

Embracing seven key principles of ultra successful people today

What does it take to be successful today? There are certain principles that have worked through the centuries for entrepreneurs and people who want to get ahead and be successful. As you study these and look at people who are successful you can see certain traits that emerge over and over.

Here are seven traits that continue to emerge when you look at people who succeed no matter what:

Always learning

I have had the opportunity to visit 37 countries around the world and see very successful people in many walks of life. I noticed that people who are most successful are constantly learning. Most of them are great readers. Some learn best from listening to quality audio, and others are constantly going to seminars and enhancing their education. Even though they know a lot and have studied a lot, they are always open to learning new things that can help them in their business and their lives.

Make it a part of your life to always learn from mistakes and stop beating your head against the same wall. I like to call this "smart persistence" in that you are persistent, but you don't keep repeating the same mistakes over and over.

Relentless pursuit of excellence

Let's face it, sometimes life is tough. Sometimes you get knocked down. Sometimes you skin your knee and even bleed. Successful people understand that this is just part of the way things work on this planet. They don't like the pain any more than anyone else; however, they are willing to be relentless and keep going no matter what happens to them. They learn from mistakes so they don't have to repeat them. They get up and go after it again relentlessly.

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Provide value for others

Life is ironic in that the way you get ahead is by focusing on others rather than yourself. We are all born to exist in our own shell where we breathe only for ourselves, we sleep only for ourselves, we have internal communications, and it is natural to focus on ourselves. However, those who are successful make it a point to think of the needs of others and always wonder how they can help. It is one of the ironies of life that as you focus on others, you help yourself more.

Find ways that you can add value to others and help them. This is the key for you to achieving what you want for yourself.

Physically fit

Although there are exceptions, generally people who are successful are aware that they have to maintain good physical health. They know that the body they have is the house they will live in. Ultimately, you have to be responsible for your health. This means you have to be smart about what you put in your body, how you

exercise, how you maintain appropriate stress levels, how you sleep, and other variables that are part of the health equation.

Get the professional help you need and relentlessly practice healthy living. If your body (the "house" where you live) falls apart, you will not be fully successful. You don't want to be the richest man in the cemetery.

Learn from setbacks

Part of the formula for living is that you are going to have setbacks from time to time. Successful people learn from these setbacks. I like the way my friend, Willie Jolley, says, "A setback is just a setup for a comeback."

Look at each setback that you face (and you

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by Terry Brock

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killing off some portion of their customer base. As that realization sets in, that too will take a little energy out of the wave.

For those of us in the electronic component supply chain, in the near term this future is full of new customers and business expansion. We need to be aware of it, thinking about it, and prepared to service it in new ways as it will emerge in nontraditional places, and may not come to market in traditional ways, but in strange new ways. As citizens of the world, we need to be aware of the tech-based things coming, thinking about them, and factoring those thoughts into our expectations of our governments. The societal ramifications are vast, and we will need really smart, really informed people in government and advising government if we are to have any hope of surfing this wave in a way that moves us closer to utopia, versus being drowned. ■

Note: The audio and PowerPoint file of Michael Knight's presentation at the ERA Conference (on which this article is based) is available to ERA members and conference attendees on ERA's website at era.org.

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will have them in life), and view it as part of going to school in this game of life.

Help others

There are multiple reasons why you should help others. First of all, you are helping another person to overcome his or her challenge. Also, I am a strong believer in the free market and living your life your way. I have found that you can achieve your goals by helping others to achieve theirs. Often, the payback of helping others doesn't come from the person who you helped. When helping others, somehow the Karma of life smiles, and the payback for your actions comes from an unknown source in the future. This is uncanny, but many people see it happen over and over. As you exercise your "helping others muscle," you perfect those skills that are important for your own success in life.

Embrace 'new'

In contrast, people who are not successful are often longing for some imagined period of bliss in the past. The reality is that this time in the past also had its challenges. The human mind tends to forget about the disadvantages of the past and instead only remembers what it perceived as good. The best way to live life is to have a fresh, youthful vision for new opportunities surrounded by new challenges. This is the way life works. Make it your practice to embrace new, and keep learning with a childlike sense of wonder.

So there you have it. Make it your goal in life to embrace these principles of successful people. Keep learning and keep growing so that you embrace new opportunities as they become available.

Please share this with your community. This is a message that the world needs to hear particularly at this moment in time. Share this on your social media networks and help others be successful in their own lives. ■



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