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# Introduction

**Welcome:** The first thing you must understand is that your "success" can only be defined by you. If your intention is to go through this guide to look successful in someone else's eyes, then your time would be better spent doing something else. The entire goal of the next 365 days is for you to arrive at the end with more knowledge and understanding of yourself. In addition to that, you'll learn techniques and personal characteristics that all successful people exhibit along their way to "the top"

If you are ready to take control of your destiny, then dive right into the Winning Ways Success System.

**System:** This system will enable you to explore who you are and what you really want at a fundamental level. It will provide tools and knowledge to assist you in achieving your unique definition of "success."

## **Included in the System:**

1. **The Winning Ways Guide** - You're reading this now. This guide will give you an overview of each month's success principle for 12 months.
2. **The Winning Wats Workbook** - This workbook contains exercises for you to complete each month. By the end of the year, the exercises will have led you to a better understanding of yourself, the meaning of success for you, and techniques to help you achieve it.
3. **Autoresponders** - Be sure to look for your weekly autoresponder messages. They will contain information and tips that can enhance your weekly learning.

**Time Commitment:** Here the emphasis is on both "time" and "commitment." Many of these exercises are open ended for a purpose. You can run through them, or you can make a real commitment to

learn as much as you can and spend the time it takes to do that. The amount of success you experience will depend on what you decide. I'd say, spend approximately 60 to 120 minutes a week working on the exercises, but it's an individual decision. You can break this time up during the week or complete each exercise in one sitting.

If you are really keen you can blast through the system at any pace you want - just make sure not to gloss over any steps. They might not seem important to you - but each step was carefully selected to compliment the system as a whole.

**Work Breakdown:** Each month is set up with four exercises, one per week. When you do them is at your discretion, but it might be helpful to dedicate a time each week so that you won't forget to do them and you will spend adequate time on them each week.

**Usage:** We include basic templates in our workbook. You can copy these templates into any format you choose. For instance, if you have an app on your desktop that you use for activity management, you can simply take the information from this program and paste it in.

It would be a good idea to create a specific folder to save all of your work labeled SUCCESS, and break it down further into sub-folders by month. This will allow you to easily keep track of your work.

Also included in your download package will be bonus templates, that are separate from the workbook.

This guide will walk you through your exercises briefly, but the workbook will have full exercise descriptions, examples as well as space for you to write.

Ready? Set? Let's go!

To your immense success!

## Month 1 - Vision - Goals

**Objective:** Imagine yourself a year from now. What do you see? Are things about the same in your life as it is today?

If it hasn't changed, to be absolutely honest with you, it's because of you. You didn't put the things in place to make it change. But you already know that, don't you?

This month we're exploring your best vision for your life and the goals that will determine your success in achieving that vision. Take the time to really search your thoughts and feelings to figure out what your ideal life would be.

Please don't put down what you "think" you should want or what someone else might want for you. If you do, you'll end up being successful at living someone else's life! That's not what you want, right? I thought so. Uncovering your unique vision will lead to you setting up the right goals to bring your vision of your successful self to life.

What is the best version of yourself that you can possibly imagine? Some people are a little shy or embarrassed to say out loud or even think to themselves about their dreams. Please don't be. You have a birthright to dream your dreams. It's why you're here. This is your chance to grab the best life you can imagine. It starts here. My suggestion is to take this month seriously. It might be the most important month of all.

### The Vision - Goals Exercises

1. Write out a detailed vision of your unique life at its most successful.

2. Choose 5 goals to focus on.
3. Break each goal down into a set of reasonable, manageable steps.
4. Organize your “success blueprint”. Put of all your manageable goals into a binder, a folder on your desktop, or a mind map.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 2 - Motivation

**Objective:** Success has everything to do with motivation. One of the most important things anyone can do is find out what truly motivates them. If you remain motivated, you can achieve almost anything you want. It's no mystery. Achieving your dreams takes more than dreaming; it takes commitment and consistent hard work. Motivation is the key to day in and day out commitment and consistent hard work.

When your thoughts, feelings, and actions are congruent or aligned toward one purpose, you will be motivated to achieve that purpose. In month 2, we'll discuss several techniques for developing and maintaining motivation.

### The Motivation Exercises

1. Practice daily visualization.
2. Identify people who inspire or motivate you
3. Take some time for yourself and unwind.
4. Commit to motivational exercises

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 3 - Accountability

**Objective:** What does accountability have to do with success? Everything. You see, if you're not accountable for something, you're not accountable for fixing it. No one can have it both ways. Either you're pitiful (a victim, everyone else is to blame) or you're powerful (a victor, you are responsible). You can't be both. Most people are afraid of taking very much responsibility -- they might make a mistake, be embarrassed, suffer a loss, etc. But if they won't risk taking responsibility, they won't earn or be entitled to any rewards and they certainly will never achieve the success of their dreams.

This month we will explore accountability, taking responsibility and the best way we can boost accountability - an accountability partner!

### Accountability Exercises

1. Take some time to think of people who could potentially be your "accountability partner".
2. Settle on an accountability partner and list your reasons for choosing them. Also list how you can help each other.
3. Fill out the Accountability Partnership Agreement in the workbook.
4. Discuss your goals with your accountability partner. Agree to some deadlines with them.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*



## Month 4 - Persistence

**Objective:** Nothing has more power in achieving success than persistence. It's obvious, isn't it? If you don't persist, you quit. And if you quit, you don't finish = you don't succeed.

The good news is that persistence is actually a skill that you can learn and train. The ability to bounce back from failure, and to power through obstacles can be strengthened through use. Persistence is intimately linked to motivation.

This month will be all about making ourselves more aware about the concept of persistence.

### The Persistence Exercises

1. Make a list of 10 times you've persevered and been successful.
2. Make a list of 10 situations where you didn't have the successful outcome you hoped for.
3. Analyze the two lists you have created. Find 5 takeaway points (lessons learned) from your experience and list them.
4. Go back to your blueprint from month one and review your goals list. Write down any potential problems and how can "persist" through them.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 5 - Facing Fear

**Objective:** Do you want a GREAT tip? OK, let me ask you a question, "Why is facing fear just the opposite of building muscle?" Because the more you face your fears, the smaller they get. The more you work on building your muscles, the bigger they get."

Each time you face something that frightens you, it gets easier and easier. Fear will always be with all of us, but it becomes manageable with practice, and it becomes easier to do each time. It's when we don't face our fears that they become bigger and bigger until they overwhelm us or even paralyze us. A true and priceless tip, especially if you want to be successful!

This month we'll explore the nature of fear in general, your fears in particular, and techniques we can use to combat them.

### Facing Fears Exercises

1. Make a list of your top ten fears.
2. Which of these fears are holding you back from your goals? List any of your fears that could impact your goals and state specifically how they can hinder your progress.
3. Choose one fear from above and write down a couple of ways you could "confront it".
4. Confront that fear!

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 6 - "Acting As If"

**Objective:** One way to strengthen traits in ourselves is by "acting as if we already have them. This is also a means of stepping back, looking at our usual behavior, and deciding how to act differently.

This month you're going to concentrate on traits you want to cultivate in yourself, pick some people you admire for their success, and act the way you think they would act.

### "Acting As If" Exercises

1. List 5 negative personality traits and/or weaknesses that you think you have.
2. Think of someone you know who doesn't have the same weakness and list them. List one person per weakness.
3. Break down why you thought those people don't share the same weaknesses as you. How do they act differently?
4. Identify 3 different ways you can start "acting as if".

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 7 - Asking for Things

**Objective:** There is great value in being able to stand on your own two feet. There is nothing negative about self sufficiency. That said, there is also nothing wrong with asking for something if you need it. Often people are so adverse to asking for things, that opportunities can slip away!

This month we will start to get comfortable asking people for things that we want and/or need. This will be a huge step out of some people's comfort zones! So

### Asking for Things Exercises

1. Take the time this week to think about 5 times that you were afraid to ask something.
2. This week ask 3 people close to you for something.
3. Ask 3 strangers for something.
4. Ask someone to do something for you that you're not sure will get you a "yes" answer.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 8 - Time Management

**Objective:** Successful people know how to manage time. There's no success without it. Do you feel that you're as busy as you can be but not getting where you want to be and not achieving even a fraction of what you want? Everyone has heard the expression, "You become effective by working smart instead of working hard." Well, yes, but how?"

This month you will learn some strategies and techniques that will build your effectiveness. Your ability to plan, organize, and manage time is critical to your success at work and many other areas of your life.

### Time Management Exercises

1. List your time wasters.
2. Identify your 3 worst time wasters from above.
3. Check out your goals list from week one - any potential time traps there?
4. Fill in a calendar and plan your next few months.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 9 - Communication and Public Speaking

**Objective:** It doesn't matter how brilliant your idea is. If you can't communicate it effectively, it won't be successful. There's more to communicating than just saying words. Successful communication requires thought and preparation as well as clear, straightforward delivery.

This month we'll learn the importance of "who, what, and why" in successful communication. We'll also discover the many aspects involved in delivery. The more consideration you give to all of these, the more successful your communication and public speaking will be.

### Communication Exercises

1. Outline a 5 minute speech
2. Using the outline from above, write a full 5-minute speech.
3. Practice your speech out loud at least 5 times!
4. Present your speech to an audience.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 10 - Keeping Score

**Objective:** Small wins lead to big wins. That is the cycle of success. Far too often we strive for the big wins and don't really take the time to appreciate the small victories along the way.

This might not seem like a big deal, but it isn't great for your motivation. If you track your small wins, you will have one area where you can see and reflect on your successes with a glance. This will help keep you motivated, as well as potentially remind you of lessons learned along the way. This month is all about setting up and using a method to track your successes.

### Keeping Score Exercises

1. Record all of your big and small wins/successes this week.
2. List the 10 greatest wins/successes in your life and write in detail about what made them great.
3. List what you learned from your greatest wins/successes.
4. Track and analyze the wins you've had in the first nine months of this course.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## Month 11 - Finances

**Objective:** Worldwide, many of us are suffering financially from the actions of governments and financial institutions that did not have our best interests at heart. That's unpleasant, to say the least, but that's the past. Our success depends on moving forward with all the financial acumen we can acquire.

In month 11, we'll put the basics of successfully managing our money into practice. We'll learn the difference between wants and needs and we'll begin to track our finances. Each of these steps will contribute to our financial success.

### Finance Exercises

1. Start a spreadsheet and track all of your expenses this week.
2. Go through your week's expenses and classify each as a "want" or "need".
3. Choose and list the three "wants" that you could most easily live without.
4. Live this week without the three wants above.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*



## Month 12 - Giving Back

**Objective:** Did you know that one of the most powerful things you can do to ensure and speed your success is to give?

This might not make complete sense at first. How can you succeed by wasting time or resources by “giving back”? Giving back to people is one of the best ways to generate good will. When you “give back” you build stronger relationships - business or otherwise.

It also helps with your personal satisfaction and happiness. Giving back is a key to happiness. Happily working towards your goals is a huge boost towards your success.

In our final month, we'll be exploring the power of giving.

### **The Vision - Goals Exercises**

1. Each day give someone in your life a compliment.
2. Help out two people this week - without being asked first.
3. Research a person or an organization that could really use your help.
4. Find a way to help the person or organization above.

*Your workbook will have a complete description of each exercise. Go there to record your answers.*

## **Conclusion**

This guide has touched on 12 traits of successful people. Reading this will be a great first step for anyone looking for exceptional levels of success.

An even better step - working through the accompanying workbook. The workbook will walk you through the exercises mentioned above in much greater detail.

Even though the term “overnight celebrity” is tossed around casually, success rarely happens overnight. Combining the above traits, with your own personal flair, talent and good old fashioned hard work is the recipe for success.