



## How Successful People Think

1 May 2019

When a huge part of your job is listening to people, you start to become very good at predicting how well their lives are going by listening to the words and sentences they speak. This is because what we say out loud tends to reflect what we are thinking. And what we are thinking leads to the lives we have, because our thinking creates our life. This is very hard for some people to get. We tend to think that things just happen to us. Sometimes they do. But mostly, our lives reflect the way we think.

Successful people think differently to unsuccessful ones. Very differently. Success is not usually a matter of luck (lucky people win the lottery and few if any of them are successful). It is a matter of how you think, which in turn influences how you feel and how you act. How you act determines whether you become successful. Irrespective of where you are starting from, you can learn to think like a successful person and start to experience more success and happiness in your life. Our brains have been created to allow us to learn new ways of thinking. So, no more excuses. Thinking is a discipline, and if you want to be better at it, you can be better at it. You just have to work at it.

Some of the ways in which research has shown successful people think differently:

1. Successful people think possibilities not obstacles. If they try something and it doesn't work out, they don't think: "Useless me. What a failure I am. Nothing ever works for me", and so forth. They think, "What else is possible?" "What have I not considered yet?" "What am I not seeing?"
2. Successful people don't do wishy washy thinking. They don't think in terms of maybe, or I can't, or I could, or I should. They think in terms of "I can" and "I will".
3. Perseverance is common to successful people. Everything takes effort for a considerable period of time. Successful people know this and they think and talk in terms of keeping on keeping on. They think things like, "I will see this through". "I am not going to give up."
4. Although they persevere, successful people can recognise if a new way needs to be found. They don't give up the goal, they try another way to see if that will work. If something doesn't work out, successful people tell themselves, "I will find a better way". They brainstorm, network and gather the ideas and suggestions from various sources and come up with a better way.
5. Successful people know they own their time. "I don't have the time", is something they don't say. If it is important enough then they make the time. In a similar fashion, successful people also don't say, "I don't have the resources to do this". They think in terms of "How can I get the resources I need?"
6. Successful people think and tell themselves they are responsible for their own lives and success. No one else is. They don't blame. They take responsibility for everything in their life. They tell themselves,

“If it is to be, it is up to me”. Whenever something happens, they ask themselves, “What could I do better next time around?”

7. Successful people are grateful for what they have. They think in terms of gratitude. The really successful people are even grateful for problems. They know that is how they will grow and learn.
8. Successful people do not think of lack of success as failure. Successful people are not stumped by failures. They don't even think of failures as horrible. They think of failures as a learning experience and one more step ticked off on the way to eventual success.



If you were to look back over the last week and think about what you were thinking, how much of your thinking resembles that of a successful person? Could you do better? Do you need to make a major change in the way you think about situations in your life?