



# Try new things



Find something to be good at

The first step to success is finding something to be good at. Successful people are always trying new things. How many new things have you tried this week?

## Find your ENERGY ZONE

Successful people love what they are doing. They have found their **E ZONE**.

**You know you are there when...**

- work feels like play
- time flies by
- you just don't want to stop
- you don't notice anything else.



If you don't try lots of new things you might never find your **E ZONE**.  
**So... keep trying new things.**



# Work hard

## NO SHORT CUTS

If you want to get really good at something there are **no short cuts – it's all about practising**. Now that's not something everyone wants to hear but it's true.

Just ask anyone who is really good at something how he or she became good at it.

**If you are finding something tricky to understand, working at it really helps.**

**WORK IS GOOD**



Some people think that work is something we should avoid. These people are not successful! Successful people don't make fun of work because they know it leads to success. They have a good attitude to work. In fact, successful people have fun working. This is because it challenges them and, better still, they can see it working.



If you ask anyone really successful why they are working so hard, they usually say **'because I enjoy it!'** Working can be fun but that doesn't mean laughing all the time. Just getting on and working hard can be fun.





# Concentrate

## Some things can stop you **concentrating**

To get good at something, you need to concentrate and get it done but that's not always as easy as it sounds. There are things that can stop you from concentrating:

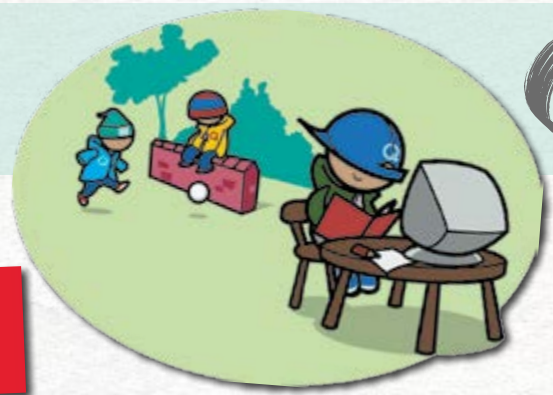
- TV
- Games consoles
- Browsing the internet
- Trying to do too many things at once
- Friends



### **Avoid distractions**

When you have something important to do, keep away from distractions. Don't switch on the TV or anything that might look more fun than what you are doing. **When you have homework to do, find a quiet place and concentrate.**





# HERE ARE THE RULES

## Successful people

- Concentrate
- Tune out distractions
- Focus on the right things
- Learn what helps them concentrate

## Unsuccessful people

- Don't concentrate
- Are easily distracted
- Don't focus
- Don't know what helps them concentrate

Which things do you need to do more of to concentrate?





# Imagine

## Imagine what things could be like?

Successful people imagine what things **could** be like - even if things aren't very good now. If you want things to change, first you have to think about how they **could** be. **This is creative thinking.**

### Have ideas

The only way to be really creative is to have ideas. That sounds like it may be a bit tricky but here's the good bit...

**they don't always have to be good ideas.**

Most good ideas only come after lots of bad ideas. Try to have lots of ideas every day and then work out which are good and which are not so good. Give yourself an award for having lots of bad ideas, as long as they don't do anyone any harm.

**REMEMBER: GREAT IDEAS ONLY COME FROM PEOPLE WHO ARE WILLING TO BE WRONG!**



Invest in a **MAGIC WAND...** I mean a **PEN.**

Always write down your ideas otherwise they will disappear. Have an ideas book so you can look back at all of your good and bad ideas.

**MY LIST OF BAD IDEAS:**

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# Improve

**Successful people are always trying to make things better.**

That doesn't mean there is anything wrong with what they have but...

**they imagine the possibilities.**

They imagine what things could be like if they were just a bit better. They make lots of small improvements rather than big changes. Some people call this tweaking or refining. Successful people are always looking for ways to make good things **GREAT!**



**Great things don't happen suddenly** - they come from lots and lots of tweaking and refining of good things. This is good news because it makes it much easier to be successful if we know **we can take small steps to greatness.**

## JUST ONE THING

- If you have written a story, think of just one thing that would make it more enjoyable for the reader.
- If you have made a new dance, think of just one thing that would make it more exciting to other people.
- If you are mastering a game, think of just one thing that might help to get you to the next level.

**Some people see small steps as the best way of getting to the next level. Instead of getting frustrated, take small steps to make things better.**



# Understand others

Be useful to others

Successful people don't just think about themselves. They often think about others. They want to do things that are **USEFUL** for other people.

**Instead of asking** 'What can I get out of this?'

**try asking** 'What can I give?'

**If you find yourself in your E ZONE writing stories, that's fine, but to be a successful writer you need to write stories that other people enjoy reading.**

If you find yourself in your E ZONE talking to other people, that's fine, but if you want to become successful at presentations you need to present things that **other people** want to hear.

This is a really useful secret for anyone who owns a business: if you are selling something **other people want** - then you will be successful.

If you are selling things that **you want** then you might not be successful. Remember when we talked about creativity? We called it useful ideas. That's what understanding others is all about... giving other people something they find useful.





# Don't give up

# Keep going

In every chapter of this handbook we talk about ways to be successful. All of the ways are important and it's hard to pick one as the most important but the final secret is just that...

Successful people don't give up.



## Did you know?

### Successful people experience:

- bad luck
- setbacks
- failures
- criticism
- rejection...

and they sometimes lose the energy to keep going but they find a way around these problems.





Understand others



Don't give up



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Improve



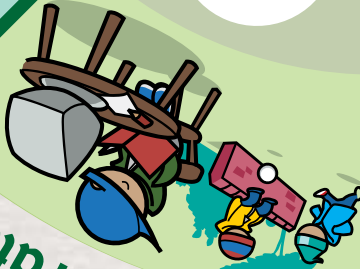
Imagine



Push yourself



Concentrate



SECRET  
**SUCCESS**  
SECRET