of doing something because you encountered a problem!

It's mostly up to you to come up with a strategy that you'll use to work through it and get everything worked out. This can vary greatly depending on the resources on hand and the problem you're dealing with, but no matter what, it should still be very possible for you to come up with a good method, even if that means replacing something that won't work properly.

It's important to be methodical and strategic when you're dealing with problems because many people tend to panic when something goes wrong. Panicking never helps anyone, so by working through things calmly and tracking your process, you'll save yourself the stress and will be much more successful when it comes to moving forward.

Go Getters Rely on Their Ethics and Character to Build on Their Success

Go Getters Rely on Their Ethics and Character to Build on Their Success

Sometimes people get so caught up in worrying about the financial gain of their success that they lose their sense of ethics. They're always chasing more money and end up losing the trust of others around them in the process.

Instead of using people to achieve your goals, you need to work on building up your ethics, character, and trust in order for other people to help you achieve your goals. This isn't a process that you can expect to be completed overnight.

Building up trust with other people can vary quite a bit. Some people might trust you very quickly, while others might need a lot more convincing. Be sure to take your time with them and respect their boundaries, just as you would like them to do with you.

Gaining trust and building yourself up isn't something that just happens passively over time. You need to make an active effort to gain people's respect and trust. There are a lot of different ways you can go about doing this, and it may change depending on who you're talking to and if they're an associate, coworker, customer, or any other kind of relation to you.

One thing that you should do to build up trust is to deliver on things that they expect from you consistently. If someone is impressed with your work and wants to see more of it, it wouldn't help you if you gave them some half-hearted work the next time around.

However, if you're able to continue to deliver good work, they'll be able to trust you more. Another important aspect of building up your character is to treat others with respect and kindness.

Go Getters Rely on Their Ethics and Character to Build on Their Success

Nobody wants to do business with someone who treats them poorly, so you need to make a conscious effort to respect people's time and opinions when it comes to your communication with them.

Keep a steady log of who you've been building up trust with. The last thing you want is to mistake someone for another person and ask them for something that they're not okay with.

This also helps you know what you need to work on to continue building up trust with them. By building up this feeling of trust, you're going to be able to build up a larger pool of customers and have associates and coworkers that are willing to work with you.

Top Performers Like to Focus on Their Flaws for Improvement

Top Performers Like to Focus on Their Flaws for Improvement

People sometimes tend to only look at the best parts of themselves. They don't like feeling down and focusing on all of their own flaws, but rather they prefer a positive mindset and think about what they like about themselves to boost their confidence.

This is a good thing up to a point, but overall it's not as helpful of a mindset as it may seem.

Sometimes it's good to look at yourself critically, but you have to do it in a healthy, productive way.

So many people are afraid to look at their flaws because they're afraid they'll start to dislike themselves. But that's because they're not looking at their flaws in the right light. Flaws don't make you worse as a person, but they do hold back your progress sometimes.

Instead of hating yourself, try looking at things that you want to improve upon in a healthy way. For example, jot down a few things about yourself that you want to work on.

It could be something like a short temper, being unable to say no, or a lack of work ethic. No matter what it is, you should journal about it and keep track of your progress as you work to be better with it.

You don't have to make a hard change all at once. Nobody realistically expects you to turn around and completely change a flaw overnight. Instead, set yourself a goal each day or each week to improve upon a flaw in a small way.

For example, you could say you want to be more patient with someone today. Not even necessarily everyone, but just someone. Taking those light steps in the right direction helps you make a change naturally and easily.

Top Performers Like to Focus on Their Flaws for Improvement

As you progress and continue to improve on your flaws, you should also be keeping track of how you're feeling different as these flaws start to become lesser parts of you. It could be that you have a more positive outlook or that others are treating you better than they used to.

This is a great motivator to keep you interested in improving further. Sometimes you'll find that one of your flaws may only be able to be improved so much. It may take longer to improve your overall attitude than it would to improve your rapport with others. Don't stress out about how fast you're progressing, but rather focus on whether or not you're making positive progress.

Leaders Achieve Success By Being Flexible to Changes

Leaders Achieve Success By Being Flexible to Changes

Many people are so hardened and stuck in their old ways that when changes present themselves, they find they're unable to adapt. They're often so resistant to change that they'll give up when something deviates from their original plan.

Others are so unprepared for change that they can't adapt quick enough. In order to be successful, you need to be flexible enough so that you can adapt to change and work with the ebb and flow of things.

As much as it might seem like a positive trait, being headstrong and rigid isn't always the best thing for success. Life is always unpredictable, and as much as you might think you'll know exactly how a project or anything is going to work, it might not go that way.

If you can't make that change, you're going to end up failing because you'll be going against the grain. By being flexible, you'll be able to adapt to any unexpected changes that might come up while you're working on something important.

Flexibility comes in many different forms. For some, it means adapting on the fly. For example, if you're working a project and one of the people working on it with you suddenly can't work anymore, you'll need to find a replacement quickly.

It's not something that you can realistically plan for, since you never know who could get sick or injured, but you'll just have to work fast and go with it. In another way, you can have contingency plans in place so that when a sudden change does arise, you'll be able to reference that plan and quickly work to resolve that issue.

Leaders Achieve Success By Being Flexible to Changes

For example, if you know that one part of your project might not be able to get done as originally planned, have a different way of doing it in place as a backup, so that if your first option fails, you aren't left in a lurch.

This, of course, can't work in all situations, but it certainly helps reduce the panicked feeling you might get when something goes wrong. Something important to realize about being flexible is that you're going to have to accept the change openly.

Even if it's not a change that you want to happen, you're going to have far more success if you work with the change rather than against it. If you're working against it, then you'll find that you might not be able to reverse the change and will have wasted your time trying to cheat the system.

Go Getters Are Savvy About Financial Matters

It's not uncommon at all for people to make outlandish impulse purchases on things they want once they run into a bit of money. These purchases are most often things like expensive clothes, new gadgets, random hobbies, and so on.

Inevitably, a lot of it comes back to bite them, though. More successful people tend to stay away from impulse purchases, and actually carefully examine what they're buying and continue to make wise purchases despite their wealth, tracking outgoing expenses each month and looking for ways to whittle it down.

One prime example of people throwing their money out the door is lottery winners. When you see someone win a huge amount of money from the lottery, you typically don't hear much about them after that years later.

This is because a lot of lottery winners don't use their money wisely, and blow it on things that they don't really need. This could be anything from overpriced clothing to fancy decorations around the house, but it all ends up the same - they don't get the benefits they could out of that amount of money.

Compare that to someone like Bill Gates, who continues to wear very average, non-fancy clothes despite being a multi-billionaire. He wears suits when he needs to, and otherwise wears simple button downs and khakis.

This is a very smart way of living with wealth. If you blow through your money using it on useless things, you're going to regret it when it finally runs out. One thing you should really look for in a purchase is the return you're getting from it.

Go Getters Are Savvy About Financial Matters

You should be making purchases that are equal in value between how much you're spending and how much enjoyment or use you're getting out of it. For example, if a pool costs you \$50,000, you should compare that to how much use you would get out of it before you invest in it.

The same goes for small purchases, too. Of course, making personal purchases for enjoyment is common, but you have to control yourself when you're doing it. It's fine to treat yourself to something every now and then, but if you're buying yourself a new product you don't really need every single week, then you're going to have some spending problems down the line.

If you're able to make smart investments that pay off in the long run, you're going to see a lot more financial success and you'll be a lot happier knowing that you have a comfortable amount of money.

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