

To Achieve Success, First You Have To Define It

Success it is the Holy Grail of our society, we dream about success and chase it on a daily basis. And yet different people define success differently. Success is a relative concept and therefore quite difficult to define. Psychologists and motivational speakers say to find your own personal definition of success you need to dig deep within yourself and question what are the core values that make up your being. What are your relative strengths and weaknesses, and what are the things that are truly important to you? But no matter how you define it, experts agree that achieving success, starts with a setting a goal.

New Zealand based professional performance trainer and keynote speaker Edmond Otis, offers businesses and organizations workshops and training programs, says, success is part actual and part emotional and subjective. Success is actual in its trappings, i.e., achievements, accomplishments and awards. Success is emotional and subjective says Mr. Otis, because without the ability to enjoy what you have and achieve a sense of personal satisfaction, are you really successful? But no matter what, he goes on to say, without specific goals you have less to achieve and therefore inevitably will be less successful.

No matter how one chooses to define success, all “successful people” seem to have two important traits in common:

- The ability to control negative emotions and move towards positive values
- The ability to see solutions

If we understood that the definition of success is contingent on setting a clear goal, negative emotions such as fear and anger will get in the way of staying clear and keeping focused on the prize. Think of some of the people that are good at seeing solutions. Those that know how to think on their feet and react in uncertain situations. Soldiers, First Responders, Athletes, Pilots...what do they all have in common? Specific goals and they have had specific training to be confident and prepared. So too can you or the people that work for you be trained to achieve success no matter how you choose to define it.

Edmond Otis is a keynote speaker and motivational trainer dedicated to giving entrepreneurs, business owners, and key executives the tools they need for success. He has recently reallocated with his family from California to Hawkes Bay New Zealand. To learn more about his services to go www.EdmondOtis.co.nz