

# Additional Notes on Success

Based on the Teachings from:

*The Greatest Salesman in the World* – (Og Mandino)

*Divine Salesmanship: For Career Sons and Daughters of God* – (Mark L. Prophet)

**Principle One:** *“Today I begin a New Life.”* The idea is that we must begin each day as if it is truly a beginning to a new life. We must shed the “old skin” of ourselves. We must be patient, develop good habits, and stop working to simply “prevent failure” . . . but rather work to “succeed”. Each day is a gift; we should forget about the past and focus today on working to create a better life for ourselves and society.

**Principle Two:** *“I will greet this day with love in my heart.”* This is, perhaps, the biggest secret of success. To only have love in one’s heart, and no hatred, is the greatest weapon mankind has. We must look at everything in life with love, surrender the impulse to criticize or gossip, and to love all of mankind even when it is difficult to do so. We must learn to look for the good that is within others. We need to be free of envy / jealousy and to be genuinely happy for the success that others achieve.

**Principle Three:** *“I will persist until I succeed.”* The idea is that we must never quit; we need to always continue striving until we have fulfilled our current dreams . . . and then work on fulfilling more dreams. The attainment of anything worth having is never done in a single big event; it happens in many small attempts that are continually repeated until the task is complete and the goal is met. Certain words must be eliminated from our vocabularies when it comes to us working to create better lives: *can’t*, *failure*, *quit*, and *impossible* are just a few of such negative words.

**Principle Four:** *“I am Nature’s greatest miracle.”* We must remember that every person on Earth is a unique individual and has a special gift to share with the world. We are all here to “sing a different song”. We should be confident and feel good about ourselves, but we must also not indulge in self-praise or ego-centered pride. Everyday is a New Day, which means that yesterday’s accomplishments have been completed and we can move on. Our focus must always be on the “Here and Now” so that we can create a better future. Also, we should not focus on personal problems while working or bring work-problems home with us.

**Principle Five:** *“I will live this day as if it is my last.”* We do not know when our time will come for us to leave this current embodiment; therefore, we must make the most of each day and live it as if today really is the last day of our lives. Also, we should not worry about the mistakes or failures we made yesterday, for that is the Past. We must not focus too much on the Future either, for that has yet to be created. We must live in the Present, while keeping a watchful eye on the future. Even though the only Real Time is “right now”, we do need some direction as to where we want our lives to go. We cannot live as rudderless ships.

**Principle Six:** *“Today I will be Master of my emotions.”* Emotions are very powerful in positive and negative ways. Most people are slaves to their uncontrolled emotions, and their lives are a never-ending rollercoaster of ups and downs. We must learn to master our moods regardless of outer circumstances. We are not puppets whose strings must be pulled in order for us to move. We need to become True Masters of ourselves, or else we simply remain at the mercy of world events and the things that other people say and do.

**Principle Seven:** *“I will laugh at the world.”* We must not take ourselves too seriously, for that is a sign of pride and the human ego protecting itself. We must learn to live with a childlike sense of joy and to laugh at ourselves and our follies. We all deal with difficult periods in our lives, and it is important to remember that the “storms” never last forever. We need to remind ourselves during such burdensome ordeals that “this too shall pass”. Laughing at ourselves (and the seemingly “bad” things that happen to us) can be very useful in maintaining our sense of hope. Without hope that things will get better, it is very easy for people to become doubtful and depressed.

**Principle Eight:** *“Today I will multiply my value a hundredfold.”* It is not enough to remain where we are, even if we are happy with our current situation. Life is about growing, changing, ever-transcending; nothing ever stays the same, because stagnation only leads to decay and death. We must always be working to be better than we were yesterday by surpassing our own previous goals, deeds, and accomplishments. It is important to set goals for the day, week, month, year, and even for an entire lifetime; naturally, there should be room for flexibility and alteration. However, we are not competing against others; we are simply trying to be better than we were before. It is vital to always aim higher (not lower) when working to achieve one’s goals, and the bar must be raised once the marks have been attained. Additionally, people should remain humble even when such goals are reached.

**Principle Nine:** *“I will act now.”* Having good ideas alone is not enough; we must take action and do something with those ideas or else nothing can be achieved. Do not put off for tomorrow what can be done today. We must free ourselves from the poisons of fear, doubt, and procrastination. We are not promised tomorrow or the return of certain opportunities; today and its opportunities are all that matter. People’s value in life (i.e., their “fruit”) is determined by their actions. We must find something that we are enthusiastic about, get off the couch, and put our Fiery Spirit into that activity.

**Principle Ten:** *“I will pray for guidance.”* People so often pray to The Creator for material things, which they believe are necessary for their daily lives. However, we must remember that if we truly “needed” something...The Creator would have already provided it for us in some way. Therefore, if we do not have something, it is because we did not truly “need” it. We may have “wanted” it, but *want* and *need* are not the same thing. Instead of praying for material possessions, we should pray for illumination and guidance. For example, we would do better not to pray for wealth . . . but to pray for the guidance and illumination we need to find (and utilize) the opportunities in which to earn more wealth. True happiness and success cannot be found in material things or money; they are found in the joy that people experience by making the most of their lives and the opportunities that they have been blessed with. We must have faith and trust in The Creator’s Pure Desire for everyone to be happy and successful, which means that it makes perfect sense to pray for the necessary guidance that will help us on our Spiritual Paths. We should seek God first, and we will then experience the Abundant Life.