

The Law of Success

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Synopsis

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I have discovered that there is a formula for success in all endeavors. No matter what you wish to accomplish in life, there is a formula you can follow to achieve the success you seek. Quite frankly, I discovered the elements of the methods I share in "My Laws of Success" quite by accident. After achieving a few milestones in sales, I began examining and reexamining what I was doing that worked. But, just as important, I began studying and doing research on successful people. I read several books on success and successful people. The individuals came from different sectors of industry and business and were doing different things. However, when faced with similar challenges, they were also making the same decisions or had similar processes for arriving at a decision. Through their stories ran that common theme.

Over time, I experimented by applying variations of my formula to other endeavors and realized similar successes. I became excited and convinced that I had found a process that would make life simpler. I came to believe that by doing things systematically, anyone can achieve almost anything if they applied themselves and used a method that worked for them. I became convinced that it doesn't matter what you want.

Whether you have a speech impediment (as I did) and want to be a radio announcer, a successful salesperson, a *New York Times* best-selling author, a truck driver, an airline pilot, a lawyer, internet marketer, or even a multimillionaire, the answer to you will always be "Yes"! You can accomplish your heart's desire if you are willing to do the work. Take the steps necessary to get what you say you want. I believe that if you follow "My Laws of Success", modify them, and add to them to fit your style, you can achieve your every endeavor.

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