

LIFE ESSENCE

April 2011

8th Edition

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HIGHLIGHTS FROM PREVIOUS ARTICLES

In Articles 1 and 2 of "*What is the price of success?*" we have discussed the following 4 behavioural characteristics which differentiate successful people from the rest:

1. Successful people have written goals.
2. Successful people give before they receive.
3. Successful people are continuously busy to hone their skills.
4. Successful people are respectful and humble.

WHAT IS THE PRICE OF SUCCESS? (Article 3)

By *Jannie P. Rossouw*

In this final article in the series of "**What is the price of success?**" we will discuss another three behavioural characteristics:

5. Successful people make sacrifices and do what is required of them. To be successful (in sports, your career, your business, your faith, your relationships and health) requires sacrifice. This is the stark reality - it does not matter how you look at it.

It is very important to pursue success in a balanced perspective. In other words, you know you have to make sacrifices, but you know when your life's balance will be restored. Many successful people (on face value) neglect to keep this small, but important element of a balanced life intact.

It then happens that such people's health collapse (eg. A 43 year old man who unexpectedly has a heart attack) or their relationships crumble (the couple who separates after 21 years of marriage due to adultery and parents who are out of touch with their children leading to conflict between them).

Be prepared to make sacrifices to achieve success, but keep your feet firmly on the ground. If the imbalance is not corrected it has the possibility to damage the relationships between yourself and the people you care for.

People often ask me what I do for a living. Instead of mentioning my career, I say: "I do whatever it

takes to realise my dreams and ideals." The emphasis is on the "doing" part. It is a verb that implies that action needs to be taken and you will need to 'roll up your sleeves'.

When opportunities arise which can bring you closer to your dreams and goals you might be able to echo the words of the legendary golfer, Gary Player, who said: "The more I practice, the luckier I get" when someone made a remark that he is lucky to play so well. Maybe success can then be attributed to luck if viewed from this perspective?

6. Successful people know what their Achilles heel is.

It is sometimes difficult for us to acknowledge our weak points as well as our inabilities. This acknowledgment is paramount to our success, as we all have strong and weak qualities and abilities.

For example, if you are a business owner and you do not have a preference or aptitude for working with figures, it might be a good decision to hire the services of a bookkeeper or accountant, because poor cash- and financial management can put you out of business.

Perhaps you are technically inclined, but your people skills are less rounded. Instead that you market your product or service, you may consider to appoint someone to do your marketing who are well received by prospec-

tive clients. On the home front, you can also "earn considerable goodwill" with your spouse if you contract someone to do an outstanding handyman-type job, because you have 10 thumbs and don't get around to do it.

Successful people usually have a team of people who compliment their own skills and capabilities. This is when $1 + 1 = 3$, it creates synergy and leads to better results.

7. Successful people are willing to wait.

Successful people have the urgency in their actions, but they temper their impatience. Successful people know that perseverance is mostly the decisive factor between a successful or unsuccessful outcome.

There will be setbacks, but in the words of the famous author and speaker, John Maxwell, we have to "Fail Forward", i.e. learn from our failures and disappointments so that we can improve our future performance.

Conclusion

To be successful (by your definition thereof) requires hard work and sacrifices.

To work at your dreams of success is easy to do if you have vested the right habits - it is also easy not to do. This is why so many people "choose" to live a life of mediocrity. We all have one chance in life to do it right, we might as well make the best of it!