

APPENDIX VII

Bank of Philosophy

How to Achieve Personal/Corporate Success

You may have read in the media about Cha Sa-Soon, a 68 year old South Korean woman who passed her country's written driver's licence test on her 950th try, who said and I quote, "***You can achieve your goal if you persistently pursue it.***"

Well, here is a real 'feast' ... source material to help towards the preparation not of just one thesis, but with suitable research, you can prepare "world-class" presentations in the important realm of personal/corporate success and achievement. Here are some of the 'gems' I have been privileged to collect over the past four decades:

Success is...

- ...a journey - not a destination
- ...a progressive realisation of a worthy ideal-goal
- ...a person who gives and gets most in life
- ...a person of honesty, integrity, courageous, who conquers fear
- ...a person with a 'can do' attitude
- ...a person who praises other people, shows concern and interest
- ...a person who looks for the good in people and things
- ...a person who has specific objectives, ambitions, knows what he wants, and how to get there
- ...a person who builds positive expectancy, optimistic, hopeful
- ...a person who the ability to imagine, visualise, and learns how to use his mind
- ...a person who recognises the fact that your way is ordained, because of what you think you are
- ...a person who demonstrates enthusiasm, vitality, and a real zest for life
- ...a person who takes every day with a positive mental attitude - regardless
- ...a person who has a deep faith in God, himself, and in humanity
- ...a person who appreciates the fact that nothing happens until someone 'sells' something
- ...a person, who can change their lives, helps and uplifts the quality of it in others, by altering their attitude
- ...a person who needs, and uses the 'Cosmic' telephone line, daily meditation and prayer
- ...a person who utilises life greatest assets, mind, health, time
- ...a person who knows the importance to motivate self and others positively
- ...a person who fulfils his needs, and has specific goals and objectives
- ...a person with an ability to generate God-inspired love and sympathy towards all creation
- ...a person who learns how to work with and for people, giving unselfish service
- ...a person who practices P C D A - Planned Concentrated Daily Activities
- ...a person who doubles his 'A' factor - 'A' for activity - preferably via the PCDA method.
- ...a person who invokes the cosmic 'law' of success/failure, and eventually, experiences less failure with more success
- ...a person who learns the art of telling 'human' stories - motivational
- ...a person who explains - describes benefits products/services in plain language.

...a person who learns how to educate prospect to the point of Consideration, Conviction, Decision and Action,

In particular let me highlight:

Success is

- ...a journey - not a destination
- ...a progressive realisation of a worthy ideal-goal
- ...a person who gives and gets most in life
- ...a person of honesty, integrity, courageous, who conquers fear
- ...a person with a “can do” attitude
- ...a person who praises other people, shows concern and interest
- ...a person who looks for the good in people and things etc.