

The 8 traits of successful people.



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After 10 years of research and over 500 interviews with successful people Richard St John came to extract 8 characteristics that these people had in common and that had led them to success.

Among the people he interviewed were characters such as Bill Gates, Martha Stewart, Richard Branson, Jane Goodall and the founders of Google.

1) Passion. Love what you do



Passion is the beginning of everything. Successful people love what they do. Today many parents expect children to achieve excellent goals in many areas: sport, study, knowing how to play an instrument, etc. This increasingly widespread attitude has catapulted us into an increasingly anxious and competitive world, in which the conviction reigns that to emerge you must be ambitious. Mistaken. To emerge you

have to be passionate

"I was sitting in my room feeling more and more depressed while trying to figure out what I could have done with my life."

Who said these words? Perhaps you will be amazed to know that he was the most famous nerd in the world: Bill Gates.

When he was in sixth grade Bill was below average in school and often in conflict with life, so much so that his parents decided to send him to a psychologist, but when he found his passion for software he became very good and understood what he wanted to do.

Of course there are those people who, even when they are in the womb, know that when they grow up they will want to be doctors or lawyers, but for many dinoi this is not the case. Richard John has identified two groups of people who live their passions: strivers and seekers.

- Striver: they are those who have always known what they want to do in life and go towards the goal.
- Seeker: those who do not know what they want, do not know what they

are passionate about and need time to find out.

Being a seeker can have many advantages, in fact you could find yourself by chance in unexplored waters and discover new worlds like Colombo.

2) Commitment. Work hard.



When Richard asked Martha Stewart (the well-known overseas tele cook) what made her so successful, she replied: "I am a hard worker. I work, work and work all the time. Never believe that others do the job for you. "

A concept to be clarified. Successful people are not slaves to work. They are not laboratory mice who work with their heads low and long faces, without calculating who is around them. If so, I

would avoid success like the plague.

Successful people love what they do and while they do they have fun for this they can't wait to resume the activities they had interrupted and sometimes they are so absorbed by it that they forget the time that passes. The author also coined the term "workafrolic" (work-fun) as opposed to workaholic (work-employees). I know, in Italian it doesn't pay, but let's be realistic, there is no job where it is all 100% fun and not a nuisance.

In all jobs there are annoying activities that are not fun at all. The trick is to make sure you can have fun 80% of the time and dedicate only 20% of the time to boring things.

If the proportion were too unbalanced, perhaps the work is not the ideal one.

"I played for fun for 9 years then it happened that I won the championship" M Jordan.

3) Focus. Focus on one thing, not many



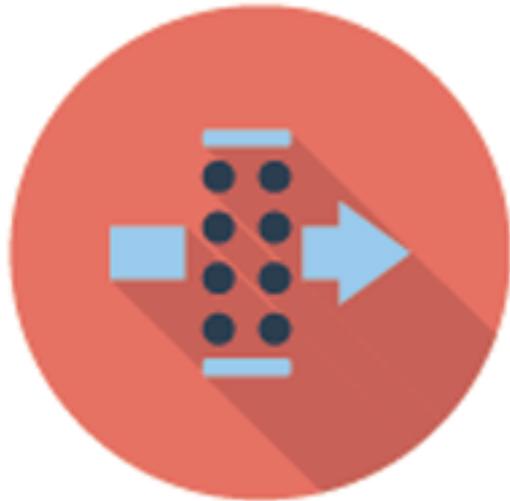
Focus is absolutely necessary.

Many people work hard but are not focused. They focus on many different things, try many things and result: their work is as diluted.

If you take a magnifying glass and pass a ray of sunshine through it, you can

generate enough energy to light a fire. Try to use the same principle in your life. Put all your energy into a single project and this will help you ignite your success.

Don't dabble. Develop your ability to concentrate. Eliminate distractions.



4) Give yourself a boost.

- The ability to "give us a push" helps us in bad times and whenever we have to face a task that we don't like or to which we feel resistance.
- Two great barriers that hinder action for many people are shyness and insecurity.
- In fact, the author discovered that many successful people had strong doubts and personal insecurities. Fortunately, these barriers can be overcome through

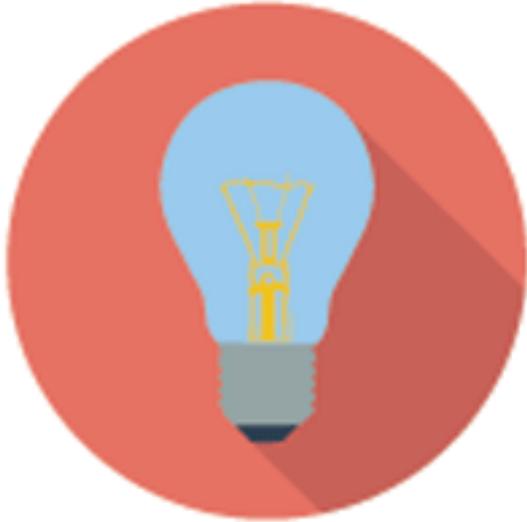
the desire to get out of your comfort zone

- 6 strategies to give you a boost:
- • Set goals: Setting specific goals greatly helps to put into practice the actions necessary to achieve what you want.
- • Challenge yourself: what is the difference between challenges and goals? Challenges are goals with more adrenaline, they put a little bit of pain and at the same time they are fun because they activate that part of us that is a bit of a child.
- • Give yourself a deadline: deadlines put a certain blowjob in the ass; something that gives you a reason to get going and get things done.
- Discipline: most likely, if you are like me, this word will have provoked a snapshot of urticaria and a sense of escape.
- Don't worry, there is not only the discipline intended as "get down to do your homework with your head down and don't get up until you're done!" Having discipline means being able to say no when necessary; for example saying no to an extra date with friends when you know there is an article for the blog to finish.
- There are 2 types of discipline: that induced by others and self-discipline. Guess which is better!
- • Competition: instead of hating your competitors, take them as a source of inspiration and make them push you to do your best.
- Mentors and torments: many people said that to achieve success they had a mentor who was very important to them, a person who

supported and motivated them.

- Then there are other groups of people who do not support you but are still able to give you a push in ways that are not exactly nice, more or less giving you a slope in the backside.

5) Get good ideas.



If the symbol of ideas is a light bulb is because ideas illuminate the way to success.

They are a powerful force capable of providing you with the necessary mental energy.

Generating new ideas has to do with creativity unfortunately many exchange creativity with being artists. Fortunately, to have good ideas it is not necessary to be Giotto.

How to have good ideas?

- Address problems.

Often ideas and creativity come naturally when you have to solve the problems of your daily life.

- Ask yourself the right questions.
- Borrow an idea and turn it into something new.

Creative people do not come up with ideas out of nothing but rework in a new and personal way what had already come out of others.

- Make the right connections.

As Steve Jobs said in his famous "connect the dots" speech.

Making mental connections between different areas, perhaps between different interests that you have, can give rise to something new, unique, innovative and original ... in short, a creative idea.

- Write down your ideas.

When you get an idea, write it down immediately so you don't forget it. It doesn't matter what you write it on ... even toilet paper can go if you don't have anything else available.



6) **Get better!**

If you are on IperMind this trait almost certainly you have it and you know how much importance it attaches to it, so for me you are already a bit of a successful person.

Continuous improvement, according to Richard John, implies three qualities: become good at what you do, improve it further and aim to improve yourself more and more.

Focus on doing a good job and all other things will come naturally.

One of the keywords of improvement can be summarized as: practice, practice, practice. None of the great successful people started from the top of the mountain but they got there through their actions.

Another key word is: repetition. Do the same thing many times until you improve.

"Repetition to excess produces success."

Another way to improve is to focus on your strengths.

Small curiosity: some surveys have shown that while ordinary people tend to focus on their weaknesses, successful people focus on their strengths and do everything to improve them.

For example, if you are good with the PC and a bad football don't get stubborn with the game of the ball.

7) **Help others.**



Give credit to others, success does not build itself.

Think of others, of what they want or need.

The two questions you need to ask are:

1) who should I help?

2) what value can it serve?

The answers to the second question can be: experience, understanding, information, fun, solving problems.

To be good at helping others, you must momentarily forget about yourself, focus on other people and take their

point of view. If you want to be good at relating to others, keep your ears open and listen actively.

8) Persevere.



the success does not come overnight, it may take 10 years to reach it.

In fact, successful people are usually those who have endured longer. The most tenacious.

In these years of instant gratifications in which you want everything immediately, success is something very gratifying, but with very few exceptions, not immediate at all. So don't be discouraged if the results don't come even if the other 7

points are satisfied.

Day to night success, alas, almost never exists.

To conclude: the overwhelming majority of people when thinking about success mentally portray subjects who have achieved recognition, fame, money.

In my opinion, there is not only this type of success. Among my role models, almost nobody stands out for these aspects.

Instead, these models differ in that they have been able, each in its own way, to achieve what I believe to be the most coveted internal milestone. What many authors call enlightenment, but that I, who do not believe in human light bulbs, simply call freedom.

That priceless freedom that hides behind the false "self" of the ego and the invisible chains represented by the fears, conditionings and limiting beliefs that practically every person carries with them.

And which, alas, often does not even know it has.

It is not for nothing that my way of seeing success comes close to this definition:

"The one who lived well was successful, he laughed often and loved a lot. who has earned the trust and admiration of intelligent people and the love of young children; who has found his place and completed his task; those who knew how to appreciate the beauty of the Earth ... those who left the world better than they found it ... those who always looked for the best in others and gave them the best of themselves; the one whose life has been a source of inspiration, whose remembrance is a blessing. "