ONE-YEAR SUCCESS PLAN

Workbook

A Comprehensive Plan for Growing, Learning and Achieving from America’s Foremost Business Philosopher

JIM ROHN

Powered by SUCCESS
WELCOME!

Thank you for enrolling as a member in The Jim Rohn One-Year Success Plan, powered by SUCCESS.

This program is one of the most comprehensive resource and success plans ever created and is designed to help you reach all of your goals in the next 12 months. We are so glad that you have made the decision to be a part of it.

As you go through the plan focusing on the 12 Pillars that are geared to bring significant value and growth to you on both a business and personal level, the weekly workbook pages you’ll find here provide follow-up Questions for Reflection and offer valuable Action Points exercises.

We are looking forward to an exciting and powerful journey together over the next 12 months. Thank you for being a part of it!

All the Best!

The SUCCESS Team
For more than 40 years, Jim Rohn honed his craft like a skilled artist, helping people all over the world sculpt life strategies that expanded their imagination of what is possible. Jim set the standard for those who seek to teach and inspire others. He possessed the unique ability to bring extraordinary insights to ordinary principles and events. Those who had the privilege of hearing him speak can attest to the elegance and common sense in his material. It is no coincidence, then, that he is widely regarded as one of the most influential thinkers of our time and a national treasure. Jim authored numerous books and audio and video programs, and he helped motivate and shape an entire generation of personal-development trainers and hundreds of executives from America’s top corporations.

For additional information or to shop for Jim Rohn’s best-selling books, CDs, DVDs and more, go to store.SUCCESS.com.
THE INVITATION

FIRST PILLAR OF SUCCESS
Personal Development, Part One: The Invitation
The personal development road is an invitation sent to all, but recognized by few. Those on the PD road oftentimes are somehow invited into a special banquet hall to take a sneak peek at what is possible. This glimpse invites those rare questions that most people simply don’t ask themselves. What if I decide to set and reach higher goals? What if I decide to go for my dreams? What if I can change certain unpleasant things about myself? What if I can significantly make a difference in the lives of others? It is from this special sneak preview and these new questions that a new life begins to evolve. Why? Because of your new vision and possibilities. Yes, it can be said Personal Development opens up a whole new world of potential and possibilities for you and for those you affect.

QUESTIONS FOR REFLECTION:

Q. Are you ready—really ready? Are you tired of being where you are and excited to get where you want to be? __________

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Q. Will you make the commitment to read? Think about one great book you have read and the changes it brought about in your life. Now imagine what this next year is going to do for you!

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Q. If personal development is whole life, then which area of your life is in the best shape? Which is the worst? Take some time to think through where you are so you can evaluate where you stand and how you are going to grow in the next year. ____________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________

Q. How disciplined are you? Is it something you struggle with, or is it a strength? ____________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________

Q. Which are you more focused on: Intake (learning, gathering information) or output (doing, taking action)? We all have a bias, so to speak. The answer to this will determine how you need to make adjustments over the coming year. ____________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________________

“The few who do are the envy of the many who only watch.” – Jim Rohn
ACTION POINTS:
Any or all of these are great ideas to get you moving toward your goal.

1. Write down three great books you have read and three great books you want to read. Now, buy one - or pull it off the shelf and start. We recommend Jim’s The Five Major Pieces to the Life Puzzle, his The Seasons of Life, and Napoleon Hill’s book, Think and Grow Rich. If you have already read these books or just have something else in mind, that’s fine. Just start the process of reading daily. We recommend reading the Bible or a book that will spiritually enhance your life in the morning and reading what is on your recommended reading list at night.

2. Take at least one tangible action to make yourself stronger in the following area that you are weakest in: Physical, Spiritual or Mental. For example, if you are weakest in the physical area, then walk a mile three times this week.

3. Take an area you lack discipline in and set up a pattern for yourself to follow this week and then do it!

4. Celebrate the fact that you have accepted the invitation to go on the journey of self-growth and personal development. Regardless of the challenges you may be facing, today is a new day, the beginning of infinite possibilities. As Jim said, “You cannot change your destination overnight, but you can change your direction.” Congratulations on taking that step.
ONE-YEAR SUCCESS PLAN

WEEK 2

THE PLAN

FIRST PILLAR OF SUCCESS
Personal Development, Part Two: The Plan

JIM ROHN

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All good things in life are upstream, but the natural flow of life is that downward, negative pull. To combat that downward pull, you need a plan, a map to help you reach your desired destination.

**ACTION POINTS:**

Most of the action steps related to Personal Development focus on the areas (goals, income, relationships, health, etc.) we will discuss more in depth later in this program, so this is the foundation work, with additional detailed information to come each month.

1. Take some time this week to dream and imagine your future. See what the future you (the life you desire to have, the person you desire to be) will look like one year from now.

2. Write down six main things (more if you like) you see in the person you will become one year from now. It can be related to your health, relationships, career, family, spiritual life, income, etc.

3. Write down six things you want to do on a weekly basis that will contribute to becoming the person you see above and circle the ones you are not currently doing. These will be your main focus. If your health is great but your relationships suffer, keep your health curve up, but start focusing on a few things you need to do for your relationships.
4. Make a list of 20 things you are thankful for in your life. Set a goal to review your list each day this week.

5. Start seeing yourself and thinking in terms of the person you see yourself becoming a year from now.

6. Act and think as that person would.

7. Each day this week, do at least one selfless act for someone.
ONE-YEAR SUCCESS PLAN

WEEK 3

INFLUENCE & ASSOCIATION

FIRST PILLAR OF SUCCESS
Personal Development, Part Three: Influence & Association

JIM ROHN

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We are affected by everything around us, including what we read, what we watch, who we talk with and who we spend time with. It all plays a part in how we view our world, our relationships, our opportunities but mostly ourselves.

**QUESTIONS FOR REFLECTION:**

Q. If your level of success is determined by what kind of person you are, then what kind of person are you? __________________________________________
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Q. What can you do to become a better person? ______________________
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Q. How can you attract a higher level of success? _________________
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Q. Are you currently working for wages or for profits? Are you making a living or making your fortune? What can you do to get going in the right direction? ____________________________________________________________
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Q. Do you tend to want to change the seasons or yourself? How does this affect your situation? ________________________________
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Q. Think of the darkest winter you have experienced. Looking back, what good things did you learn or what good things came from it? ________________________________
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Q. Think of your best fall. What was it like? What did you reap? What will your next great fall look like? ________________________________
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ACTION POINTS:

1. Take a good realistic look at the relationships you have and how they affect you. Make specific movement toward limiting a life-depleting relationship and specific movement toward growing a life-giving relationship.

2. Initiate contact and pursue a relationship with at least one person this week who is more successful than you are. Set up a time to meet with them to get to know them and learn from them.

3. Think through what influences you: what kind of music, what speakers, what television shows, and what books. Are they good for you? If not, make the commitment to eliminate or limit those associations!

4. Allow someone to “speak the truth” to you. Take some time to allow a friend or co-worker to give you good honest feedback that would be helpful in moving you forward.
All 12 Pillars of Success we study over the next year will involve personal development, becoming a student and learning. This is the foundation: one of the basics or fundamentals to becoming more, to having more and to doing more.

**QUESTIONS FOR REFLECTION:**

Q. What areas of life are you successful in? What areas do you need to improve? How do the two overlap or affect each other? How could one be helping or hindering the other? ______

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Q. Are you making a living or a fortune? If you are only making a living, you need more wealth education. What are some ways you can begin to get wealth education started this week? ______

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Q. What areas do you need course correction in? How did you end up going in the wrong direction? What education did you receive that got you there? What education do you need to get in order to correct the wrong thoughts and patterns you have used so far? ________________________________

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Q. What answers do you need? What insights do you really long for? What truths would be especially pertinent to your life right now and take you to another level?

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**ACTION POINTS:**

1. Do something this week that will enhance your positive self-talk. Begin replacing the old negative messages in your mind with new positive ones. Perhaps it will be by reading a book or listening to a tape, but it will put new and positive thoughts into your mind.

2. Take some time to think through the areas of life you are well-educated in and the areas of life you are less educated in. Then begin to build your library (books or audios) around the topics you need to learn more about. Buy at least one book (or take one off the shelf that you already own) that will teach you in the area you need to grow the most.
3. Think about your formal education. What gaps did it leave for you? Now, begin to create a plan for your self-education. Formal education is usually four to six years after high school. Self-education is for the rest of your life. Create a sketch of what your lifetime self-education plan might look like.

4. In what areas are you looking for answers? The Bible says that if you seek, you shall find. Spend at least two hours this week seeking out answers for those questions that are greatest for you in your life right now.

5. Write down three things that money can’t buy and create an action plan for how you will get them.

6. Begin your wall of gratitude (it may be a journal of gratitude or some other venue). Write down at least 10 people who belong there. If you can make the time, write to those individuals and let them know what they have meant to you.
ONE-YEAR SUCCESS PLAN

WEEK 5

EVALUATION & REFLECTION

SECOND PILLAR OF SUCCESS
Goal-Setting, Part One: Evaluation & Reflection

JIM ROHN

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The only way we can reasonably decide what we want in the future and how we will get there is to first know where we are right now and what our level of satisfaction is for where we are in life. With our focus on goal-setting, the first order of business is for each of us to set aside some serious time for evaluation and reflection.

**QUESTIONS FOR REFLECTION:**

Q. Do you have an evaluation process currently in place for your life? Do you regularly take time to reflect on your life and goals? What is your process? How often do you engage in evaluation? ______________________________________________________________________________________
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Q. Do you understand the purpose for evaluation and reflection? What specific purposes do these two disciplines serve in your own life, especially as they relate to goal-setting?
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Q. How important have you made the process of evaluation and reflection in your life? If we were to look at your schedule, would we be able to see that times of evaluation and reflection are important to you? _____________________________________________________________________
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Q. Are your goals self-serving, or do they have an element in them that makes you a giving person? ________________
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Q. Do you know exactly what you want out of life? Have you set goals to achieve that? _____________________________________________________________________
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Q. Do you have someone in your life who will keep you accountable to your goals? _____________________________________________________________________
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ACTION POINTS:

1. Take at least an hour this week to sit down and evaluate, reflect and go through the Week Five questions in the workbook.

2. Seriously consider whether or not your past goals have been too low, and if so, how you can stretch them, and thus stretch yourself. Also, be sure they reflect exactly what you want to achieve in life.

3. Write down three main purposes you have for your time of evaluation and reflection.

4. Write down why you think goal-setting is going to be important to you in accomplishing all you want to accomplish.

5. If you haven’t already, download the Jim Rohn bonus audios on goal-setting and begin listening to them this week.
ONE-YEAR SUCCESS PLAN

WEEK 6

ESTABLISHING DREAMS & GOALS

SECOND PILLAR OF SUCCESS
Goal-Setting, Part Two: Establishing Dreams & Goals

JIM ROHN
What are your dreams and goals? Not related to the past or what you think you can get, but what you want. Have you ever sat down and really thought through your life values and decided what you truly want? This isn’t something someone else says you should have or what culture tells us successful people do or have. These are dreams and goals born out of your own heart and mind, unique to you, and come from who you were created to be and gifted to become.

**QUESTIONS FOR REFLECTION:**
Q. Do you know what your dreams are? Can you articulate them easily?
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Q. Do you have a regular quiet time to get in the state of mind to listen to your heart?
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Q. Do you have a prioritized list of your dreams with goals attached?
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**ACTION POINTS:**
1. Work the exercises in your bonus *Challenge to Succeed Goal Setting Workbook* (PDF).
ONE-YEAR SUCCESS PLAN

WEEK 7

SMART GOALS

SECOND PILLAR OF SUCCESS
Goal-Setting, Part Three: SMART Goals

JIM ROHN
SMART means Specific, Measurable, Attainable, Realistic and Time-sensitive.

QUESTIONS FOR REFLECTION:
If you haven’t already, download the Challenge to Succeed Goal Setting Workbook (PDF) from your member site and complete the exercises. Answer the questions regarding setting economic goals, career goals, family/social goals and personal goals.

The exercises focus on a date ten years from today and ask questions like:

Q: Where would you like to be living? __________________________________________
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Q: What would you like to be doing? __________________________________________
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Q: How much money would you like to be earning? __________
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ACTION POINT:
1. Go through your goals list and make them SMART. For each goal, ask: Is it specific, measurable, attainable and realistic and does it have a time frame?
SECOND PILLAR OF SUCCESS
Continue to work on your S.M.A.R.T. goals or play a little catch-up.

This is a great opportunity to review the lessons and workbook exercises and plan the remainder of the year.

Use the space below to continue your planning work and to take additional notes.

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Think of the word accountable. It means to give an account. When someone knows what your goals are, they help hold you accountable. Whether it is someone else going through this program with you (have you thought about inviting a friend to join you on this one-year journey?) or just someone you can give the basic idea to, having a person who can hold you accountable will give you another added boost to accomplishing your goals!

QUESTIONS FOR REFLECTION:

Q. Have you written down your goals so they can be made “objective”? ______________________________________________________
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Q. Do you hold yourself accountable? Are you ruthlessly honest with yourself? ________________________________________
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Q. Do you have a person or a group of people in your life who can hold you accountable? Are you willing to not only give them the authority to speak into your life, but also listen to them? ___
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Q. Do you have a regularly scheduled time frame in which you will be accountable to yourself or another person? ______
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ACTION POINTS:

1. Write down your goals so they are “objectively” set.

2. Ask someone who cares about you, but who can be tough and honest with you to hold you accountable to working on and achieving your goals.

3. Make a commitment to be ruthlessly honest with yourself and with your accountability partner.

4. Set the time frames in which you will hold yourself accountable or your accountability partner will hold you accountable.
ONE-YEAR SUCCESS PLAN

WEEK 10

SPIRITUAL HEALTH

THIRD PILLAR OF SUCCESS
Health, Part One: Spiritual Health

JIM Rohn

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Discover the benefits and importance of developing a vibrant spiritual life and some easy methods to help take your spiritual life to a deeper level.

QUESTIONS FOR REFLECTION:
Q. Where would you consider yourself to be spiritually? Would you say you are in a healthy place spiritually? Why or why not?
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Q. How important do you believe a spiritual life is? In what ways would you say your life reflects your answer? ____________
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Q. What are the main benefits you have seen from having a healthy spiritual life? ______________________________________________________________________
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Q. In what ways do you see your spiritual life being the basis for the rest of your life? ______________________________________________________________________
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Q. What are the greatest spiritual lessons you have learned, and how have they impacted you? __________________________________________
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**ACTION POINTS:**

1. Set aside some time this week to pursue your spiritual health. Put it in your datebook and keep the appointment!

2. Read a book that will make a good guideline for you as you pursue your spiritual life. It may be something you can get through in one sitting or one that you can use over the course of a set period of time.

3. Pick up some music that will let your spirit soar. Play it this week as you drive around or while you are at home. Let it act as a spiritual “pick-me-up.”

4. Team up with others who may have similar spiritual values or interests and consider developing your spiritual life together, acting as encouragers to one another.
ONE-YEAR SUCCESS PLAN

WEEK 11

EMOTIONAL HEALTH

THIRD PILLAR OF SUCCESS
Health, Part Two: Emotional Health
Learn the importance of a healthy soul, specifically the mind, will and emotional aspects of life. Look at how our inner person is such a vital part in making sure we live the kind of life we desire and learn how our emotional life can become healthy, strong and lively.

**QUESTIONS FOR REFLECTION:**

Q. Of the three aspects of emotional health, which do you think is your strong point? Which do you think is your weak point? How does your strong point help you the most? In what way can you build and strengthen your weak point? __________________________
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Q. In regard to your intellectual health (your mind), how would you rate yourself on a scale of one to ten? Even more important, are you growing intellectually? Do you have a plan for expanding growth in your mind through reading and learning? What books are you currently reading that will help you grow intellectually? __________________________
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Q. Do you have a strong will or a weak will? How have you trained your will in the past? What tough choices have you made and how have they made you stronger? In what areas of your life do you have an easy time exerting your will? In what areas do you have a hard time? ______________________________________
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Q. How are your emotions? Is your tendency to be too emotional or to squelch your emotions? In the past, in what ways have your emotions propelled you to do something valuable? In the past, what ways have your emotions gotten the best of you and caused you to do or say something you later wished you hadn’t? ______________________________________
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ACTION POINTS:
1. Take some time away by yourself this week to take stock of how healthy you are emotionally. Be very honest with yourself as you evaluate your strengths and weaknesses in the following areas: mind (intellectual), will and emotions. On a scale of 1 to 3 (3 being highest and 1 being lowest), rate your mind, will and emotions. Then note specific steps you can take to improve those areas.
2. Most people have a book they intend to buy, but just haven’t yet. If that is you, go to the bookstore in the next couple of days and get it—then read it! If you don’t have time, hit an online bookstore (try https://store.success.com/). If you don’t have a book in mind, go to the bookstore, grab a cup of coffee and hit the stacks to find a book that will stretch you in the coming weeks. If another book isn’t in the plan right now, take a class or go to a seminar. Register soon!

3. What is an action you have been putting off? Is it merely an act of the will that is needed? What decision have you been neglecting to make? This week, exercise your will by taking that action or making that decision. If you can, make three or four specific acts of the will that will strengthen it for future decisions of major importance.

4. As you take time to look at your emotions, specifically answer the question of whether you are too emotional or not emotional enough. The best place for us to be is in balance with our emotions. Perhaps it may even be beneficial to visit with a counselor if you have significant issues that have caused you to be out of balance emotionally. Some people consider going to a counselor a stigma, but in the same way we would go to a doctor for a physical, sometimes it is good to go to a mental health professional for an “emotional.” If you have found that you are a little out of balance one way or the other and your emotional life may be holding you back from the achievement you desire, now is a good time for an emotional tune-up!
It is important that we fuel our body properly because energy comes from the foods we eat. Just like a vehicle runs off of the fuel we fill it with, if we put the wrong kind of fuel into our body, it will not run properly. Put the right kinds of foods in, and it will run like the high-performance engine in an expensive sports car!

**QUESTIONS FOR REFLECTION:**

Q. How would you rate your nutrition? Is it good? Do you pay much attention to it? Is good nutritional health a strength or weakness?

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Q. If your body were a car, how would a mechanic rate the fuel you’re using?

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Q. Have you ever thought that since you aren’t overweight you don’t need to think about nutrition? If so, in what ways might this be hindering your health?

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Q. When was the last time you spoke with a professional about your nutritional plan? Is it time to get back in for a visit? ______
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Q. Which of the specific guidelines for physical health relating to nutrition that Jim outlines in the Week 12 email lesson do you need to take most closely to heart? Why? ________________
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Q. In what five ways could you most simply improve your nutrition? _________________________________________________________________________________________
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ACTION POINTS:

1. Set up an appointment with a physician or dietitian to speak with them about a good nutritional plan.

2. Determine at least three ways that you can improve your nutrition.

3. Take action to moderate at least one aspect of your nutrition that is out of balance. Using moderation, bring at least one area of your eating into balance.

4. Take time to plan your nutrition for the week rather than flying by the seat of your pants.

5. Find a good “standby” food that you can use rather than going somewhere that isn’t good for you nutritionally.
“I need to exercise” is the first thought that occurs to most people when they think of health. Learn the benefits of exercise and discover how you can get a simple exercise program up and running.

QUESTIONS FOR REFLECTION:

Q. Have you ever taken the time to come up with your own reasons for getting physically fit with an exercise program? What are some of them? ____________________________________________________________
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Q. Which of the benefits Jim talked about struck most closely to home for you? Which one resonated most deeply for you? ____________________________________________________________
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Q. Do you have a plan for your health, especially a plan for physical health as it relates to exercise? ____________________________________________________________
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Q. When was the last time you visited your physician to talk about a plan of physical health? _______________________
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ACTION POINTS:

1. If you haven’t been to your doctor in the past six months, make the call and get in to talk with him or her about your physical exercise and nutrition plan.

2. Take some time and write down the top three benefits you want to receive from your exercise program.

3. Take some time this week to develop a simple, workable and effective plan for your life and lifestyle.

4. Exercise! As the old Nike commercial goes—just do it! Start small if you have to, but win some ground this week in the war on lethargy!
FOURTH PILLAR OF SUCCESS
Finances, Part One: Getting Out of Debt
Debt is a killer. It is a killer of dreams and hopes. It is a killer of businesses. It is a killer of financial futures. And, according to statistics, debt plays a prominent role in many failed marriages.

So what should we conclude from this? If we are to be successful, we must have a commitment to stay out of debt!

You can make $2 million a year, but if you spend $2.5 million, it doesn't matter how much money you made, does it? You will be saddled with debt.

QUESTIONS FOR REFLECTION:

Q. How much debt do you currently have? _______________________
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Q. What would you say is your current “mindset” about debt? How were you raised to think of debt? What did your parents teach you? What do your friends and business associates think about debt? _______________________
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Q. Do you think you need some help with your debt situation? Why or why not? _______________________
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WEEK 14 | GETTING OUT OF DEBT

Q. Would you say your finances are under control or out of control? Why or why not? __________________________
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Q. Do you have a plan for your finances? Do you have a plan for getting out of debt if you have any? If so, are you diligently following that plan? __________________________
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ACTION POINTS:

1. Do a financial analysis and find out exactly where you are with your money. View your debt, your savings, your income and your expenditures.

2. If you have debt, talk to a trusted friend and ask them to keep you accountable in that area.

3. Make an appointment with a financial advisor. It may be your accountant, it may be a credit counselor. Whoever it is, get with them and start gaining ground on your finances.

4. Develop a plan for your finances. If you have debt, start with a plan to get out of debt.

5. Take at least one specific action to get your debt under control. That should include at least one action to control spending of some sort.
One of the key components to long-term wealth building is the discipline of saving money on a regular basis. Learn the basics of how a commitment to saving money can revolutionize your financial life and provide the kind of security you desire. One simple difference between the philosophy of the rich and the poor is that the rich save/invest their money and spend what is left, while the poor spend their money and save/invest what is left. What a simple shift in our thinking for such a revolutionary result.

QUESTIONS FOR REFLECTION:

Q. Do you have a plan for saving? Have you ever? How much do you save? ________________________________

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Q. Have you been disciplined in your finances? How? ______

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Q. Are you more like the tortoise or the hare? In what ways? __

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Q. Do you have a good understanding of compound interest and the power it can bring to your financial life? Have you begun to harness that power? ____________________________________________
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**ACTION POINTS:**

1. Sit down and take a good look at where you are financially. Know firsthand how much you have, where it is, where it goes and what your potential is.

2. Develop a plan for saving. Commit to a regular amount at regular intervals.

3. If you haven’t already, go open a savings account.

4. Put some money away this week. If you can only put $10 away, that is fine. If you can put $1,000 away, that is fine, too. The key is to actually do it!
ONE-YEAR SUCCESS PLAN

WEEK 16

INVESTING

FOURTH PILLAR OF SUCCESS
Finances, Part Three: Investing

JIM ROHN

Powered by SUCCESS
Investing is very different from saving. Investing involves risk—calculated risk—and the possibility for much more reward. Saving and investing are done for different reasons and with different desired goals and outcomes. By taking a portion of our income and turning it into capital to be invested, we will be actively working toward our goal of financial independence.

QUESTIONS FOR REFLECTION:
Q. Do you have an investment plan? Do you follow it? How well? ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________

Q. Do you have a plan to invest in hard assets? Income-producing assets? ___________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________

Q. What ideas do you have that you can invest in? ______________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________

Q. Are you investing in your company? If so how? If you don’t have a company, have you considered starting one? What would it take for you to step out and do so? _________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________ ________________________________________________________________________________________________
**ACTION POINTS:**

1. Take some time this week to review your investments and/or your investment plan.

2. Go to the library or bookstore and buy a book on investing that can help you move toward a better understanding of the topic.

3. Make an appointment with your financial advisor, if you have one, to take another look at where you are and where you are going with your investments.

4. Make a commitment to invest a percentage of your income on a regular/consistent basis.

5. Sit down and work on an investment plan, looking at compound interest and what you will invest, to chart out what kind of wealth you will attain through your goals.

6. Find some “extra” money in your budget to commit to invest. Cut back in an area and commit that money for investments.
ONE-YEAR SUCCESS PLAN

WEEK 17

GIVING

FOURTH PILLAR OF SUCCESS
Finances, Part Four: Giving

JIMROHN

Powered by SUCCESS®
Giving a portion of your resources away is one of the most powerful principles you will ever embrace. It seems counterintuitive, but the truth is that giving will help you achieve the financial freedom you desire. Amazingly, giving makes you bigger than you are. The more you pour out, the more life will be able to pour back in. So giving a percentage of your resources away will help you not only have more money, but enjoy it more as well, and that is the best benefit.

QUESTIONS FOR REFLECTION:

Q. Do you feel like you have a proper perspective on money? Has giving been a part of that? How so? __________________________

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Q. How aware of others are you? How can giving help you specifically become more aware of the needs of others? ____

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Q. In what ways are you currently a difference maker with your money? In what specific ways would you like to become a difference maker with your money in the future? ____________

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Q. Have you thought through your giving? What conclusions have you come to? __________________________________________
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Q. Do you have giving budgeted into your financial plan? Do you make it a scheduled part of your finances? __________
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**ACTION POINTS:**

1. Think through your perspective on giving. What were you taught as a child about giving? What people or organizations would you like to support? What causes?

2. Take a look at your overall budget. If you don’t already have one, make a specific plan to give away some money on a regular basis. Even if it is just a small amount, make the commitment.

3. Write a check. That’s right. Take out your checkbook and make a specific contribution. Even if it is only $10, give the money away to a group that is making a difference in a way you believe in. Of course, if you can give more than $10, by all means do so—be as generous as you can!
FIFTH PILLAR OF SUCCESS

Relationships, Part One: Basics of Healthy Relationships
There are certain fundamentals that, if mastered, will take you down the road of healthy relationships. The key to understanding relationships is that relationships involve people. And while every person is different, there are general principles that make most people tick. If we understand these basics or fundamentals and operate accordingly, we can make our bad relationships good and our good relationships great.

QUESTIONS FOR REFLECTION:

Q. What do you think about the distinction between love and like? Can you love everyone, even if you don’t like them? Do you feel like you love others? How so? ____________________________

Q. Are you a person characterized by serving others? How? What would others say about you in regard to this question? __

Q. How are your communication skills? Do they hurt or hinder your ability to develop and maintain positive relationships? In what area do you need to grow most? ____________________________
Q. Would you describe yourself as a person of patience? Do you lose it with people? What things really make you lose your patience? What can you do to change that?

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Q. Are you having fun in your relationships? How? What can you do to cultivate more fun?

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ACTION POINTS:

1. Think of a person you interact with regularly whom you neither like nor love. Now, this week, make every effort to love that person by treating him or her right and honorably, no matter how they act.

2. Make it a goal to serve one or two people each day selflessly without expecting anything in return. Do something for them that they would appreciate.

3. Think about one area of your communication skills that needs improvement. Now, each day this week, work on it. If it is listening, for example, tell yourself as you go through the day, “Don’t speak yet. Listen. Really listen.” Only after you have disciplined yourself to grow in this way should you then speak.

4. Think of a relationship that used to be more fun. It may be with a spouse or a friend, but you just haven’t done anything fun lately. Now, plan something fun for this week and do it! Get out and enjoy that other person!
FIFTH PILLAR OF SUCCESS
Relationships, Part Two: Family & Spousal Relationships

JIM ROHN
The primary relationships most people have are with their family. Yes, that wonderful enigma we call family, those deep and meaningful relationships that can bring the highlights—and the lowlights—of life. That group of people, many of whom we didn’t even get to choose, who will walk through this life with us. Your family relationships must be cultivated like a garden. Time, effort and imagination must be summoned constantly to keep any relationship growing and flourishing.

QUESTIONS FOR REFLECTION:
Q. Do you know the best way to express love to your spouse so they interpret it as love and can appreciate it the most? Do you tell and show your spouse and kids that you love them each and every day? ____________________________________________
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Q. Would your family characterize you as having a serving attitude and heart toward the rest of the family? Why or why not? In what ways could you become a person who serves better? ____________________________________________
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Q. Are your family relationships characterized by honest and open communication? If not, what is the hindrance? What could you do to open up the communication? ______________________________________
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Q. Are you patient with your spouse and children? Who are you most patient with? What are the things that trigger a lack of patience in you? How can you improve in that area? _________
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Q. When was the last time you had fun—real fun—with each member of your family? What kinds of fun things do you like to do with your spouse? What kinds of fun things do you like to do with your kids? More important, what fun things do they like to do with you? ____________________________
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**ACTION POINTS:**

1. Make a conscious effort to tell each member of your family that you love them—each day!

Begin to serve the people in your family. Do something for them “just because” with no expectation of anything in return.

2. Take a night this week and set it aside to communicate with your spouse. Also take some time this week to talk to your kids. Really talk to them, not just “shooting the breeze.”

3. The next time you are tempted to lose patience, take control and exert more patience than you usually show.

4. Plan a day or afternoon—if you can’t do a whole day—of fun with your whole family in the next two weeks. Get it on the schedule in the next couple of days.
Second to family, friends are the most important relationships we have. Friendships are unique because they are the relationships we have that are almost entirely voluntary. You don’t get to choose your parents or your siblings, but you do get to choose your friends. So many times, we find these relationships provide matchless dynamics not found in our other relationships. These can, in their own special way, enhance our other relationships, making these friendships especially unique.

QUESTIONS FOR REFLECTION:
Q. How would you evaluate the associations you call friends? Are they good in that they make you a better person, or do they hold you back and nudge you off course? ________________

Q. How much time do you devote each week to your friendships? Are you proactive about maintaining your friendships and spending time on them? ________________
Q. Do you have a good balance of fun and meaningful times with your friends? How so? __________________________________________
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Q. In what areas are your friends resources for you? To what degree do you take advantage of that? Are you allowing your friends to influence you in all the great ways they can? If not, how can you increase their influence? __________________________________________
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Q. Would you say that you are characterized by care for your friends? How can you develop this aspect even more? In what ways do your friends need your care now? ____________________________
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ACTION POINTS:

1. Take some time this week to evaluate the level of associations you have in your friendships. On a scale of one to 10, rate your friendships in regard to what kind of person they make you.

2. Talk to a friend this week about scheduling a regular time together so that you are proactive about your friendship.

3. Take a step in balancing your friendships. This week when you get together, if you are normally fun-oriented, be serious. And if you are normally serious, schedule something fun!

4. Do something this week that shows you care for your friends. Don’t just think it—do it!
ONE-YEAR SUCCESS PLAN

WEEK 21

BUSINESS RELATIONSHIPS

FIFTH PILLAR OF SUCCESS
Relationships, Part Four: Business Relationships

JIM ROHN
Many people don’t understand how powerful relationships are in business. You cannot succeed by yourself. It is hard to find a rich hermit. So many times, we underestimate this unique dynamic and the potential it has to take us to new levels in our businesses. We may understand that family and friends are about relationships, but mistakenly think “business is business.” The fact is, even in business, relationships rule. Think for a moment about two salespeople: one is a friend and one you’ve never met. When it comes right down to it, you are most likely to buy from the one you know. That is the foundation of relationships.

QUESTIONS FOR REFLECTION:
Q. When you take an honest look at your integrity, what do you see? In what areas do you think you might be shortsighted or are cutting some corners in the area of integrity? ____________________________
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Q. Do you feel as though your business relationships are win-win? Why or why not? Regardless of where you are, how could you improve these relationships? ____________________________
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Q. Are you a loyal person? If so, what makes you think so? What kinds of circumstances would you be willing to be loyal through? What kinds of circumstances would you be unwilling to be loyal through? ______________________________________________________________________
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Q. Are you more of a giver or a taker? What makes you think so? In what ways are you most generous as a giver? Time? Money? Energy? Or something else? __________________________________________
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Q. Do you keep records of your business relationships that go beyond the business, the kind that allow you to open up more of a relationship? __________________________________________________________________________
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**ACTION POINTS:**

1. Do something this week to demonstrate for one of your business relationships that you honor them and find them of great value.

2. Do something this week to make your business relationships more of a win-win proposition.

3. Do something specific this week to be a giver toward those you do business with.

4. Take some time this week to get to know one or more of your business contacts so you can develop more of a relationship with them. Be sure to make records that you can refer to later to follow up.
SIXTH PILLAR OF SUCCESS

Time Management, Part One: Philosophy & Values

JIM ROHN

ONE-YEAR SUCCESS PLAN

WEEK 22
As important as how to manage our time is first and foremost the why, since the why is the force that pulls us toward our dreams and determines the how. Discover the philosophy of time management and what your priorities should be based on the values we believe in and hold in the highest regard.

QUESTIONS FOR REFLECTION:

Q. What do you think about Jim’s idea of stewardship? Have you ever thought of your life in this way? How is it helpful? ___
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Q. Who in your life means the most to you? How will managing your time enable you to spend more time with them? What are two things you can do to manage your time so as to increase the time you can spend with them? ________________
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Q. In what ways do you exert choice in your life? Have you ever thought of time management as a choice? How is that concept helpful to you? What choices do you need to start making? ________________________________________________________________________________
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Q. In what areas would you like to start seeing fulfillment in your life? In what ways is time management connected to those areas of personal fulfillment? ________________________________________________________________________________
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Q. What are your top five priorities in life? How much time do you spend on them each week? How much time would you like to spend on them each week? ________________________________________________________________________________
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ACTION POINTS:

1. Come up with your three main compelling reasons for managing your time. List them.

2. Make your complete priorities list. Categorize and list in order of importance.

3. Spend this week trying to live in line with your priorities. Be specific and live them according to your list.

4. Be conscious about the choices you are making each day. With every choice you make, think about its relationship to how you are managing your time.
ONE-YEAR SUCCESS PLAN

WEEK 23

CREATING A PROACTIVE SCHEDULE

SIXTH PILLAR OF SUCCESS
Time Management, Part Two: Creating a Proactive Schedule

JIM ROHN
Once you know why you are managing your time and the priorities and values you strive for, then it is important to understand where you currently spend your time and how to strategically budget for maximum performance. You see, something will always master and something will always serve. Either you run the day or it runs you.

QUESTIONS FOR REFLECTION:

Q. Before you take an inventory of your time, in what areas do you think you do well? In what areas do you think you spend too much time? ______________________________________________________
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Q. Determine how much time is appropriate for you in each major area of your life so that you can live according to your priorities and achieve what you desire. ______________________________________
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Q. After you have inventoried your time for a day or two, how did you rate? In what areas were you surprised by how much time you spent? In what areas did you spend too little time? _____
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Q. As you think about writing a time budget, when would work best for you to write it? Sunday night? Monday morning? Two times a week, or each day? __________________________

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ACTION POINTS:

1. Take an inventory of your time for a day and analyze it. How did it match your priorities?

2. Take an inventory for three days and analyze it. How did it match your priorities?

3. Take an inventory of your time for a week and analyze it. How did it match your priorities?

4. Decide when you will sit down and budget your time so that you can maximize your time for living out your priorities.

5. Commit each day, every day, to living out your short-term tasks according to your priorities so that they will eventually add up over time and equal your desired long-term results.
ONE-YEAR SUCCESS PLAN

WEEK 24

BREAKING THROUGH BARRIERS

SIXTH PILLAR OF SUCCESS
Time Management, Part Three: Breaking Through Barriers

JIM ROHN
Learn to eliminate time wasters and overcome procrastination. Many folks know what to do, but it is often the things we shouldn’t spend our time on that get us off track. It’s important that we not mistake movement for achievement. It’s easy to get tricked by being busy, but the key question is: Busy doing what?

**QUESTIONS FOR REFLECTION:**

Q. What are your major time wasters? Why? ____________________________
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Q. Are your time wasters usually of the “urgent” kind or the pleasurable nature? ________________________
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Q. Of the urgent kind, which come up most often? What about the pleasurable kind? ____________________
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Q. What is the major reason you procrastinate? What can you do to overcome it? ______________________
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Q. Of the three best ways to overcome procrastination, which works best for you? Is there a better way that works for you? What is it? _________________________
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ACTION POINTS:

1. List the ways you waste time by the number of the problems they pose for you from greatest to least. Spend some time this week being specifically aware of these, and do what you can to say no to them, focusing instead on your priorities.

2. Take some time to look forward at upcoming things due and work a little on them so they do not become urgent later on. As you do, work as little as possible on those things that are telling you they are urgent now. This will begin the process of eliminating the “urgent” from your life and moving you to the important.

3. Spend some time this week working against the “pleasurable” that you spend time on instead of your priorities. Specifically, turn away from them in an act of discipline.

4. Take specific action this week to watch less television and spend that time on other important things around the house.

5. Work on how well you handle phone and e-mail time. These are major time wasters, so get a hold of them!
ONE-YEAR SUCCESS PLAN

WEEK 25

GAINING MORE TIME

SIXTH PILLAR OF SUCCESS
Time Management, Part Four: Gaining More Time

JIM ROHN
Learn to reclaim one to two hours a day through delegating, skill improvement, multitasking and improved focus. These are things anyone can do to gain more time in their day. Yes, there are only 24 hours in each day, but we can maximize those hours by working “smarter” rather than longer, and employing other skills along with our time management.

QUESTIONS FOR REFLECTION:
Q. How many hours per week would you like to “gain”? What will that enable you to accomplish in other important areas of your life? ______________________________________________________________________________________
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Q. Which of the strategies Jim mentioned do you need to work on the most? Why? Which strategy do you feel you’ve mastered? Why? __________________________________________________________________________
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Q. What things can you delegate right now? What could you do to get more of your work delegated? _____________________________

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Q. What can you do to become more focused? What tends to be your biggest distraction? _____________________________

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ACTION POINTS:

1. Choose one thing you can delegate and do it. By the end of the week you should have at least one thing off your plate.

2. Choose a skill to improve upon at work or in your personal life so that it will cut down the time you spend on it.
3. Set a goal for the time you would like to leave the office each day and make it a priority to try and meet that goal. This will force you to work smarter during the day so you can leave at that time.

4. Pick two or three of the Top 10 Ways to Gain Two Hours a Day or More noted in the Week 25 lesson and do them.

5. Shut off the TV and in the time you normally would have watched, choose to do something you have been meaning to get to.
ONE-YEAR SUCCESS PLAN

WEEK 26

MID-YEAR REVIEW

JIM ROHN

Powered by SUCCESS®
We have hit the halfway point of the one-year plan.

Take time now to review the past six months and take additional notes. See what stands out to you. Make two kinds of notes:

First, reflect upon what is working—what improvements and changes you are developing and seeing in your life.

Second, see what hits you right between the eyes—areas you see that you can grow or improve upon. Make notes as to which one or two things you can, or should, start doing to help bring more awareness and change. Finally, ask yourself, “Am I heading in the right direction?”
DEVELOPING THE ATTITUDE FOR NETWORKING

SEVENTH PILLAR OF SUCCESS
Networking and Referrals, Part One: Developing the Attitude for Networking

JIM ROHN
The old saying is true that your attitude determines your altitude. You will only go as far as your attitude will carry you. There are certain attitudes you must have toward circumstances and those that you must have toward yourself and others. Your attitude also governs the process of what takes place when you are networking.

**QUESTIONS FOR REFLECTION:**

Q. On a scale of one to 10, how would you rate your attitude about life and work, about your circumstances, about yourself, about others and about the networking process? Why?  

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Q. Which of Jim’s points on attitude hit closest to home for you? Why?  

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Q. What is one thing you can do to improve your attitude this week? Which area should you work on the hardest? __________

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Q. Would you say your attitude is more of an optimist or pessimist? __________

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Why is that? __________

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Q. How do you think your attitude affects your ability to network? In what specific ways? __________

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ACTION POINTS:
1. Decide which two areas of attitude you are going to begin working on.

2. Write down on 3-by-5 cards the attitudes that Jim mentioned and read them at least three times a day all week. Embed them into your mind and heart.

3. Decide on at least three specific actions you can take to turn your attitude into a reality. For example, if you choose “I am not easily angered,” what will you do the next time you are tempted to get angry?

4. Take a look at the deals and agreements you are going to make this week. Write down how you are going to make sure that they are win-win, and then follow through.
BECOMING A PERSON OF INFLUENCE

SEVENTH PILLAR OF SUCCESS
Networking and Referrals, Part Two: Becoming a Person of Influence
The ability to attract and influence others is paramount to being a successful networker. Discover the principles of influence and what motivates others to follow your lead, which, in turn, builds your network. Learn to expand your contact list with people who want to go with you to greater heights.

QUESTIONS FOR REFLECTION:
Q. Are you a person of high character? Why or why not? Would others describe you this way? What areas of your character do you need to work on? ________________________________

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Q. Are you further along than others in your field and similar positions? In what areas? In what areas do you need to grow in order to broaden your influence? ________________

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Q. Are you a person who helps others? How? Do you agree with the principle that being a servant enables you to influence to a greater degree? Why or why not?

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Q. How big is your contact list? What can you do to make it bigger and more effective in your networking?

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Q. In what ways can you use technology to increase your effectiveness in growing your networking base?

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ACTION POINTS:

1. Take action on your character. Is there an area that you are a little weak in? Perhaps you tell “little white lies”? Take action and make the change you need in order to strengthen your character.

2. Take at least two steps this week to improve yourself so you move forward and can honestly say you are ahead of others and can influence them.


4. Take a look at your contact list. Update it. Delete the old contacts that you no longer need.

5. Add at least five new contacts to your contact list. Imagine if you did this every week. That would be 260 great contacts every year! Many people don’t even have 250 people in their total network, let alone in their new contacts.
SEVENTH PILLAR OF SUCCESS
Networking and Referrals, Part Three: Working Your Network

JIM ROHN
It takes a certain degree of skill to search for and gain new referrals to expand your business. Learn how to develop your network and grow your business—what to do before a meeting, during a meeting and after a meeting. It’s all designed to help you grow your business through an expanding network of people.

**QUESTIONS FOR REFLECTION:**

Q. How are you as a networker? Why? ________________________________________
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Q. How many people would you say are in your network? The way to define this is by how many people you can pick up the phone and ask for a favor, a lead or advice. They are your network. ____________________________________________________________
_________________________________________________________________________

Q. How diligent would you say you are? Why? _____________________________
_________________________________________________________________________

Q. Would you consider yourself an inquisitive person? Why or why not? How well do you communicate with others in terms of getting to know them? __________________________________________________________
_________________________________________________________________________

Q. Do you have a system that you use to network and follow up? ________________________________
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Q. From looking through the before, during and after the meeting thoughts, which would you say you are strongest at? Weakest? _________________________________________________________________________________________
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ACTION POINTS:

1. Get your system in order. Make sure it is a “beginning-to-end” system that will help you keep track of people and follow up with them as well.

2. Take some time to think through the characteristics that Jim shared about successful networkers. Take some specific actions to make them a reality in your life this week.

3. Go to a large group meeting this week, whether it is Rotary Club, Kiwanis, the chamber of commerce, etc. Use the techniques suggested above to expand your network.

4. Have at least two follow-up one-on-one meetings with people, and use the guidelines shared with you in this week’s lesson to make them a success.
SEVENTH PILLAR OF SUCCESS
Networking and Referrals, Part Four: Getting the Referral

JIM ROHN

Powered by SUCCESS®
The success of your business depends on keeping your current customers satisfied while at the same time gaining new customers. The key to getting new customers is getting the referral. Learn a technique for this and the ins and outs of working with people in such a way that they help you find others to grow your business—and gladly refer you!

QUESTIONS FOR REFLECTION:
Q. Do you give much thought to the people you are asking to be referred to? How so? Do you make sure they are a good fit, or do you use the shotgun approach? ________________
________________________________________________________________________
________________________________________________________________________
Q. Would people consider you a “safe” referral? Why or why not? Is there anything you do that may be considered “unsafe?”
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Q. What value do you bring to others? Do other people see you that way? Have you done a good job making sure people understand that? How so? ________________
________________________________________________________________________
________________________________________________________________________
Q. When people ask, “What's in it for me?” about your request for a referral, what answer do they come up with? In other words, what do you do or provide for the person who is giving you the referral? _____________________________________________________________________________
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**ACTION POINTS:**

1. Think through Jim’s points this week and commit to becoming the kind of person he talks about, particularly one who is safe and one who provides value. Do something specific that shows others this is the kind of person you are.

2. Sow some seeds this week in your relationships. Let people know that you need referrals to keep your business growing and that you are going to talk to them about it soon.

3. Give something to everyone you come in contact with—anything, from a gift, to a piece of advice, to encouragement, to a referral. Think of ways, and act on them, in which you can help others.

4. Ask. Simple. Get in front of them or call on the phone. Reach deep down inside, find your “boldness” and ask!
ONE-YEAR SUCCESS PLAN

WEEK 31

ATTITUDES OF SUCCESSFUL SALESPEOPLE

EIGHTH PILLAR OF SUCCESS
Selling and Negotiation Skills, Part One: Attitudes of Successful Salespeople

JIM ROTH
Selling is a noble occupation, though some think otherwise. In fact, we are all in sales every day. We are selling people all of the time. In addition, our attitude, as well as getting and staying motivated are vitally important and will make or break a salesperson.

QUESTIONS FOR REFLECTION:

Q. We studied goals in month two. How are you coming on those? Do you have a goal program in place? Are you writing them down and following through? ____________________________________________

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______________________________________________________________________________

______________________________________________________________________________

Q. How are you with your attitude? Are you a positive and optimistic person? How so? Of Jim's three attitudes, which do you feel you've mastered and which do you need to work on?

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Q. How is your motivation? Do you find it easy or hard to stay motivated? What is the best thing you have found to keep yourself motivated? ____________________________________________

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ACTION POINTS:

1. Take some time this week to review your goals. Evaluate the ones you currently have and establish some new ones. Stretch yourself. Come up with at least three new goals, especially if it has been a while since you last looked at them.

2. Work on your ability to create the “why.” Figure out the compelling reasons why people should buy from you. It may have to do with your product or service or you as a person—probably both! Come up with at least five reasons and commit them to memory.

3. Do a serious attitude check. Maybe even ask a friend, family member or co-worker for honest feedback on your attitude. Take a long look at the three attitudes that Jim mentioned and see if you have them. If not, create action steps that would demonstrate those attitudes. Doing them will create them!

4. Take at least three steps this week to get or stay motivated.
ONE-YEAR SUCCESS PLAN

WEEK 32

PROSPECTING

EIGHTH PILLAR OF SUCCESS
Selling and Negotiation Skills, Part Two: Prospecting

JIM ROTH
Because sales and success are a numbers game, you need to learn how to look at sales from this perspective in order to be successful. Discover ways to get in front of a large number of people so that you can close a higher percentage of sales calls. Learn the importance of knowing your stuff—what you need to know about yourself, your prospect and your product—and the importance of understanding how to sell to different personality types.

QUESTIONS FOR REFLECTION:

Q. Do you know your stuff? What do you know about yourself—your strengths, your weaknesses? How could you increase that knowledge? ____________________________________________________________________________________
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Q. What do you know about your prospects? How can you increase that knowledge? ____________________________________________________________________________________
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Q. Do you know your stuff? What are you particularly aware of about your product that Jim mentioned? How could you increase that knowledge? ___________________________________________________________
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Q. How familiar are you with personality types? Do you find it helpful or not? Why? ________________________________
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Q. How are you at playing the numbers game? What can you do to get better at it? ________________________________
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**ACTION POINTS:**

1. Pick one area of your “self” to learn more about this week. It might be a strength or weakness or some other area, but get to know yourself a bit better.

2. Learn at least one fact about at least five prospects this week. Then see how those facts might help you connect with, serve and sell to them.

3. Take the knowledge of your product or service to the next level! Learn at least three new things about your product. Get to know them, memorize them and practice verbalizing them!

4. Increase your numbers. Do one of the suggested items and get to know more people. Then establish a time to get together with some of them.
ONE-YEAR SUCCESS PLAN

WEEK 33

BUILDING RELATIONSHIPS

EIGHTH PILLAR OF SUCCESS
Selling and Negotiation Skills, Part Three: Building Relationships

JIM ROHN

Powered by SUCCESS
In selling, as in life, relationships are the most important factor. We don’t sell to companies—we sell to people! People always make the decisions. Discover how to be a great listener and how to reposition yourself from being known as a salesperson to becoming seen as an educator and consultant who helps people make the best buying decisions.

**QUESTIONS FOR REFLECTION:**

Q. Would you consider yourself an educator? Why or why not? In what ways do you educate people? ____________________
________________________________________________________________________________________________________
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Q. Would you consider yourself a consultant? Why or why not? In what ways do you consult with people? ____________
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Q. How are your listening skills? Which of the tips that Jim mentioned would be best for you to work on this week? _____
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Q. How are your relationships? In what ways could your relationships improve?

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ACTION POINTS:

1. In one of your client interactions this week, position yourself as an educator and work with them from that perspective.

2. In one of your client interactions this week, position yourself as a consultant and work with them from that perspective.

3. Pick three of the listening skills you most need to work on and purposefully put them into practice this week when you interact with others.

4. Make a conscious effort this week to develop your relationships. Pick two or three relationships you need to improve and make an effort to do so.
ONE-YEAR SUCCESS PLAN

WEEK 34

GETTING REFERRALS/NEGOTIATION SKILLS

EIGHTH PILLAR OF SUCCESS
Selling and Negotiation Skills, Part Four: Getting
Referrals/Negotiation Skills

JIM ROHN

Powered by SUCCESS®
Learn how to get referrals so your business is ever-expanding. That is the key to a successful sales business—the ever-expanding network of people to draw sales from. Plus, the basics of negotiation. This will have an emphasis on how to get both sides into a winning position so they can be happy with the sale.

QUESTIONS FOR REFLECTION:
Q. How comfortable are you with negotiation? Why? ____________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Q. On a scale of one to ten, with ten being very good, how would you rate your ability to negotiate in a win-win manner? __
________________________________________________________________________________________________________

Q. How would you rate your listening skills? ________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Q. How skilled are you at making sure that everyone understands the other party in the negotiation process? ____________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Q. How good are you at focusing on solutions? Why? ____________
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ACTION POINTS:

1. As you enter into a negotiation this week, determine that you will create a win-win relationship or deal. Tell yourself that as you begin and then stick to it.

2. As you enter into a negotiation this week, make a determined effort to listen before you speak.

3. As you enter into a negotiation this week, practice the statements Jim shared that bring you to an understanding of each other’s positions.

4. As you enter into a negotiation this week, seek solutions rather than focusing on problems.
This week is an off week so you can review past lessons.

Use this week’s workbook pages to take notes or reflect on lessons learned so far in the program.

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ONE-YEAR SUCCESS PLAN

WEEK 36

FUNDAMENTALS OF EFFECTIVE COMMUNICATION

NINTH PILLAR OF SUCCESS
Communication/Presentation, Part One: Fundamentals of Effective Communication & Overcoming Communication Obstacles

JIM ROHN
Discover the basic parts and kinds of communication that help you convey your message well. Plus, learn the obstacles that get in the way between you and effective communication.

QUESTIONS FOR REFLECTION:

Q. Based on the way you currently communicate, would you say that your words bring life or death to those around you? Why?

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Q. How purposeful would you say you communicate?

________________________________________________________________________________________________________

________________________________________________________________________________________________________

________________________________________________________________________________________________________

Q. Do your actions back up your words?

________________________________________________________________________________________________________

________________________________________________________________________________________________________

Q. Are you a good listener? Would those around you agree?

________________________________________________________________________________________________________

ACTION POINTS:

1. Use your communication to bring life this week. Use only words that will bring about positive responses rather than negative ones.
2. Make a specific attempt to be purposeful in your communication. Know before you communicate what you want to accomplish. Set a goal, and then communicate to achieve it.

3. Practice listening. When you are listening to someone speak this week, don’t just think about what you are going to say next—listen, too.

4. Spend some time thinking about the people you communicate with and how you can overcome the natural obstacles you face in that communication. Take at least one specific step to overcome one of the obstacles you face at one of the different stages.
ONE-YEAR SUCCESS PLAN

WEEK 37

RELATIONSHIP & BUSINESS COMMUNICATIONS

NINTH PILLAR OF SUCCESS
Communication/Presentation, Part Two: Improving Relationship & Business Communications

JIM ROHN

Powered by SUCCESS®
Learn the two basic kinds of communication: business communications and our everyday relationship communications. Discover how to improve both, so you can excel and enjoy every area of your life.

QUESTIONS FOR REFLECTION:
Q. How would you describe your business communications? Excellent, good, fair or poor? Why? ____________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
Q. Which of the goals of business communication are you reaching now? Which do you need to work on the most? How can you do so? ____________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
Q. Which of the specific ways of business communicating do you do the best? Which one do you need to improve? ______
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
Q. Which of the goals of interpersonal communication are you reaching now? Which do you need to work on the most? How can you do so? ____________________________
________________________________________________________________________________________________________
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ACTION POINTS:

1. Take some time this week to reflect upon how well your communication supports the goals of building your business and growing your business relationships.

2. Choose two of the specific ways Jim talked about to improve your business communications and make a commitment to utilize them each day.

3. At least three times this week, spend time with a friend, sibling or your spouse and communicate with them in such a way that shows affection, vulnerability or the desire to know them more deeply.
ONE-YEAR SUCCESS PLAN

WEEK 38

VERBAL & NONVERBAL COMMUNICATION & LISTENING SKILLS

NINTH PILLAR OF SUCCESS
Communication/Presentation, Part Three: Verbal & Nonverbal
Communication & Listening Skills

JIM ROHN
Most of us are aware of our verbal communication, but less so of our nonverbal communication. Learn how to be a better listener and why it pays to do so.

**QUESTIONS FOR REFLECTION:**

Q. How is your verbal communication? Why? ______________

________________________________________________________________________________________________________

Q. How is your nonverbal communication? Why? __________

________________________________________________________________________________________________________

Q. Which area of verbal communication is a strength for you and which is a weakness? ______________

________________________________________________________________________________________________________

Q. Which area of nonverbal communication is a strength for you and which is a weakness? ______________

________________________________________________________________________________________________________

Q. Which of the things you should listen for is the most important for you to focus on? Why? ______________

________________________________________________________________________________________________________
ACTION POINTS:

1. Pick one of the areas of verbal communication to work on this week and then make an effort to develop that area in every communication opportunity you have throughout the week.

2. Pick one of the areas of nonverbal communication to work on this week and then make an effort to develop that area in every communication opportunity you have during the week.

3. As you listen to others this week, make an effort to “hear” all of the different things that they communicate. Then, as you speak to them, speak to those things that they have “told” you are important to them.
NINTH PILLAR OF SUCCESS

Communication/Presentation, Part Four: The Essentials of Effective Presentations & Using Communication to Further Your Dreams
Become a better speaker for when you are called upon to give a presentation. Whether you present once a year or once a week, the tips Jim shares will make a big difference. Learn how communication plays a significant role in the pursuit and achievement of your dreams.

QUESTIONS FOR REFLECTION:
Q. What area of your presentation skills do you feel you’ve mastered? What area do you need to work on? ______________
______________________________
______________________________
Q. In what ways can you use communication to further your dreams? Who do you need to communicate with most right now? ______________
______________________________
______________________________

ACTION POINTS:
1. Choose three of Jim’s points on becoming a more effective presenter and then put them into practice the next time you are called upon to speak. If not this week, then as soon as possible.

2. Take each of the categories described above (those who work with you, those who support you and those in your network) and communicate your dreams this week in some way.
THE FOUNDA TIONAL PRINCIPLES OF LEADERSHIP AND DEVELOPING A POWERFUL VISION

TENTH PILLAR OF SUCCESS
Leadership, Part One: The Foundational Principles of Leadership & Developing a Powerful Vision

JIMROHN
Many times, people mistakenly define leaders as people who hold high-profile positions, such as the president of the United States or the leader of a large social movement. But leadership is so much more than that. Anyone who has a role in shaping the lives of others needs to develop leadership skills, whether it is a parent or a small-business owner, or the CEO of a large multinational corporation. And, surprisingly, most leadership principles are highly transferable between a broad cross-section of leadership situations.

QUESTIONS FOR REFLECTION:

Q. Would you say that you have become more than average? Enough to become a leader? A great leader? Why or why not? If not, why not? ________________________________

________________________________________

________________________________________

________________________________________

________________________________________

Q. Character? At what level is your character? Is it high enough to lead those you want to follow? What could you do to strengthen your character? ________________________________

________________________________________

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________________________________________
Q. What kind of vision do you have for the group you lead? Is it clear? Is it compelling? Is it big enough? ______________________________________
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**ACTION POINTS:**

1. Take one or two specific areas in which you need to work on your character this week and discipline yourself to become stronger in that area. For example, if you have trouble with “little white lies,” begin to be completely truthful.

2. Define a couple of areas in which you are average. Then decide what you can specifically do to raise yourself to above average.

3. Perform at least two specific actions per day to communicate in such a way that will lead your team to new heights.
ONE-YEAR SUCCESS PLAN

WEEK 41

CHARACTER: THE CORE OF LEADERSHIP & LEADERSHIP MISTAKES TO AVOID

TENTH PILLAR OF SUCCESS
Leadership, Part Two: Character, The Core of Leadership & Leadership Mistakes to Avoid

JIM ROHN

Powered by SUCCESS®
What is the core element of leadership? Character. Learn what it means to be a person of character who can lead others forward, and discover how character is essential to successfully lead others.

QUESTIONS FOR REFLECTION:

Q. How would you rate the strength of your character? Why?

__________________________________________________________________________________________________________

__________________________________________________________________________________________________________

Q. How honest are you? If you struggle with honesty, what do you think are the reasons? In what areas can you improve your honesty?

__________________________________________________________________________________________________________

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Q. How would you rate your ability to sacrifice for the good of your organization? How would those who follow you rate you in this area? Why? In what ways could you improve this ability for those who follow you?

__________________________________________________________________________________________________________

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__________________________________________________________________________________________________________
Q. How much self-control do you exhibit? Are there areas of your life that you have a lack of self-control? How do those areas affect your leadership capacity? _______________________________________
________________________________________________________________________________________________________
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**ACTION POINTS:**

1. Spend some time this week alone and away to reflect on your character. Write down the areas you need to work on and then come up with some action points for this week. For example, if you have a habit of “stretching the truth,” then commit to telling the truth in all situations.

2. As you go about your leadership this week, make at least three points to give power away to others so they can help you in your leadership skills.

3. Sit down and think of at least two hard decisions you have been putting off. Now, this week, make those decisions and put them into action.
ONE-YEAR SUCCESS PLAN

WEEK 42

SKILLS FOR EFFECTIVE LEADERSHIP

TENTH PILLAR OF SUCCESS
Leadership, Part Three: Skills Needed for Effective Leadership &
Developing Potential Leaders in Your Organization.

JIM ROHN
Discover the basic skills that effective leaders must demonstrate and some strategic ways to develop other leaders around you to ensure a new generation of leaders.

**QUESTIONS FOR REFLECTION:**

Q. How well do you communicate your vision to your followers? Do you make the jump from having it in your head to having your team understand?  

Q. How inspirational are you? What could you do to help stir the hearts of your followers better?  

Q. How good are you at setting goals? Strategies? The course of action?  

Q. How often do you teach those who serve under you? In what ways could you take more opportunities to teach others this week?
TENTH PILLAR OF SUCCESS
Leadership, Part Four: Becoming the Best Leader You Can Be, Taking Care of Yourself & Motivating Those Who Follow You in Good Times and Tough Times
In this day and age, it is even more important for the leader to closely guard their personal growth and development.

QUESTIONS FOR REFLECTION:

Q. How well do you take care of yourself? Would others agree? 
Where do you fall short?__________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________

Q. Do you take a day off each week? __________________________
__________________________________________________________________

Q. In what way do you sacrifice yourself for the sake of your followers? How can you change that to make it healthier and help them for a longer time? ________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________

Q. Do you have a plan for taking care of yourself? ____________
__________________________________________________________________

Q. Put the following in order of how well you take care of yourself: spiritual, physical, emotional, intellectual. What order would you like them to be in? ________________
__________________________________________________________________
__________________________________________________________________
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__________________________________________________________________
**ACTION POINTS:**

1. Take some time this week to lay out a basic plan for taking care of yourself.

2. Take at least two hours this week to invest in yourself in the following areas: emotional, physical, spiritual and intellectual.

3. Take a day off in the next week and do no work; instead, give yourself time to rest.

4. Do something fun! Remember: “All work and no play makes Johnny a dull boy (and Suzie a dull girl).” Life is short—enjoy it!
ONE-YEAR SUCCESS PLAN

WEEK 44

YOU ARE A GENIUS!

ELEVENTH PILLAR OF SUCCESS
Accelerated Learning, Part One: You Are a Genius!

JIM ROTHN

Powered by SUCCESS®
Unlock and tap into the incredible and powerful potential in your mind. Discover the attitudes of successful learners and how your attitude about learning will determine how far you go in your life and career.

QUESTIONS FOR REFLECTION:

Q. Do you believe that you have a tremendous capacity to learn? ____________________________________________________________

Q. Do you believe that you can learn anything if you discipline yourself? ____________________________________________________________

Q. Which of the barriers is toughest for you to break through? Why?
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

Q. Which of the attitudes do you need to work on most? Why?
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
ACTION POINTS:

1. Begin to reprogram your mind with new, positive beliefs. Spend some time giving yourself positive affirmations regarding your ability and potential.

2. Pick up a book or audio program and learn something!

3. Review and repeat what you learn from that book or audio program.

4. Apply that information in some tangible way and learn from that experience. For example, maybe you read about a new sales technique. When you go to your next sales call, try it. Then learn from what takes place.
SIX STAGES OF LEARNING

ELEVENTH PILLAR OF SUCCESS
Accelerated Learning, Part Two: Six Stages of Learning & Learning Styles

Jim Rohn
Discover how to accelerate your learning and what your unique learning strengths and weaknesses are. Learn how to find your particular learning style, and how to best tailor your learning to fit your unique needs.

QUESTIONS FOR REFLECTION:

Q. Do you develop your state of mind for learning as Jim discussed? How so? What could you improve? __________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Q. How deeply do you explore your subjects? What can you do to make sure you go deep enough? __________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Q. Do you take time for reflection? How do you think that affects you? __________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________

Q. Do you know your learning style? What is it? Do you know the time of day when you learn best? When is it? __________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
________________________________________________________________________________________________________
**ACTION POINTS:**

1. Take some time this week to go through the learning cycle with a topic. Decide what you want to learn and then go through the cycle.

2. Take some time this week and specifically try to remember information through repetition so you know it inside and out.

3. Take some time this week to reflect and journal the things you have been learning.

4. Take some time this week to figure out your predominant learning style and then take at least one specific thing and try to learn it utilizing that style.
Learn how the mind and memory work and how to train yourself to remember more. Plus, discover basic speed-reading techniques and the importance of reading and how to develop a basic reading plan.

QUESTIONS FOR REFLECTION:

Q. Are you a reader? __________________________________________

Q. Do you have a reading plan? At what time of the day could you read? __________________________________________

Q. Which of the books on Jim’s list have you read? When will you read the ones you haven’t? __________________________________________

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**ACTION POINTS:**

1. Develop your reading plan this week.

2. Set aside a time each day to read and then do it.

3. Pick up one of the books on Jim’s list that you haven’t read yet. If you have read them all, then pick another book or even reread one of those on the list.

4. Develop your memory by memorizing the “body pegs” outlined in this week’s supplemental notes. Then begin to use them. Memorize 10 facts that would be helpful to you this week using that list.
ONE-YEAR SUCCESS PLAN

WEEK 47

LIFELONG LEARNING

ELEVENTH PILLAR OF SUCCESS
Accelerated Learning, Part Four: Lifelong Learning

JIM ROHN
Learn the importance and benefits of being a lifetime learner. In addition, discover how to create a basic plan for lifelong learning and how to keep your mind tuned for success, as well as how to win the battles of thought that take place in our minds.

QUESTIONS FOR REFLECTION:
Q. Would you call yourself a lifelong learner? __________
________________________________________________________________________

Q. Do you have a plan for learning? What is it? __________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Q. What kinds of resources do you take advantage of in your learning? __________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Q. What have been the best learning experiences in your life? How can you replicate them? __________
________________________________________________________________________
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________________________________________________________________________
________________________________________________________________________
ACTION POINTS:

1. Take some time this week to develop a detailed learning plan.

2. Specifically, choose at least four different kinds of resources that you can draw from to put in your plan.

3. To keep your mind tuned for success this week, be very aware of what you are putting into it. Be proactive, putting good things in, and work to catch yourself every time you almost allow something in there that could be detrimental!
THE IMPORTANCE OF LEAVING A LEGACY

TWELFTH PILLAR OF SUCCESS
Legacy, Part One: The Importance of Leaving a Legacy

JIM ROHN

POWERED BY SUCCESS®
It’s important to leave behind a legacy of a life well-lived. Discover how our lives impact all those who follow us.

**QUESTIONS FOR REFLECTION:**

Q. How much thought have you given to the topic of legacy? In what ways? _____________________________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________

Q. How much thought have you given to your own legacy? __________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________

Q. Who were the people who left a positive legacy for you, either those you knew personally or others who achieved things that have helped you? __________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________
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__________________________________________________________________________________________________________

Q. In what areas would you say you are doing a good job with regard to building a lasting legacy? Are there any weak areas that need improvement? ______________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________
__________________________________________________________________________________________________________
ACTION POINTS:

1. Take some time this week to really reflect on what kind of legacy you would leave if your life were to end soon. Think of ways that you could specifically make it a better legacy in the years to come.

2. Begin to sketch out some goals in the areas mentioned to help you build a legacy for others.

3. Do at least three selfless acts this week (acts that are totally for others without regard for yourself). Focus on areas that will build a legacy in an area you picked for action point two.
ONE-YEAR SUCCESS PLAN

WEEK 49

PRINCIPLES FOR LEAVING A LEGACY

TWELFTH PILLAR OF SUCCESS

Legacy, Part Two: Principles for Leaving a Legacy

Jim Rohn

Powered by SUCCESS
The principles we live by are the basis for the kind of legacy we will leave behind. All of life is based on relationships, and we choose what direction those relationships go. We can live our lives in such a way that when we are gone, people are impacted by the relational legacy we left behind.

QUESTIONS FOR REFLECTION:

Q. Which of the principles that Jim wrote about are you strongest in? Weakest? ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________

Q. Have you stopped or given up in any area of your life? Why? Are there areas you are slowing down in? ________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________

Q. How disciplined would you say you are as it relates to your relationships? ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________

Q. How well would you say you follow the Golden Rule? Give an example of how you do. ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
   ______________________________________
ACTION POINTS:

1. Think of someone who you haven’t called for a while but whose relationship you value. Pick up the phone and call them. If they are local, take them out for a meal.

2. Think of someone who you need to forgive... or be forgiven by. Take some time this week and begin the process. Again, pick up the phone and call.

3. Haven’t been home to see your family in a while? Take out your calendar and schedule your next trip home. Put it in your calendar.
THE IMPORTANCE OF A SPIRITUAL LEGACY & AN IMPACT LEGACY

TWELFTH PILLAR OF SUCCESS
Legacy, Part Three: The Importance of a Spiritual Legacy & an Impact Legacy

JIM ROHN
The core of who we are as individuals is spiritual. We were created with the intention of relating to God through our spiritual life. One of the greatest gifts we can leave behind is a spiritual example and legacy. There are those who live on this earth and then just disappear, leaving little more than a trace. And then there are others who, through their legacy, live on in others for years to come.

QUESTIONS FOR REFLECTION:

Q. How would you rate your spiritual life right now? What are your strengths and weaknesses? ____________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Q. How well do you know the concepts of the Bible or your religion’s sacred text? If you don’t know them well, what could you do to begin to embrace these life-changing concepts? ______
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Q. Are you involved in a community of faith? If so, how has that been helpful to you? If not, how could you move toward one so as to provide yourself with relationships with others who share the same spiritual values? ________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Q. If you were to die today, what would be your “impact legacy”? What could you do, beginning this week, to make—and leave—a bigger impact on the world?

ACTION POINTS:

1. As you go about your week, purposefully ask yourself (and then act upon) the following: In the current situation I’m in, how can I best apply the Golden Rule?

2. Take some time each day to invest in your spiritual life. It may be the first 15 minutes of your day, or it may be the last 15. It may be during your lunch break each day. The important thing is to do it in a way that works for you.

3. Involve yourself in a community of faith. Take some time this week to participate with a group of people who have similar ideals and spiritual goals as you. You will help them and they will help you!

4. Do something impactful this week—something that will truly make a difference in the life of someone else.
ONE-YEAR SUCCESS PLAN

WEEK 51

A FINANCIAL & FAMILY LEGACY

TWELFTH PILLAR OF SUCCESS
Legacy, Part Four: A Financial & Family Legacy

JIM ROHN

Powered by SUCCESS®
Discover ways to leave a business legacy, a financial legacy and a family legacy. See how the businesses we operate have a deeper impact than we might have imagined. Establish a strong financial base that will provide for others long term, and consider one of the most important aspects of legacy, those we touch most deeply: our family.

QUESTIONS FOR REFLECTION:

Q. Do you have a plan for your finances? If not, why not? If so, what is it? __________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________

Q. Are you in debt? If so, do you have a plan to get out of it? __
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
 ___________________________________________________________________
Q. Are you generous with your resources? Would others say the same about you?
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Q. Do your investments have diversity? If not, do you have a plan to bring some diversity to your investments?
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Q. Are you utilizing the proper insurance strategy for your unique situation?
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
ACTION POINTS:

1. Develop a financial plan if you do not have one.

2. Spend some time looking at your finances and setting some goals this week.

3. Take a step to review the diversity of your investments.

4. Review your insurance and make sure you have a proper strategy in place.

5. Spend some good quality time with your family this week.
CONGRATULATIONS

on your completion of The Jim Rohn One-Year Success Plan!

JIM ROHN
For the past year, you’ve committed yourself to a journey of self-development and discovery. You’ve been introduced to the 12 Pillars of Success, wherein you learned the power of setting and reaching higher goals, the importance of going for your dreams, the necessity of changing things about yourself and the value of making a significant difference in the lives of others.

Now, with your one-year journey through the plan complete, a more important journey lies ahead of you in consistently implementing and taking action on all that you have learned.

Take some time to reflect on the journey you’ve just completed and the journey that lies ahead. Using the workbook space provided here, take some final notes and then spend some time outlining ways in which you plan to take action in the future.

Consider the few simple, yet profound, principles Jim Rohn shared that have governed his life. Here they are:

**Continue to Learn.**

**Review What You’ve Already Learned.**

**Continue to Set New Goals and Reach Higher.**

**Remember the Tortoise.**

**Develop a Vision for Your Life—and Keep It in Front of You at All Times.**

**Guard Your Heart.**
Books

Leading an Inspired Life

The Seasons of Life

The Treasury of Quotes

Twelve Pillars (with Chris Widener)

The Five Major Pieces to the Life Puzzle

The Jim Rohn Leadership Journal

The Complete Jim Rohn Guides Series

For more personal development resources from Jim Rohn, visit https://store.success.com/
“The major key to your better future is YOU!”
—Jim Rohn