

THE LANGUAGE OF SUCCESS



Succession

HANDBOOK

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FROM **WORDS TO WEALTH**- THE IMPACT OF **LANGUAGE** TOWARDS YOUR BUSINESS GROWTH



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INTRODUCTION

In today's 24/7 connected, digital world, we see people who seem to accomplish their achievements quickly. Everyone, it seems, is on social media, showing off what they have and how they got it. But, have you ever wondered how they really accomplished what they set out to do?

Do you wonder if they put in any effort to achieve their success, or was it pure luck that they were able to accomplish their goals so quickly? While a majority of us know what we want to do in the beginning and have a clear picture of how we see ourselves as successful in the end, but many of us are lost when it comes to what happens in the middle.

We wonder what it takes to actually make it to the end and accomplish everything that we've set out to do in our life. If you feel a little lost about what happens between the beginning and the end, don't worry, you're not alone.

It seems that no one really knows the exact steps to follow in order to make success happen. Don't worry, by the end of this book, you're going to learn about what happens in the middle and learn what you need to do to follow through to the end, where you finally find success.

Every goal, no matter what it is, has a beginning, middle, and end. The beginning is simply the point in time where you decide what you want to do, essentially, your goal. The middle is where you have to put the work in to reach your goals.

This is where most people lose their traction and stray from the path, because they may not know how to continue on, or they may not want to put in the work that it takes to accomplish their goals and achieve success. The end is where you have achieved your goals and met success.

Everyone has a different idea of what success looks like for them. For some, success is passing a difficult class, for others it could be putting the finishing touches on an old car they've been rebuilding for the last year, while others view success as finally landing their dream job.

The following strategies will show you how to work the middle, so you can become a success at anything. Learn the steps that will put you on the road to success. Time is of the essence, so you will want to begin as soon as possible if you want to reach your end results and achieve your goals. With these simple strategies, you'll find that you can achieve more in six months than you have in the past several years of your life.

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WHAT IS INNER DRIVE



Inner drive is often referred to as motivation, which is defined as “internal and external factors that stimulate desire and energy in people to be continually interested and committed to a role, job, or subject, or to make an effort to attain a goal.” In essence, inner drive is the force that pushes you to continue to work toward accomplishing your goals and obtaining the life you desire.

Unfortunately, not everyone possesses an inner drive or has the motivation to accomplish their goals. While some people find it easy to be motivated, others aren't so lucky and find it challenging. Despite the importance of motivation in life, many people don't possess the quality for a variety of reasons. Others may only suffer from the occasional loss of motivation. If you're one of those people who don't think they possess inner drive, here are some reasons you may be lacking.

Ignorance

It maybe that you don't realize that you lack motivation in your life. You may have the erroneous notion that all is well in your life. You may feel that whatever you can't achieve in life is simply unachievable and leave the rest up to luck. Unfortunately, if you are ignorant about your lack of motivation, then you will find it extremely hard to achieve your goals and find success.

Depression

Another powerful force that can lead to a lack of inner drive is depression. If you are depressed, you naturally lose interest in your environment and other things. This can degenerate into a lack of motivation. According to experts, one of the most common symptoms of depression is anhedonia. This is merely a lack of interest in any activity, especially activities that were once enjoyable. The impact this can have on your lack of motivation can lead to failure in reaching your goals.

CONT'D



Procrastination

Something else that may be affecting your inner drive is procrastination. The need to continually shift your daily tasks until another time is both a negative and destructive trait that should be addressed immediately. Pushing your tasks off until later will only give you a backlog of tasks that you will find difficult to find the motivation to start. Procrastination can take away your motivation and replace it with excuses for not reaching your goals.

Low Self-Confidence

Having faith in yourself is a great way to stay motivated in life. When you lack faith in yourself, you will find it impossible to find success. Low self-confidence will stop you from daring to be different and make you wrongly believe that you don't have what it takes to be successful. Unfortunately, you may believe these negative things about yourself and find it challenging to push yourself forward in your quest for success.

Lack of Courage

To keep moving forward and pushing ahead you need courage in all aspects of your life. When the path to success becomes blocked with difficulties and troubles, some people just give up, because it is the easiest thing for them to do. Lack of courage will eventually lead to the absence of the desire to move forward and to work in alignment with your goals. If you give up when others are lacing their boots, you will end up lacking the inner drive to see your dreams through.



FINDING YOUR FOCUS

Have you ever started something, only to find out later that you didn't complete it? There are many factors that could contribute to your incomplete tasks and goals, one being focus. Focus plays a vital role on your path to success. With all the distractions that we have to contend with these days, especially in the digital age, there is one thing that will make or break your path to achieving your goals: focus.

Focus is being able to complete your tasks without being distracted by what's going on around you. If you have strong focus, you'll be able to get more done. While you can focus on anything, you really want to concentrate more on the completion of your goals. Your focus will become the foundation of everything you will be doing to accomplish your goals and achieve success.

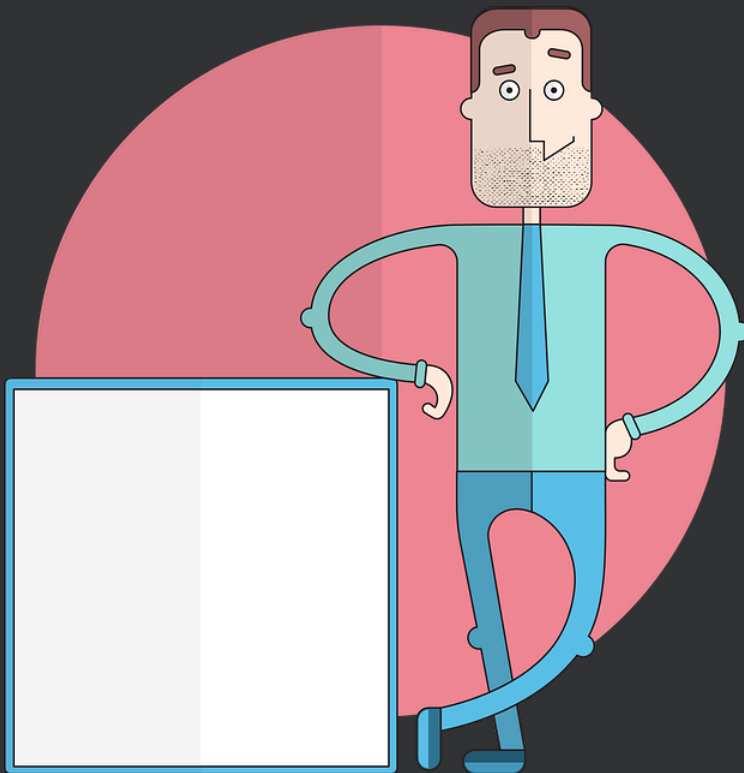
To Focus is to Concentrate

It can be challenging to concentrate on anything when you are constantly bombarded with various notifications, dings, and pings. These are just some of the common disturbances that you can face, because everyone has a cell phone that chirps and chimes. Unfortunately we've been trained to look at our phones every time we hear these chirps and dings to see what's happening because we have what is known as "fear of missing out."

Practicing Your Focus

Focus takes a lot of energy. It isn't something that you can find once and keep it for the rest of your life without practice. You have to practice your focus every day. You can start to practice your focus by developing a routine that triggers your mind to know that you are about to start work and get into some serious thinking. You can play a certain song or take a walk. Create a ritual that will help to calm your thoughts and allow you to concentrate on the task at hand.

CONT'D



Some people are unable to concentrate without slight noises contributing to their focus. They may need to have some sort of background noise in order to fully concentrate on their tasks. Others may have to work at a certain location if they want to have strong focus.

Wherever you chose to work and whatever you might need to implement to help your concentration, it must be something that serves your concentration well. Without focus, you won't be productive.

Discipline, perseverance, and time management are things that are greatly enhanced by focus. For you to be effective, your concentration has to be on point. You will never produce anything of value if you don't have focus.

Eventually, with enough practice, you'll get to a point where you are so into what you're doing that nothing will break your concentration and nothing will stop you. You'll eventually find your "zone" and your work will constantly flow. This is the place you need to be in if you want to find success. This is when your best work shines.

How to Find Your Focus.

Some people may not know how to begin to focus. If you're struggling to find focus, you want to first find somewhere quiet to work, or as quiet as you can stand. Sit down and take some time to think about what you are about to start.

Then start your task. You want to let your ideas flow. Whether you're writing a paper or running a marathon, this process will help you get off to a great start and find your way to a solid, productive end.

In order to push through the middle of your goal, you have to be focused. If you can find and keep your focus while working through the middle, you will find your way to success in no time.



CHANGING YOUR MINDSET

How you think is extremely important when it comes to reaching your goals and achieving success. It is absolutely critical that you have a solid mindset on your journey. Having the right mindset as you work toward your goals will allow you to discover a freedom of thought that you've never encountered before. You will be able to fight your excuses and weed out negative self-talk that has kept you from accomplishing everything you've set out to do. A strong mindset will drive you through the middle and to success.

Understanding Mindset

If you didn't already know, your thoughts can determine exactly how far you go in life. Some people have positive thoughts on everything they do, while others think the worst of everything that comes across their path. If you want to succeed in life, then you have to have a mindset that is always positive and forward thinking.

On your path to success, your mindset is your compass. Everything that you think about can be categorized as either good or bad. If you want to be successful, then you need to learn to focus on the positive and those things that you can do to stay on course. With freedom of thought, whatever you can think of, you can do. If you say you want to be a doctor, you've thought about what you want to do, (the beginning).

However, most people stop there, because it means you actually have to figure out what to do next. Your next thought should be, "What can I do to become a doctor?" We are always making statements about what we want to do with our lives, but we rarely follow through on the thoughts. We know what we want to do, but we don't know how we are going to get there. Becoming a doctor will require a lot of schooling and training.

Most of our thoughts about what we want to do get stuck, because we haven't thought about it any further. When you are able to focus better on that thought, you can go a bit deeper into your thoughts and begin to process how to become a doctor.

CONT'D



Your Mindset and the Middle

The middle of your journey to success takes time and mental energy. You don't want to fall into the trap of being too lazy to think. Put some action into your thoughts, you can always make corrections if it's wrong. If it's right, you can move on and do what's next.

Your mindset can also be used to drown your excuses for not achieving your goals. Excuses are the easiest way for you to get out of doing something. The two most common excuses that you've probably used are, "I don't have enough time," and "I don't feel like it." Continually making excuses will rob you of your entire life if you get too comfortable with making them. Having a strong mindset will allow you to push past your excuses and continue down your path to success.

The excuse of not having enough time is all in your head. You do have enough time, you just have to adjust your schedule. You may have to sleep for only four hours on night, or skip your after work Happy Hour, but you can find the time to do what's important to you. It's not to say that you have to work, work, work for the rest of your life if you want to be successful.

But the time that you take for yourself needs to be time that is well deserved. To make sure that you continue to work on your success plan, use your free time as a reward for constantly working toward your goals.

You have to prepare your mind to combat your excuses. Your focus has to be at its ultimate peak if you want to be able to get past these kinds of rationalizations. If you want to make the best choices and make it through the middle, you have to have a strong mindset.

Using your mindset efficiently is a critical strategy of success. When you envision what you want to accomplish in your life, it brings about the possibility of its existence. If you can see it clearly in your mind, you can bring it about in the world. Your mindset is what makes this possible. Give yourself the advantage and think in the right direction. No one can stop you from thinking, but it is ultimately up to you to think forward.



CONTROLLING YOUR EMOTIONS

Are your emotions responsible for carrying you through the day, or do you have complete control over them? Unfortunately, when it comes to our emotions, they can become a weakness on our journey to find success. Emotions happen when you respond to the way something happens and how it makes you feel. Your emotions can be either good or bad, but when building your path to success, they can do more harm than good. When you're happy or sad about something, you will either smile or cry. If something doesn't go the way you planned, you may either blame someone or something, or complain.

Complaining and blaming are your two worst enemies when it comes to reaching your goals and accomplishing what you set out to do. These two emotions allow you to deny responsibility for what happens and is used to try and shift the negative energy away from yourself.

The Problem with Blaming Others

Blaming is simple. When something doesn't go your way, you point the finger at someone else, because you don't want to suffer the consequences of what happened. It's easy to shift the blame to someone else. However, it doesn't help you find success. If you want to be successful, then you have to take responsibility for the things you do, even if it's wrong. Being responsible for your actions shows your maturity and proves that you are capable of taking the good with the bad and moving on. When something goes wrong, you can't just run away, you have to deal with it head on and take care of the issue.

CONT'D

People who blame others for what's going wrong in their lives, isn't a team player. They are too busy thinking about how they will get out of the next situation. At some point, when it happens again, the finger will be pointed at you and you'll be thrown under the bus.

The Problem with Complaining

Complaining is the other side of the same coin. It normally happens when the person who is doing the complaining doesn't want to do anything. They would rather moan and groan and give excuses as to why they can't do it. What it boils down to is they are lazy.

To hear someone constantly complain about nothing can be irritating and can quickly drain your energy. Being around these two kinds of people can be extremely draining. They will only slow you down from being able to achieve your goals. If you stick around long enough, their negative emotions can start to rub off on you.

Don't let this happen. Getting through the middle to accomplish your goals is hard enough without the extra drama. Excuses do nothing for you, so you need to learn how to deal with situations and react appropriately.

Reactions vs. Responses

If you find yourself in a situation are you a person who reacts to the situation or do you respond to it? When it comes to unleashing your inner drive, it is better to respond than to react. For example, if, on your way home from work, you witness a car accident.

You realize that no one from either car is moving. What do you do? Do you calmly assess the situation and take the necessary actions to keep things under control until the authorities arrive, or do you run around in a panic and make the situation worse.

If you were calm and collected and helped keep the victims calm until help arrived, you responded to the situation. Your focus was on how you could help. If you were panicked and frazzled, creating more chaos, then you reacted. You allowed your emotions to take control, which only made the situation worse. This is what happens when you let your emotions take over

When you respond to situations, rather than react, you are able to handle the situation. Your emotions take a back seat to what's going on and you can maintain your sense of normalcy. When you react to situations, it only works to enhance an already bad situation. Your emotions are out of control and you completely lose your focus.

Learn to Control Your Emotions

In most situations, being emotional is a weakness. When you allow your emotions to take over, you don't stop to think, you just react. It can make it harder to focus on what needs to be done. You need to turn your energy and concentration toward what needs to be done.

You need to learn how to put yourself outside of the event and consider what would be the best approach to a solution. Doing this will put you in a position to better direct the outcome of the event in a more positive way. When you are trying to find success, you can't let your emotions become an overwhelming force if things happen or don't go your way. Blaming, complaining, and reacting isn't going to help anyone, especially yourself.

You need to figure out how you can keep your emotions in check, and handle challenges as they arise. The only emotions that you should embrace are those that are happy and joyful after you've succeeded. This is how the middle works. When faced with an emergency, hopefully you'll automatically start thinking about what to do and how to help.

This should be the same way you think about your goals. When you're in the middle, you need to think about what you can do to help you move forward on your path. The only difference is that one situation is an emergency and the other situation will take time. Think of your goal as an emergency and work your way through it.

GAINING SELF CONFIDENCE



Starting a new goal can be intimidating. At the beginning you may have all the self-confidence in the world. However, when it comes to starting the middle part of your journey, when you have to do the actual work, your confidence starts to disappear.

This may be because the process isn't moving as fast as you think it should. This is when you need to find your self-confidence and act like you know what you're doing. While you may not have a clue as to what you should do next, your confidence will drive you, allowing you to become unstuck and have the ability to move forward toward your goals.

Self-confidence is an interesting thing. You can't purchase it at the store, but there are certain things that can give you confidence, like a new haircut or new outfit. While these examples will give you an instant, but temporary boost of self-confidence, if you want it to be permanent, it has to already be inside of you. Self-confidence is something that is required if you want to find success.

Self-confidence is having the courage and certainty present in everything that you do. There is a fearlessness when it comes to you and your work. You are confident that you will reach your goals. You believe that nothing is going to get in the way of reaching your dreams. Unfortunately, for most of us, this confidence quickly fades when we are faced with the middle.

Some people have so much confidence that it makes them unstoppable. While this isn't a bad thing, it can go overboard, creating an ego that is so big that it causes issues. If an overconfident person begins to think that everyone should be grateful for their presence or begins to insult others, issues can arise.

Then there are those who lack self-confidence. They are unsure if they can speak in front of a crowd or fear being called upon because they don't want to give the wrong answer. When it comes to low self-confidence, fear plays a prominent role. While all of us hold onto fear, if you want to increase your selfconfidence then you have to figure out how to get past your fears so you can do what needs to be done.

There will always be those people who want to bring you down and keep you from reaching your goals, you need to push these people and thoughts aside and move forward with your goals. How to Become More Self-Confident If you have low self-confidence you tend to care more about people who insult you, than you care about those who praise you. When you respond to praise, you believe that you can do anything well and you don't worry about the insults. So, how can you gain more self-confidence?



CONTROLLING YOUR EMOTIONS

If you have a goal that you want to reach, you will need to learn how to present yourself confidently to others. You can learn how to do this by reading books on confidence, or study someone you believe who has high self-confidence. Take some time to study how they present themselves and determine what makes them appear confident. There is no sure-fire way to become more selfconfident, but you can practice. When you are in a situation where you lack self-confidence, do things like count to ten or take deep breaths to help calm your nerves. Even the most self-confident people have things that they fear, but they learn how to deal with those fears, set it aside for the time being, and move forward. Building your self-confidence is a process that will take some time.

Even your own self-talk can tell you that you're not good and how stupid your idea is, but you can quickly quiet these voices by focusing on your belief in yourself. While anyone can judge you for what you do or don't do, there will be no one who believes in you the way you do. When you believe in yourself, others will follow your lead. Learn to focus past the negative and know, without a doubt, what you are capable of accomplishing. To be successful in anything you do, you need to have selfconfidence.

When you learn how to focus on your belief in yourself, you will grow on another level. People will always want to give you their opinion and judge you, but don't allow this to stop you from reaching your goals. Apply the belief that you are just as good, if not better than everyone else and become the successful person you were meant to be.

INCREASING YOUR SELF DISCIPLINE



Building your self-discipline will be what keeps you from becoming stuck on your journey to success. As discussed earlier, everything builds from focus. Discipline is another strategy that contributes to accomplishing what you set out to do and achieving success.

Like many other things in life, discipline takes practice. Mental power is needed to control yourself, to do what needs to be done, as opposed to what you want to do. Whether you realize it or not, you practice discipline every day. It's part of your daily life, because you strive to make the right decision constantly. Some are better than others. If you're committed, building your self-discipline will carry over into other aspects of your life.

Self-Discipline and Your Emotions

Being disciplined works closely with your emotions. You must make the best choices every day if you want to progress in your journey to success. Emotions won't always make the right decisions, but discipline will. Having self-discipline will force you to become more conscious of your choices. When you have to make a decision, you need to focus on the option that will improve the end result.

Discipline is not for the weak. If you are someone who can be easily persuaded into distractions, you may find it hard to become disciplined. Fortunately, building your self-discipline is something that you can do with focus and time you can master the art of discipline.

Developing Discipline

It's going to take time to develop your discipline. It's something that you will have to work on every day. Everyone wants to do what they want to do, even if it isn't good for us. Eating unhealthy As long as you practice discipline on a regular basis, you can break the bad habits that have taken over your life and pulled you off your journey to success. After enough practice, it won't be considered practice anymore, it will become a habit and a new way of life.

Establishing habits is difficult at first, but after enough time it will become second nature. You will no longer feel bad for choosing healthy eating over fast food, or exchanging your marathon session on the couch for a brisk walk around the neighborhood. With enough practice your new habits will be instilled in you and you will be in a better position for achieving what you want in life.



Focus plays an important role in becoming disciplined. While you may not need to have laser focus when you make a decision, you do need to have enough focus to make the right decision. When you are making a disciplined decision, if you aren't focused, you could end up finding yourself back at square one. Having to start over isn't the end, but you do want to try to continuously build the middle if you ever want to reach the end. Having to start over can be extremely inconvenient, but if you are able to build your discipline, you won't ever find yourself having to start over. Building your self-discipline will help to encourage your progress, which is what you need to follow through to success.

Becoming Disciplined

Becoming disciplined takes commitment. It isn't something that you can do once and forget about it. Discipline is something that you have to practice every day and you must commit to that practice. Everyone makes choices every day. In order to build discipline, we must be devoted to making the right choice every time. It's not about making the right choice when you feel like it, but all of the time. You either will make a commitment to making disciplined choices or you won't.

Building your discipline will also take consistency. Being consistent is doing the same thing every day, even if you don't see any immediate changes. Being consistent will lead to you making progress, but only if you don't give up. You can't build a wall with a single brick, but one brick a day, consistently and with discipline, will build a strong wall.

Commitment and consistency is how you make discipline happen. If you aren't used to making disciplined choices, start off with doing something simple and build your way up. Building discipline is a strategy that has to be strengthened on a daily basis with commitment and consistency. Doing this will make your goal more attainable. Be your best every day and continue to make the right disciplined choices.

REMAINING PERSISTENT

There are many different levels of persistence. When you are determined to do something, in a way that no one else has done before, that's persistence. It takes extreme focus to be persistent. Being persistent can be exhausting, because we haven't reached our goals yet.

When it seems like you'll never get to the end, this is when persistence kicks in. When you don't stop, and you're expecting more from yourself than anybody else, that's persistence. Not everyone is naturally persistent. It is not something that casually hits you, but rather something that you have to train yourself to be.

Like the other strategies for unleashing your inner drive to accomplish what you set out to do, persistence is something that you have to work on day in and day out. It is something that you do for you and no one else.

As with anything, if you want to be persistent, you have to have focus. While you may become exhausted, you always want to strive to be better than you were the day before. Therefore, you continue to push yourself. You can start to build persistence by creating a daily ritual. This requires you to continue to do your task, every day and striving to make it bigger and better each and every time.

When you can establish a daily routine, you can continue to make progress daily. With the progress that you make, your task should become great and transcend the highest standards. It becomes something that you do that gets increasingly better with time, and is something that happens in the middle.

Creating Daily Rituals

Creating a daily ritual will slowly begin to build your persistence muscles. Your routine may be to wake up in the morning and choose a different color to paint with if you are an artist, or it could consist of researching your goal the first thing every morning so you can be more prepared when it comes time to work on your tasks.

The thing about persistence is, when other people notice your work, they only notice the end product, not the time and effort you put into it and what you endured during the process. Being persistent means you want to be better than the best. It's not about being egotistical, but you know, deep down inside, that you can be great. You practice your craft repeatedly, no matter how boring it may get.

It Takes Energy and Focus

To improve yourself daily takes tremendous energy and focus. Anyone can wake up in the morning and watch television. It takes a persistent person to wake up, grab a pen, and write down their creative thoughts. That is what persistence is all about.

Unfortunately, many people don't have the heart for persistence. They are afraid of taking a chance and they want you to join them in their fear. They don't want to see you do better than them. If you're not strong enough and focused enough to deflect the negative comments they may throw your way, then you'll end up just like them.

Don't give in to those who downplay your dreams and efforts. They don't want to see you accomplish your goals, because they are stuck in the middle with no way of moving forward. However, it's important to remember that without persistence you will never be successful. Persistence is the wheels on the car that is carrying you from the middle to the end. You are making progress toward your goal.

REMOVING NEGATIVITY IN YOUR LIFE



Your family and friends can either hinder your growth and keep you from reaching your best self. Having a positive supporting cast can significantly help you on your path to success. When it comes to undertaking your goals, your environment is extremely important.

You can't control the kind of environment that you are born into, but as you get older you can get better control over your environment. The type of people you hang out with and spend the most time with will have a huge impact on what you're doing and your success.

When you hang around negative and critical people, the less you'll do in accomplishing your goals. These kinds of people should be kept at a distance so that you don't sink to their level and become stagnant.

When it comes to finding success, you need to position yourself around people who are positive and who will promote your potential. Friends who are outgoing and always have a kind word to say will inspire you more and won't allow you to fail once and stop. They'll let you fail, but they will encourage you to get back up and figure it out.

When you surround yourself with great people like this, it allows you to see new and better things and will allow more options to present themselves. You will start to notice that opportunities will start to come alive when you are in an environment that allows you to grow.

Your Perspective and Success

A big part of your success comes down to your perspective. Not everyone is born in a good environment. There are some who are born in a horrible environment but they allow their experiences to push them to be the opposite. Others aren't as strong, and they pick up the same negative habits they see in their environment.

While your environment may be a factor, you can't let it determine how you will be as an adult. More than anything, what your mind absorbs is critical when growing up. Your mind will process different situations in various ways. If you grew up with an alcoholic parent or guardian, you might decide to turn against that same lifestyle when you get older. On the other hand, you may be influenced by this person and learn to handle your own everyday challenges by drinking alcohol yourself. It's how you look at the situation that will make the difference.



Finding Your Support System

Your support system may not always include your family. While you can't help the family you were born into or the environment you grew up in, but, as you grow older, you can implement the necessary changes to better your environment. As you grow older, and you can start to shift your mindset toward more constructive things and more positive environments, you'll be able to start to follow a better path.

Learn to create your own positive space, no matter what kind of people you are surrounded by. Find ways to keep your mind moving towards your goals, striving to work more efficiently, and avoid trying to mentally fight for the support you deserve. Don't just accept the environment around you, especially if it's negative. The power of your mind is great, so use it to your advantage. Don't allow anyone to shape your life with negative words. You have the power to shape your own life, while, at the same time creating a new environment that you can benefit from.



CONCLUSION

Although everyone has a different path they must take to achieve success, when it comes down to it, all you really need is you. It's your journey, and if you put in the effort to make it happen, you will be able to accomplish what you set out to do. When it comes to achieving success, the middle of the journey is the hardest part and will present the most challenges. While you can see what it looks like, working through it is another story entirely. You may find your motivation disappear during your journey and you may face numerous challenges on your path, but if you implement these strategies to keep going, you will eventually find success.



THANK YOU

We Welcome Your Feedback.

Feel free to get in touch with us for
any feedback or questions.

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