

Power to Write Your Own Destiny

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Power to Write Your Own Destiny

by: *Ashok Indu*

Dedication

This book is dedicated to my father

late Sh. S N Pandey

and my mother

Smt. R Pandey

who have put me where I am at present.

To the Readers

The most unpredictable thing on this earth is “life”, which we are leading. When we are not able to understand the events going on at random in our life, we coin the term “destiny” but the best part is that we use “destiny” for our failures and never for our achievements. Neither we can deny destiny nor we can endorse it, we should only believe in doing the best and should be sure of getting good results and self-satisfaction plus other appreciations which may be directly or sometimes indirectly pouring in.

In life you don't get everything easily. Life often gives us signals and we have to understand those signals and labour hard to translate them through our actions mixed with calculated risk, taking our competence into consideration. Leave the rest of the work to destiny. Destiny is a form of blessing from the Almighty as a part of our labour. To me the ratio between hard labour and destiny is fifty-fifty. In some cases it may be sixty-forty whereas in some cases forty-sixty but without hard labour no one can get the blessing of destiny.

Nothing will come directly to you in spite of the fact how much lucky you are. Till life is there, problems will be there. There are two ways of facing the problems in life. One simple way is to close your eyes and wait for the problem to vanish on its own, although the chances are far remote but most of time we believe in it. The second course of action is to combat the problem, face it boldly, prepare an action plan and see that we get a permanent solution of the problem we are encountering.

You must remember that no lock has been manufactured till date without a key and in the same way you will not

encounter a problem which does not have any solution. If there is no solution to a problem, be sure the problem does not exist. The Almighty helps us only when we do hard labour but the hard labour really becomes hard when you fail to get the blessings of the Almighty. Never surrender in front of the problems which you are encountering. Always believe in yourself and feel that you are born to win and you just can't fail. The work which you have to do, you must do irrespective of the challenges you face. Never close yourself inside a room, instead find an alternate way to encounter the problem otherwise it will grow too big to manage.

Always believe that life has given you everything you needed but you may not have got what you desired. Those who believe that happiness in life is having a lot of money and possessing a Mercedes or a Ferrari ended up with selling their Ferrari without being a monk (Due regard to Robin Sharma whom I regard the most and Ravi Subramaniam). Achievements in life should always give you happiness and so should be the case when you encounter any debacle in your life. You can't enjoy light without having faced the darkness. Enjoy darkness to enjoy light, in the same way celebrate your failure, for, you will get many people to celebrate your success. Einstein failed sixteen times before he invented the electric bulb. When asked by the reporters about his failing sixteen times, he laughed and said that he has learnt sixteen methods by which an electric bulb can not be manufactured. Everyone can not be as lucky as Einstein; but you can not say that you are not; one must learn a lesson to celebrate their failures. It is the true spirit of life.

We should never treat ourselves inferior to others. There was a time when steel was synonym to "Tata" and shoes were synonym to "Bata", but look at the scene today. They have to compete like anything to keep their name in the market with other brands. They are not the only one producing goods for which they enjoyed their monopoly for

decades. Once you are successful does not guarantee you are successful forever. In case you want to be in the fray, you have to be moving. And once you are in a moving state, be sure to gain something.

"Rolling stones gather no moss" is generally used as a negative connotation, but even words change their meaning in due course. There was a time when the number of years of services in a particular organization denoted faithfulness and got rewarded. We must remember that number of years of experience fall under two categories. Whether one has multiplied the experience gained in the very first year with the subsequent years or the experience has been multiplied diversely with the number of years. Life is neither too short nor too big to go for any experimentation or never to go for an experiment. A blending of both brings unexpected results.

We are afraid to take new assignments for the fear of failure, forgetting our basic quality that we are born to win. Even if we do not come out with what we had expected, it is not a failure but a learning experience for us. Most of us want immediate evaluation of our actions whereas life never gives immediate result. Testing, retesting and again retesting is the way of life.

The only thing on which you have full control is on your thought proces. It seems very easy but in reality it is very difficult as our brain cells travel faster than light and within no time though sitting in Jaipur may perceive seeing Mr. Obama in his White House serving whisky to his friends or trying to kill a fly that is interfering in his interview with a journalist. You can be a winner only if you have learned the method of controlling your thoughts. Controlled thoughts are a boon to any individual. It works in the same way as to construct a dam on an overflowing river and utilize the latent energy through hydro-power electricity production.

Diverting all your potential energy towards a particular goal will always make you a winner. Concentrating on a

particular task at one point of time brings quality in the work too. But very few of us are able to accomplish this as our span of concentration is fragile.

This book which you have chosen to read will help you to understand yourself and also to be noticed by others. Make sure to imbibe the ideas generated in the book. I wish that you will be able to lead your life in a different way from now onwards. You will feel a change within you and I am sure of this to happen. Wish you a happy and good reading. You may reach me at edustrust@rediffamil.com.

–ASHOKINDU

Author Notes

We have developed a deep rooted feeling that a successful individual possess some extraordinary personality traits which we are devoid of as the Almighty was not kind on us. Since, childhood we start believing in the same and grow up to do something special than others. We forget to realize that the distribution of the Almighty follows a simple and normal probability curve where the distribution is normal and divided in equal halves. It is our thinking, which makes all the difference. No one on this earth is born special except for you who is born to win irrespective of the qualities required to win are possessed by you or not.

The statement may be looking ridiculous as without knowing you I am making this sweeping statement. I am not wrong as you have picked this book for reading proves that you have a strong desire to win otherwise you would have picked a fiction or anything else but not a book which claims to charge your potentials. Scientific theory proves that hot air rises and cold air comes from the surrounding to fill the gap. You have a gap somewhere in your journey to win and be sure that this will be filled as you progress through the pages of this book. You should not presume that this book will give any point wise recipe of making someone a winner but certainly this book will force you to minimize your weaknesses and strengthen your capabilities to achieve what you want.

No one can make anyone successful but someone may be able to help you not to be unsuccessful in life. The best way to measure your progress is by setting the target as per your worth

and competence and achieving the same. After achieving a particular target, if you feel that you can achieve something bigger; then there is no harm in revising or setting new target. This process should continue till you take your last breath as success is merely a journey and not a destination.

You are unique and you must do something unique otherwise there is no fun in being on this earth. Starting from scratch and achieving what you desire is the best satisfaction. To win and to loss is simply a state of mind and once you set your mind to win there is nothing that can stop you to win.

During my journey through different walks of life, I have noticed individuals eager to do something special as they have the potential to do but they hesitate due to the fear of failure. In my previous books: “What if you Die Tomorrow”, “Crack the Shell that Covers You” and “Success is not By Chance”, it has been pointed out that most of the fears about getting success are hallucination only and the chances are very remote that you will get stuck during your journey of success.

Your strengths are that you know your weakness and if not then evaluate them immediately. Prepare an action plan on your own and learn to eradicate your weaknesses. Turn your weakness into strength and witness the result which may be something beyond your expectations.

Your journey through this book will be amazing. But remember not to put off your thoughts after you finish reading this book, I am sure the coming days are yours. Please revert back at edustrust@rediffmail.com with your success stories.

February 15, 2010

–ASHOKINDU

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Chapter – I

Be A Born Winner

There is no denying the fact that the word ‘impossible’ is only found in dictionary. In real life it has got no meaning. Sometimes, one may get a feeling that a certain task is really impossible to achieve but the same task is achievable at other point of time. It signifies that an honest belief and desire turns the impossible possible. The desire is the propelling force for achieving anything in life. Only the need of something may not get you through, as need may not signify your thirst.

When we see someone getting something which we also desired but did not get, we go on putting a number of excuses for the failure. It is because we are unable to analyse our failure and respect the tireless effort made by the winner. Not only this, we also don't hesitate to blame our fate, forgetting that fate and destiny only helps those who aspire for.

E Sridharan, the famous ‘metro’ man did not achieve success and became a celebrity in a day, month or year but year after year he went on sharpening his knowledge and administrative skills. He might not have thought about anything than to complete his “Konkan Rail Project” which was a challenge for him. You may feel that he got a chance to prove himself whereas there are so many who never gets a chance. Here you are forgetting one thing that his parent department i.e. Indian Railway had more than a lakh of civil engineers like him and it add thousands of civil engineers every year.

You will also get a chance when you have something in you. Mr. Sridharan did not prove his capabilities only when he got his first independent Konkan Railway Project but his skills were known to many in his department from the very beginning. You can't wait for something to happen but you have to make it to happen. Most of us get a feeling that the present assignment is not according to our taste and capability and wait for something which interests us but that time will never come.

We are told from our childhood that life is not a bed of roses. Till today, I did not get the meaning of this proverb as I have enjoyed my life fully at every front, being a simple teacher in a primary school or at present, when I am heading big organizations not just one but nearly fifteen to seventeen at a time. As a primary teacher, I was a known figure in my field and today also it's the same, only the number of persons knowing me may have increased.

I have put my best wherever I had been. Having the lust to do a work better than others irrespective of the position makes all the difference. You can't wait for something to take a shape, for life is not so small or so big to give you so much of time. Once you start getting something you will realise that life is very short, by then you will repent that why did you not start early but nothing could be done then.

The difference between successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will

If you want to be a winner start whatever you want to do now. Don't forget that time is endless only for those who don't do anything and not for them who want to live and enjoy their lives in one life itself. What is the fun in doing anything which everyone is doing? Start giving the best wherever you are and don't wait for the opportunity to come.

Once you put your best, be sure, you are not far away to get what you wanted. Life rewards those who are true to themselves and to their work.

It may happen that sometimes people who are inferior to you are going ahead, don't worry they will not go far ahead without any capabilities and competencies needed to do the assignment. You should not play with your time in thinking all this nonsense but devote your time to do your job better than others, it will push you far ahead.

I request you to recall the second law of nature propounded by Newton, it states that a stationary body requires an external force to move. It moves for sometime when the external force is removed, but ceases its action after sometime in want of inertia. Here, inertia is nothing but your own worth. Evaluate your worth, be true to yourself and forget everything, life is waiting you to garland you.

Life is really a bed of roses but you have to pick the roses for yourself. Possibilities are there that you may get hurt by its thorns while plucking the roses, but the bleeding will be temporarily when compared to the temptation of lying on the bed of roses. As you can not avoid the thorns in the roses in the same way, you can not avoid difficulties in making your life comfortable. For me physical comforts are of no use as they are temporary; always try to achieve irreversible comforts which lie only in being a winner. You are sure to be a winner on a condition that you be bold enough to face the difficulties in life. These difficulties will increase your test of life.

1.1 Trust Your Dexterity

One thing is very clear in this world and that is to believe in something before you start working on it. If you don't believe in something it is foolish to even think of that, because for you it does not exist. It is futile to think about something which is

non-existent. Believing is a quality of successful people. They ponder on everything, go on examining all the aspects and come to a conclusion that there is something, think towards that and diversify all their energy in achieving the same.

Most of us are like elephants. The master of an elephant tied him with a thin chain which was very easy for this strong animal to break. But, he does not do so, his attitude is shaped like this since childhood as when he tried to break the chain once, he failed. The belief that the chain is stronger than him made all the difference and now the elephant never thinks of attempting it again and remains tied to the chain which has got no meaning for him. Most of us are also tied to our beliefs that the characteristics required to achieve success are not with us and continue leading a life which is far below our dignity and caliber.

TO SUCCEED, YOU MUST FIRST BELIEVE THAT YOU CAN

When I thought of writing my experiences, it came to my mind that it requires a lot of creativity, surprisingly, I did my doctorate in creativity, applied the universally accepted 'Torrance test of Creative Thinking' into my writings. I knew all the parameters of creativity but never applied it for a fear that the result may not be according to my calculations and it may depress me. After resigning from my last assignment which was a full fourteen hours job, I decided to be a writer what may come. You will not believe that I have read almost all the books available in the market on the topic which you are reading and have always found that the writers have capabilities which I don't have but still I dared to write.

It was not because one night suddenly I got a dream to be a writer but as I was free I purchased a laptop. In order to be acquainted with the new machine and to show the visitors that I am busy, it all started. I took nearly six months to complete

my first book "What if you Die Tomorrow?" Then the question came who will publish it. I wrote to nearly fifty publishers and waited patiently. Most of them sent their refusal but one of them showed interest. I was elated when I was asked to submit the manuscript. The publisher took nearly six months to decide and on every phone call the answer was "in this month" and my book release got delayed from Frankfurt book fair to Kolkata book fair and finally a refusal from the publisher that they can not publish it as it carries a number of grammatical mistakes.

During those six months I worked on another book "Crack the Shell that Covers You" and it was at the final stage of completion. It was a set back but the jolt was not too big to stop my new passion. In the mean time, I got the offer from the publisher stating that they are now free and can undertake the publication with a contract that in future also I will publish all such books with them only. It was a great day for me, and there was no turning back after that. The above two titles got published from the same publisher and "Success is not by chance" by another publisher who wanted to publish it in Hindi and wanted to publish the Hindi translation of the earlier two published books also. This is my fourth book in last three years.

What made me move to this direction are the appreciations which I received from different corners. People who were critical of my administrative styles also got surprised that I can do it. It is not that I did not faced criticism. There are a plethora of books on this topic but mixing my thoughts into the already available content, I have produced something new. The comments were mainly from my friends who are professors of English in different Universities and knew my flair for English writing. But I satisfy my writing capabilities that even if 80 per cent of the people appreciate my work, I consider my venture as successful.

Most of the time we are not aware of our talents but once it surfaces, you become the winner. You are advised not to equate success with monetary gain as both are two different extremes. Most successful people get both fame and wealth, but be content with what you have because others might also be eyeing upon the things you possess. Your talent is your legacy and you must prove your talent with a firm belief in yourself. You can not do everything but at the same time never forget that you can do many things. First start doing many things and everything will follow automatically. It is not a proposition but a thumb rule of nature where you are advised to develop a belief.

It does not matter what the people think of you but it matters what you think of yourself. Your opinion about yourself makes all the difference. Once you develop a faith in yourself, you can do miracles and these miracles are for you whether other appreciates it or not. The gathering matters for weak people as they always try to get their work evaluated by others who have never tried to achieve what you have achieved. Those who do not have knowledge about the subject can never give a fair evaluation. You are your destiny and no one else has the right to interfere in your destiny.

You must respect your “self” which shapes your personality. In my case, see the worst side; I would not have got any publisher to publish my work. In that case, what would have I lost, the labour which I did. Still I would have been satisfied that I wrote a book on my favourite writers. This satisfaction is no less than seeing the same book in your hands. First you have to satisfy yourself that the work which you are doing is worth while and forget everything else which is secondary. Ironically, we do believe in all these but hesitate to accept it publicly for the fear of being criticized and die unnoticed. I don't want it to happen with you as you have all the potential to excel in your field irrespective of the

challenges which are being thrown. You are a born winner and behave like that.

No one can deviate you from your belief once you have a firm belief. Only individuals having weak personalities make frequent changes in their thinking as they are not sure that their belief can bring a positive result for them. We must always be firm with our belief as it is the starting of the winning process.

1.2. Aim for Excellence

Everyone on this earth has similar basic qualities and almost similar make, all the ingredients of body alike with the same amount of blood and number of neurons (brain cells being the only cell in the body that does not divide), but our capabilities are different. Not just capabilities but the way some work are accomplished by different individuals also differs. Why does it happen? Most of us believe in doing the work or getting the work done anyhow. We hardly believe in quality and once someone forgets this, he turns into a normal human being.

There is no particular definition of excellence and once something is excellent is not necessary that it will always be excellent. With the changing time the definition of excellence also changes. It can best be explained by the changes incorporated in our mobile technology and the on going education system. In education system there was a time when teachers were the only source of information. Times have changed today, teachers are one of the means to seek information. In order to maintain his “excellence” he will have to devote more time in honing his skills otherwise it will be difficult for him to face his students who are equipped with all modern information gathered at the click of a mouse.

In every field the domain of excellence has changed. Even the government has changed the definition of “millionaire”.

During the nineties, a student having an engineering degree along with a management degree was considered the much sort after but the scene is not the same now. It is not that such students have no worth but the demand of the society has changed.

You being a born winner must have a quest for excellence in whatever you are doing. The first thing is self-satisfaction without that you can't maintain excellence during your journey of success. Success is not an everlasting process but its boundary changes with the change in time. The passion for excellence is a "characteristic trait" of successful people, they don't believe in the theory of "it will not make a difference" but they evaluate their work and feel that everything you do makes a difference. People keep an eye on you. This demand to perform better everytime may put you under stress but these are not worth giving consideration later.

Success or failure, winning or losing are just a state of mind. It is you who has to see what exactly you want to do for yourself. You should always keep in mind that everything you are doing, is for yourself and no one else. You have to decide your own parameters which may be either "Does it make any difference?" or "It makes all the difference". You have to choose your destiny.

While working for a big corporate house in India, to revive their ninety years old educational system, I was always told not to take so much pain as it is too old to change. But I was concerned about the society and always tried my level best to bring a change in the attitude of the teaching fraternity to do something better. It was a challenge for me and took a lot of time, lot of criticism but I am happy that some changes took place which was better than before. The owner was so impressed with my work that he motivated me to focus on new projects to prove my caliber in the education system. I can not say whether a complete change had happened but the difference was felt. Sometimes little difference brings

satisfaction to you but you should never forget to bring excellence at any point of time.

Time and again you will be stressed due to your conviction for excellence. But do not forget the fact that you are here because of your belief, anyone in your place would have felt the same. People are not important over work as the system is non-living and it can not reciprocate love to living identities. If you forget to believe in excellence, be sure, you will start forgetting your own identity after sometime. Make sure not to compromise with anything less than excellence in your work. The only way to get noticed is by doing quality work as quality and excellence are synonymous to each other. Do your work with such a passion that even after you leave that place, the system always echoes your personality in the air. Once you feel that you have achieved it, go and celebrate; you have become a successful individual.

THE SECRET OF JOY IN WORK IS CONTAINED IN ONE WORD-EXCELLENCE

The test of success is not a litmus paper where a change in colour signify something but it is the feeling that makes you to understand the gravity. In order to do excellent work you must have excellent thought in mind and excellent thoughts are always positive. Always inculcate the habit of positive thinking. You being the master of your own destiny should never compromise on anything except for excellence.

1.3. Relish Your Work

Every individual on this earth irrespective of his physical size has to work and to generate its progeny. Starting from the humming bird (the smallest known bird on the earth) to the elephant (the biggest known animal on the earth) work not only to live but to generate, so that their identity can be maintained.

To work is a human nature as he can not sit idle but in most of the cases we are ready to perform any kind of work because we feel that we lack options. We often forget that the individuality can either be shown by doing a simple work like sweeping the floor or erecting a dam on the river which is a highly specialized work. We are made to believe that the people who are above us are contributing more to the society and getting better name and fame than us. There is no denying to this thought but the individual who is sweeping the floor is also contributing equally, as in a dirty environment the productivity of even the best worker slows down.

We forget to believe that working for the sake of working does not make sense. You will find millions of people work and go unnoticed as they fail to contribute anything in their work. Contribution is essential to get noticed and it can only happen when you enjoy the work. The perception for a particular work by different individual varies drastically but the one who love and enjoys his work get noticed.

Some management students were on a tour with their Professor. The Professor was discussing about career making with them. Points in favour and against were discussed; in the mean time they reached a place where a number of people were engaged in the construction of a temple. The Professor asked one of the workers there, "What are you doing?" Quick came the reply, "To break the stones is in my fate and I am doing the same."

The Professor and his students moved on and asked another worker the same question. The reply came, "I am arranging bread for my family as it is my moral duty to feed them. I did not get another job, so I am doing this job."

They moved further and asked another worker the same question. The reply came, "Helping in constructing a beautiful temple and this way I am able to pay my debt to the Almighty."

The Professor then explained his students. The first man is working in distress, the second one is only earning his livelihood

working like a machine but the third one is taking interest in whatever he is doing. Only they make careers who work like the third person. They become successful only with due course of time.

Take interest in doing whatever has been entrusted on you, bring the best result and see the difference. It is your attitude which plays the significant role here. To enjoy something irrespective of it's toughness is a state of mind which very few people are capable off. Most of the time they think why it is them, in return they never get an answer. Some of us go to the extent of blaming our parents and destiny for this.

Everyone does not get everything but most of us get most of the things. We imagine those things which are missing in our life but are with others. We must learn to enjoy what we have than to repent for what we do not have. But missing something in life pushes you towards goal achievement and it is an essential phenomenon of success.

The individual who can not enjoy his present, in whatever form it may be, is sure not to enjoy the future as he will always find some missing portion in all the cases. Be sure to see the brighter side of what ever you are performing at present. It will boost your moral to achieve your dream career. A banyan tree does not get its present shape from the beginning but in due course of time it achieves its height.

You are a born winner and in order to prove that you must enjoy your work irrespective of whether you like it or not. Doing something continuously creates enthusiasm which is a component of enjoyment. Go on performing to the best of your capacity and you will be amazed to get your desired result in due course of time without any hassles as you have learnt to enjoy your work.

**TO KNOW HOW TO DO SOMETHING
WELL IS TO ENJOY IT**

Once you start enjoying your work you will automatically enjoy your competencies and capabilities and will produce better results. People who enjoy their work produce master pieces and several examples will prove it. We fail to be recognized not because it is our destiny but because we fail to enjoy our work and are unable to produce quality work.

Enjoyment brings changes in the hormonal secretions inside the body which has direct influence on your working. When you enjoy something the secretion of adrenalin level increases in the body and it boosts the moral which is directly responsible for bringing out quality in your work. Sometimes we fail to enjoy our work as we are not technically and academically capable of performing the same. But these two things are learnable qualities and do not require hours to get mastery over them.

An academically and technically sound individual may not enjoy his work as he has something else in his mind whereas a less competent individual on the same job may enjoy it truly by generating a love for the work. The performance of both the individual will differ drastically due to their nature to enjoy the work. An individual who has generated a sense of belongingness with his work will enjoy it better than others as he takes it as his own work, rather than, doing it for someone else.

The work which you are doing will bring you name and fame only if you enjoy your work and give the best to achieve the results. Enjoyment and satisfaction is synonymous to one another and are integrated in the same system of personality trait. Enjoying your work and getting satisfaction will force you to do better and better and achieve better result all the time.

1.4. Adhere to Your Work

We have always heard that ‘practice makes a man perfect’, but have you ever thought in another direction that it is the perfectness which gets imbibed in the personality as you stick

to something for a long time. Once you start enjoying the work, you love to do it and later it becomes difficult to forget.

People like to do the work which they like. It may be writing a book or cheating people. When you enjoy your work then you try to go into the depth of it. You will observe the minutest details to learn all facets of the work, there will be a time when you will feel completely engulfed in the work. After some days you will not be able to live without the work even if you wish. This is called to work with passion.

The individuals who have made a name for themselves in any field are those who have stick to their work for long, irrespective of the hindrances they faced on the way. You can not taste or feel anything till you have an interest for the same.

YOU CAN DO ANYTHING YOU WANT TO DO IF YOU STICK TO IT LONG ENOUGH

Sometimes, an interest is developed in the middle of doing a work, which you starts enjoy doing it and due to some reasons it becomes difficult to withdraw from it later. The joy of doing something may be a positive or a negative thing would depend upon ones perception. The negative joy ceases the moment when an individual receives a setback which is irreversible.

To enjoy the work is always refreshing and hence you never try to change the situation for the fear of loosing the happiness you get from doing that work. Most of the time, we start any work as fun and when the result is encouraging, we start taking interest in it.

You must have used the word “workaholic” several times for several people and I am sure never had it been in a positive way. To us workaholic individuals are those who never takes a break from their routine work. They do not get bored doing the same work year after year. But the reality of such individuals

is that they have started enjoying their work, and without it they feel alienated in life.

The winners always believe in enjoying their work as they feel that it is the work that will bring everything to them. They never do it to get anything in return but to satisfy themselves. Whatever they get during the course of their journey is the by-product that make them feel important.

You must enjoy what you have then only you will be able to enjoy your work as without that you will always be in dilemma of searching something to relax.

One day a thirsty stag came to a river to drink water. As he looked down in the clear stream of water he saw his reflection in it. He saw his own beautiful slender horns and began to admire them. He also looked at his thin legs. They were thin and ugly. He became sad.

“What large branching and lovely horns I have.” How I wish I had beautiful legs too!” he thought to himself.

He was musing when suddenly he heard a barking sound from a distance. From the sound of the barking he knew that there was a hunter on the prowl with his hounds.

At once the stag took to his heels, as fast as his legs could carry him. The hunter and the hounds followed him in full cry. But the stag was too swift on his legs and soon he left both the hunter and the hounds far behind.

He was beginning to feel relieved and rather proud that he could run so fast when suddenly his horns got entangled in the branches of a tree. Whilst he was trying to get them disentangled the hounds caught up with him. They pulled him down and tore his flesh into shreds.

As the stag lay dying in pain he thought to himself, “What a fool I am. I have been punished for being so vain. I hated my legs which could have saved me and I took pride in my horns which have cost me my life. I should have been thankful to God for what he has made me.”

1.5. Be Resolute

People who have earned a name for themselves are those who were determined in their action and did not deviated from their path irrespective of the challenges that came on their way. You will not always get a National Highway to travel but you must travel irrespective of the dirty and broken condition of the road. These broken roads are not to put you under any hardship rather they have been always like that since ages and will be the same in the years to come. They will be there for everyone whosoever will follow the path.

It is there to test your determination only. An individual with determination is better than a person with strong mental set up. The basic difference lies in pursuing any task. A determined individual never starts a work without evaluating his worth but once he starts, he never deserts it irrespective of what may come.

Determination in action is an inborn quality but it can be imbibed also with constant practice. Thanks to our education system which never teaches this amazing personality trait but teaches only shortcut methods of doing any work and thus making the individual a lifetime failure. We have always been reminded by our teachers to follow a marks oriented study which has nothing to do with our own worth, while the rest of the disaster is carried forward by the so called qualified and non-qualified counselors who have taken a place of glorified fortune tellers in our education system.

Why don't we teach our students that nothing exists in this world which is not achievable? Why we don't teach them to be determined in their action? Had Edison and Newton been left to these counselors we would have been living in darkness and without the famous “Law of Motion”, which is the foundation of a number of discoveries and inventions that has made our life comfortable.

THE PATH OF SUCCESS IS TO TAKE MASSIVE DETERMINED ACTION

No one has achieved or would be able to achieve success without a determined action even if the chance favours cent per cent. Determination is the root of perseverance. One has to proceed on the path towards success with a determined uni-directional action without thinking of anything else. He may hold other works and actions till the determined action is over.

Once you achieve something with your madness which is nothing but your determination, you can achieve anything as that first achievement will act as a tonic for you. The enthusiasm to move forward with determination is the basis of all motivated individuals.

All the successful people wherever they stand on your measuring stick had been determined in their action and had also faced a lot of failures in their life. They have used the failures as their stepping stones and with every failure they have emerged more determined. Their first action was as trifling as yours and mine would have been, but their next and subsequent actions showed their determination to achieve something worthwhile.

During a training session in one of the famous schools of Delhi I happened to meet a lady of fifty two. She was married at the age of fifteen in a remote area of Bihar and came to Delhi with her husband to earn a living. She got two babies before she attained the age of twenty. Lost her husband in a road accident at the age of twenty two and started working as a maid. But she has a desire to turn her two daughters into better citizens so that they do not suffer the agony which she did.

She would sit with her daughters when they used to study. She started reading the lessons of class first students and later graduated simultaneously with her daughters. With their

persuasion she did Post Graduation and also received a degree in Bachelor of Teaching. She utilized maximum of the time saved from doing the household work to earn her livelihood.

She got a job as primary teacher in a nearby school and within seven years became the Vice Principal in one of the prestigious schools of NCR. When I asked her what made her to achieve what was impossible for many to achieve. She flatly replied that she did not wanted to return to a pathetic life. After her husband's death, she was determined to give the best education to her daughters and she had been successful in her effort as the elder cleared the Indian Administrative Service examination last year and the younger one is in the last phase of her Doctorate from Jawahar Lal Nehru University.

Do not think that these are exceptional, only exception proves the law. Here the law is that once you are determined no hurdle in life can stop you to achieve what you have intended to achieve. The only factor which has to be avoided is frustration with failure. Failure will frustrate you and you may not get any support from any corner but your success will put many into amazement.

The stories in this book have been put to increase your curiosity so that you don't get bored while reading. It will also help you to take the proposed action. Remember Vishnu Sharma, he taught his disciples with stories which were later recollected in the form of "Stories of Panchtantra."

Create your own success story with your determination which is not difficult, it only requires to start the action. It is futile to wait as the time which is passing will never return. And ones you start getting success the time will seem short to complete the tasks. Therefore, do not think and delay, be determined in whatever you are thinking about since long.

Your delay is going to cost you heavily as you are an individual who is sure to succeed. Defeat, at any juncture during the course of your action, is not going to stop your progress because you know that any defeat is momentary for an individual like you. Once you are determined, no failure can stop you from marching ahead.

Remember Mohammed Tughlaq who was defeated seventeen times by Prithvi Raj Chouhan and finally defeated him also. This battle was not only a defeat to Chouhan but it paved the way of putting India under Muslim Rulers for more than seven hundred years. This is called a determined action which is not only beneficial to you but to the coming generations as well, who will always salute you like a hero.

□

Chapter – II

Requisite Of Success

It is an acceptable fact that there is no rule which can bring success. Success is purely an individualistic affair and directly depends on the achievements of an individual. Even by fulfilling all the requirements of an individual, it is not necessary that he will be successful, as success requires some inbuilt qualities which differ from individual to individual.

Picasso's creation was unique and even ten painters of very high caliber combined together will not be able to produce a painting equivalent to his paintings as his paintings bear the individualistic characteristics of him. In every field there are successful individuals and everyone is unique in his creations. The creations may vary from inventing matchstick to a dynamite but since these creations are interrelated so we cannot dream of one thing without the contribution of other.

Success of an individual cannot be equated with the success of another individual in the same field. It is the dream of the individual which forces him to move in that direction and achieve the result much earlier and better than all those who are competing with him in the same field.

Most of the successful people are talented and some of them have not even received formal education which is considered a passport to success. Formal education has nothing to do with success. Formal education is required for inventions that too is just one of the many qualities required for making an individual successful in his field.

If you study the personality traits of successful people, you will be amazed to find that they were more tactful than talented. Being tactful is a quality which pushes an individual ahead of others as compared to talent.

Talent is something but tact is everything. It is the interpreter of all the riddles. It surmounts all the difficulties and also helps in removal of all the difficulties.

The definition of success differs drastically from individual to individual and is different at different point of time with the same individuals. One thing is clear that successful individuals are also like you and me in physical appearance, the only difference lies in the thought process. A successful individual sees a dream, thinks on it, evaluates his worth to match with the dream and if found compatible they start chasing the dream and do not take rest without achieving it.

A failure also follows the same path of adversities but takes a diversion at the face of difficulties. When he again and again encounter difficulties, he becomes restless and gives up. They presume that the goal they had set was not meant for them and the other person who achieved it was luckier than them, forgetting the basic characteristic of luck is to face the challenges. A deserter can never be a winner.

Before Alexander a number of the foreign invaders also tried hard to come to India after knowing its rich heritage. They were unsuccessful due to their transitory goal. Contrary to that, Alexander evaluated all the pros and cones of the situation, studied the minutest details, discussed with his devoted generals, formulated a plan, flanged into action. You will be delighted to learn a story regarding Alexander the Great and you yourself will come to a conclusion what made him “The Great”.

Alexander, the great invaded India in 326 BC. He was the ruler of Macedonia, a far way country from India. He was a real

warrior and when he defeated Porus, the great Indian warrior of that time, he was invited by his Generals to come to the Porus kingdom and take the charge of the state. An elephant was brought to carry Alexander to the kingdom, which was 50 km. from the battlefield. He had never climbed on an elephant before. He sat on the elephant and asked for the bridle (a rope to control the movement by its rider of a horse). His trusted General told him that there is no bridle in case of an elephant. The General further explained to Alexander that a person sitting on the elephant called ‘Mabout’ controls the movement of the elephant. It was a great shock for Alexander. He jumped from the elephant and said, “I don’t want to sit on any carrier whose control is not in my hand.” He asked his subordinates to bring a horse for him to go to the Porus kingdom.

It was the firm determination of Alexander which brought the result according to his calculation. History as a subject may not be liked by many but it is full of stories, which teaches that an individual’s worth is measured through his achievements.

Numerous people come and go everyday and no one has time to remember each one but there are individuals who have carved their names in history due to their determined action. Such examples are numerous and beyond our count. The three industrialists before independence ‘Tatas, Birlas & Dalmias’ got their name due to their determined actions only. They started from scratch and achieved everything in their life. The diversification of their business was undertaken by their progeny paving their way of making the thing possible.

2.1. Be Genuine

Sincerity is an act of life. We often hear that someone is very sincere and find him doing everything as per the demands of that task, time and talent. A sincere person is respected by everyone around him as well as increases his value in his own eyes.

The sincerity of an individual gives him a feeling of producing quality work as per the expectations of the job. No matter what others think about such people they are always careful about the quality of the job. They are resolved to be committed towards success and their resolution gives them that satisfaction.

Always bear in mind that your own resolution to succeed is more important than any other thing

Only a strong person can be sincere as it is not easy to bear criticism of everyone. Once a person is sincere, he is sincere forever irrespective of the time and place he is working at. Here goes a story to break the monotony of your reading.

Once there was a king. There were famines after famines in the kingdom for years and treasury had become almost empty. He was worried that how he was going to feed his subject. He was seriously thinking over alternative means to buy grains for public.

One day a night guard of his palace desired to see him on the pretext that he had something very important to tell the king. The staff snubbed him that he was not high enough to meet his majesty, the king. So they requested him to tell the problem before the minister. But he insisted on meeting the king only. Ultimately he was allowed with a warning.

He wanted to meet the king in a solitary place. "I may be forgiven for my foolishness," he said. "Last night I had a dream that there was huge treasure buried in the North corner of the palace. First I didn't want to tell you for it might be wrong. But I couldn't resist on seeing you and tell you all about it." "Okay, no harm I will get it checked." The king returned the guard with an assurance.

Next day digging started in the palace in the said corner and to the king's surprise, there was huge wealth unearthed, probably buried by his ancestors. He was delighted. All his worries had gone. He ordered to buy grains and fodder from a neighbouring state so that

his people faced no problem.

Then he called the guard and thanked him. He gave him salary for a lifetime but dismissed him from the service.

Why do you think, the king expelled him from the service? Was he justified? Yes, the king was obliged so he paid the guard a life long salary. The guard was sacked because, obviously, he had slept during the duty and it is evident from the fact that he was not sincere to his job which was entrusted to him.

You may be an asset to your organization doing something special which no one else has thought of. It might be possible that you may be able to put your organization in an upward swing getting name and fame but if you are not sincere to your job, be sure you can't get a good place in the organization. When sincerity becomes the primary quality of successful person then all other qualities becomes secondary to success.

If you compare the productivity graph of an individual who is fast and a go getter in any organization to a normal sincere individual you will be amazed to find the graph of the sincere individual to be better than the go getter in a long run. It is because the sincere individual will always move at a particular speed in his work and will always be concerned about the quality image of the organization as well as his own image. He will never compromise with his primary duty irrespective of any profit he may get by getting diverted. It is a virtue and you can't compare it with anything else.

Changes in human life have always been brought by sincere people who put their best for the mankind. They are never in hurry and never thinks of achieving anything earlier than anybody but they wait for such results which will be beneficial to the masses.

2.2. Be Modest

To be humble is a learnable personality trait which can be achieved with constant practice. A humble person is the epitome of respect for all. An individual who is humble in no way denotes that he is weak, as to be weak and be humble are two extremes. A weak individual has no self-respect as he can surrender in front of anyone with a little jerk. Whereas a humble person puts his strong and determined views so that he can but without hurting anyone. A humble person always believes in a win-win situation.

A winner certainly has to be humble, respect received from every one will boost his morale. It is a fact that we want to listen and obey the individual who is humble, submissive and cares for the views put forward by other individuals.

While working for an educational project in a big business house in a remote part of Rajasthan, I came across a group of arrogant teachers who were reluctant to accept the decision of the management which was in their favour. The reason was that the superannuation benefits of most of the staff was under question. They were tried to be convinced but without any result. I was very disturbed due to all this and at one point of time thought of suggesting the Chairman to leave the institution on its fate.

But during a discussion, I saw a very kind nature of our Chairman. He was so considerate that he ordered me to continue as usual and concentrate on the new project without disturbing the old benefits given to the employees. It was a learning lesson for me and on that day I realized that is why they are employer and established industrialists where as we are just employees. Our thought is so narrow that we immediately think of teaching a lesson to those who do not toe our line of thinking. What a big difference?

The incident may sound normal but the thought that accelerated within me, changed my whole life after that. I learnt to put humility in my action.

Sometime it so happens that without knowing the complete detail of something we immediately jump to conclusions. We are always in a hurry and this hurry spoils our personality. It is not that we are bad but sometimes we forget to follow the policy of “wait & watch”. The foregoing story will tell us how to have patience at times.

The train had started moving. It was packed with people of all ages, mostly with working men and women and young college guys and gals. Near the window was seated an old man, with his 30 year old son. As the train moved, the son was overwhelmed with joy as he was thrilled with the scenery outside. “See dad, the scenery of green trees moving away is very beautiful.”

This behavior from a thirty year old son made the other people feel strange about him. Every one started murmuring about this boy. “This guy seems to be crack, newly married Anup whispered to his wife.

Suddenly, it started raining. The rain drops fell on the travelers through the open window. The thirty year old son, filled with joy exclaimed, “See dad, how beautiful the rain is.”

Anup’s wife got irritated with the rain drops spoiling her new suit. Anup said, “Can’t you see it’s raining, you old man, if your son is not feeling well get him soon to a mental asylum and don’t disturb the public henceforth.”

The old man hesitated first and then in a low tone replied, “We are on our way back from hospital, my son got discharged today morning, he was blind by birth, last week only he got his vision, this rain and nature are new to his eyes. Please forgive us for the inconvenience caused...”

All things seem to be right from our perspective until we know the truth. But when we know the truth our reaction to

that will hurt us. Therefore, try to understand the problem before taking an action. Most of the time our quick and rash decisions keep us away from the path of success.

The secret of success is to be in harmony with existence, to be always calm, to let each wave of life wash us a little further up the shore.

2.3. Be Humble

As a winner, we must choose a path which always let others to feel that after being successful the person is not going to turn arrogant or who does not care for anyone. Whether we get success or not but we should never forget the basic human qualities to be courteous to others, is one of the important qualities of a successful individual.

Sometimes it may happen that the individual with whom you are sharing your views is not respecting your opinion and you may feel offended. Every individual is unique in this earth, you can not correct everyone to follow a certain way of courtesy, instead you should not spoil your habit for the sake of others but rather exhibit your best in front of everyone irrespective of any provocation.

An 80 year old man was sitting on the sofa in his house along with his 45 year old highly educated son. Suddenly a crow perched on their window. The Father asked his Son, "What is this?" The son replied "It is a crow". After a few minutes, the father asked his son the second time, "What is this?" The son said, "father, I have just now told you. It's a crow". After a little while, the old father again asked his son the third time, what is this?" At this time some expression of irritation was felt in the son's tone when he said to his father with a rebuff. "It's a crow, a crow." A little after, the father again asked his Son the fourth time, "What is this?" This time the son shouted at his father, "Why do you keep asking me the same question again and again, although I have

told you so many times IT IS A CROW". Are you not able to understand this?"

A little later the father went to his room and came back with an old tattered diary, which he had maintained since his son was born. On opening a page, he asked his son to read that page. When the son read it, the following words were written in the diary:- "Today my little son aged three was sitting with me on the sofa, when a crow was sitting on the window. My son asked me twenty three times what it was, and I replied to him all twenty three times that it was a crow. I hugged him lovingly each time he asked me the same question again and again for twenty three times. I did not at all feel irritated I rather felt affection for my innocent child." While the little child asked him twenty three times "What is this", the father had felt no irritation in replying to the same question all twenty three times and when today the father asked his son the same question just four times, the son felt irritated and annoyed.

Man is a social animal and he cannot operate in vacuum. One must be courteous and considerate to others. It happens that sometimes we are so engulfed in our own problems that we unknowingly hurt the sentiments of others and repent afterwards. We should not forget that the other person has no hand in our problems and, therefore, we do not have any right to pent our anger on them. Through our behaviour we are just giving them a chance.

Develop an attitude of gratitude, and give thanks for everything that happens to you, knowing that every step forward is a step toward achieving something bigger and better than your current situation.

You are what you have made yourself of, there is ample time to mould yourself to overcome your shortcomings. Success requires a number of good and positive traits and there is no place for any negative trait in a successful individual. We must

remember one thing that we are not born successful or failures but do bear the characteristics to be successful. Any thing which has been learnt can be rubbed off by making successful attempts.

But most of the time we are not aware of our shortcomings till someone else points it out. And if you are not lucky you might not even get someone to point out your shortcomings, it will be carried till you become a victim of your shortcomings and then you will not get any time to make for it also.

To satisfy our inflated ego we always feel that we can never go wrong. But the reality is that we all are born with mixed qualities – positive and negative. You are not born with all the good qualities to be a winner. You have to learn these qualities which you may feel are not that important as you already have so many other qualities to count. Any successful individual can not retain his success with the qualities which are not acceptable or which is not positive in nature. In order to be a winner you must spot your unacceptable and negative qualities so as to work on them and change them into positive qualities that are rewarding for you. It should be your first goal and after achieving it proceed on your journey to be a winner.

2.4. Believe in Personal Probity

We do believe that every individual must exhibit personal integrity other than us. In this mad rush, we feel that this quality has nothing to do with success, but the fact is, an individual who is not true to himself can never be true to anyone else. We come across a number of individuals during our course of journey and remember very few of them and they are those people who have respect for themselves as well as for others.

You will not find a successful individual in any field who does not possess this quality of personal integrity. You may imbibe some of the qualities of someone for sometime but you will have to develop your integrity to prove that you are a reliable person. Any acquired knowledge or skill gives better result when it is mixed with your personality. You can't drive

another person's knowledge according as your own because you are not sure of the swing in its result.

A probationer collector joined a district. In the mean time his boss got a transfer order to join the secretariat. As the boss was about to leave the district, the probationer came running to him for tips for better administration of the district. The boss told, "Nothing to worry, I have kept three closed envelope on my table. They are serially numbered and whenever you encounter any problem and are unable to solve, open those envelopes serially and you will find a solution." Telling this, the boss left the district to join his new assignment.

Three months passed, when the district received severe rain and it was the worst flood in recent time. The young collector was very much worried as he was getting regular scolding from his boss to do something. As he was disturbed, he suddenly remembered the envelopes given by his boss and wanted to use number one. He rushed to his table and opened the envelope. It read, "Whenever there is a problem, put the blame on your predecessors." He followed the advice and saved himself nicely.

After the flood got controlled, Chief Minister wanted to tour the district. Arrangements were made but as soon as his car entered the district, the rear right tyre of the Chief Minister's vehicle got punctured due to the bad condition of roads in the district. The collector was in a very bad shape, as the Chief Minister wanted that he should be give an explanation on this episode. In distress, he opened the number two envelope that read, "During any difficulty in order to save yourself, put the blame on your subordinates." He did the same and the Chief Minister was satisfied.

Some days passed peacefully. Suddenly due to inefficient handling of the situation, two groups in the district head quarter fought among themselves and it became an acute law and order problem. The collector tried all his abilities to control the situation but he could not succeed. In distress, he thought of opening the third and the last envelope. He opened the same and became speechless as the instruction

inside the envelope read, "Prepare three such envelopes for your successor who will be reliving you by tomorrow."

You are sure to get results like this if you do not possess your own personal integrity. Any learnable skill or ability will not give results according to your calculation till you test and retest the same and churn them according to your desire. You will get a number of opportunities to move forward without proper utilization of the same, chances are that you may not use it properly.

The ladder of success is best climbed by stepping on the rugs of opportunity

A friend of mine who was also the parent of one of my students used to discuss about the failure of present education system. He had the habit of explaining things in such a manner that it used to be convincing without being in the profession. His kids were brilliant. His son did coaching for scholarships and studied at IIT and IIM on scholarships where as the daughter was aspiring for IIT.

One day he told me that he wants to sell everything in the city and go back to his native land and relax. I knew that he belonged to a good family and had acres of landed property at his native place. Once his daughter is admitted into any professional college, he planned to fulfil his desire. He said that he does not require money and if at all he does then he has enough savings with him.

He himself was a good student and even his father was a doctor of repute, kids are also doing well but thinking in the direction, such as, nothing is left in this world to achieve, astonished me. On probing I found that he had helped everyone and spent his valuable time when it was needed by his friends but when he needed them, anyone hardly wanted to be like him. It is called moving personality integrity syndrome. You being straight like a bamboo is not the criteria that any creeper will also behave the same.

Remember that once you are true to yourself and others, still you cannot expect others also to be like that. Your personality is yours and every personality has its own traits. To you integrity of personality means everything in life but for others it may not be as important. You can be sure of something that is respect to yourself, but, you cannot be sure of something from someone else.

2.5. Be Maganimous

We come across a number of individuals who always complain that they have always been the victim of people and circumstances whereas they had always helped others. They try to reason why all bad things come to them. The reason is very simple everyone faces adversity but as it is happening with you, it seems only you are experiencing it. One thing I can assure, if you are instrumental in helping someone to achieve his goal, then someone else will certainly help you to achieve your goal.

You must differentiate in helping someone to achieve something and giving someone something in charity. The Chinese proverb clearly indicates that, "if you give a fish to someone you are providing him one time meal but by teaching him fishing you are arranging him and for his family life time lunch and dinner."

Like, Newton's third law of Motion, charity is not a thing to be parted away thinking that it will come back to us. The laws of motion are true to things which exist in terms of force, motion, inertia etc. but it is not true for abstract things like love, charity, affection etc. We have to wait for someone else like Newton to deduce it correctly for abstract thing also.

If you believe in charity then generate a habit of forgetfulness also. Charity is a high order quality and the person who exhibits this quality must have high order personality traits. As you are not an ordinary individual you must refrain yourself from getting ordinary gains. Behave in the way big people

behaves who never believe in getting something in return but they feel, that you will return it by helping a more needy person. Take the example of a mango tree; they give fruits to everyone and even to those who throw stones at it. It is a high order charity and you should believe in such a charity. Let us see another example of a high order charity.

A long time ago, there was a huge apple tree, a little boy loved to come and play around it every day. He climbed to the treetop, ate the apples took a nap under the shadow. He loved the tree and the tree loved to play with him. Time went by. The little boy had grown up and he no longer played around the tree. One day, he came back to the tree, looking sad. "Come and play with me," the tree told the boy.

"I am no longer a kid; I do not play around trees anymore," the boy replied. "I want toys. I need money to buy them." "Sorry, but I do not have money... but you can pick all my apples and sell them. Then, you will have money." The boy was so excited; he grabbed all the apples on the tree and left happily. He did not come back after he picked the apples. The tree was sad. One day, the boy returned and tree was very excited. "Come and play with me," the tree said. "I do not have time to play. I have to work for my family. We need a house for shelter. Can you help me?" "Sorry, but I do not have a house. However, you can chop off my branches to build your house." The boy cut all the branches of the tree and left happily. The tree was glad to see him happy, the boy did not return.

The tree was again lonely and sad. One hot summer day, the boy returned and the tree was delighted. "Come and play with me!" the tree said. "I am sad and getting old. I want to set a sailing to relax myself. Can you give me a boat?" "Use my trunk to build your boat. You can sail far away and be happy." So, the boy cut the tree trunk to make a boat. He went sailing and never showed up for a long time. Finally he returned after many years. "Sorry, my boy, but I do not have anything for you anymore. No more apples for you..." the tree said. "I do not have teeth to bite," the boy replied. "No more branches for you to climb on." "I am too old for that now," the boy said. "I really cannot give you anything... the only

thing left are my dying roots," The tree said with tears. "I do not need much now, just a place to rest. I am tired after all these year," the boy replied. "Good! Old tree roots are the best place to lean on and rest. Come, sit down with me and rest." The boy sat down and the tree was glad and smiled with tears.

In most of the chapters, you will find me stressing that you should be instrumental in helping someone to achieve his goal and then only you will be able to achieve yours. It is so as when you help someone you get a satisfaction of the highest order and this satisfaction pushes you further to achieve your goal. You will become confident that if someone can achieve something with your little help then you will certainly achieve yours.

Attitude determines choice and choice determines results. It is not what happens to you that determine the future. It is how you respond and what you do about it.

Your actions and reactions are your parameter of success. If you are a short sighted individual then you can never achieve something big. In order to do and achieve big you must think big and bigger thinking is triggered by bigger charity. All these actions are interrelated and by missing one you cannot dream of achieving other.

There was a time when one of my doctor friend's son was staying with us for finishing his school studies as they lived in a remote area. Everybody including my neighbours and colleagues discouraged me to do so. But still I went ahead as my family was greatly helped by their family three generations ago and I did not wanted to miss my chance of repaying the debt.

During his study once his mathematics private tutor fell sick when his examination was approaching. He was slightly disturbed and I smelt the same. I called one of my lady mathematics teachers and requested her to help the child. I clarified that the child will be dropped and picked up from her

residence at the appointed time. I was ready to pay for such a help, but to my astonishment she declined and suggested someone else's name.

She was holding her service due to my support while the top management wanted to get rid of her due to her alterial motive of earning money and not being very sincere to her teaching. Not only this, she was the receiver of the highest increment last year. But it was hardly a problem for me as I knew a number of other teachers who were ready to help me in need.

My staff members came to know about this episode as the teacher realized her fault and shared the incident with her friends who were waiting for her departure. But they were amazed again when she got a handsome increment and some coveted designation. It happened because I thought of making the teacher realize that even doing worst she can expect the best.

These things are normal and regular in our society. We immediately want to return everything to everyone without giving any cool thinking. Above all, by having a negative feeling, your chances of further progress gets minimized and it creates a chain reaction. So, believe in charity whether it is for forgiving anyone for his fault. □

Chapter – III

Mould Your Attitude

You become what you view yourself as. Is it not true? Your thinking shapes your destiny and you are the ultimate gift of your thinking. You cannot grow bigger than your thinking and cannot achieve anything which you cannot dream of except, the sudden winning of a lottery for which the chances are also far remote. People have discovered and invented things as they believed in their existence.

The magnificent buildings which attract a number of tourists every year are the result of existence only. The architect who designs these buildings first believed in their dream and then they put that dream theoretically on paper. Achievement of something is directly proportional to its belief. You are fearful of something because you admit the existence of it where as mentally retarded people do not fear anything as they discard the existence of anything of such a nature.

Great effort springs naturally from a great attitude

We frame our attitude according to our thinking. From the very beginning we are told that darkness covers evil and you start fearing darkness even when you know that darkness is nothing but the absence of light. This is only one of the examples otherwise we are fearful of so many other items because our attitude has been formed accordingly.

Have you encountered any infant who tries to touch the flame of a candle and despite your persuasion he tries to steal a chance to touch the flame? But as soon as he touches the flame, he gets burnt and inflicts pain, putting him away from any flame till he dies. Once it happens to him, he will never touch the flame even if there is no barrier between him and the flame.

The factor which stops someone from being successful is the fear of failure which may directly or indirectly affect the thinking process of the person. Success and failure are relative terms and its meaning changes with the person, day, time and so on. Successful people minimize their fear of failure and it is reflected in their actions. The fear of failure has a tendency of upward movement i.e. when you start getting success the fear of failure goes on increasing. Fear does not disturb those who have nothing to lose. It is nothing but the attitude of the individual.

You must live as an individual who wants to know everything. In life you do not get the answer of every question but do not leave asking questions as being inquisitive is a natural instinct. The journey is more important in life than the destination. When you get your desired object for which you have been trying for months and years, the cause of further journey ceases to be. It is important to get that happiness of searching something special on a regular basis to make your life palatable. It is an experience of rewarding happiness. I have done so many things in my life but none of them was a planned action. I kept on searching the object which can give me pleasure and by chance I keep on getting it. You do not lead life to get answers of all the nonsensical questions which erupts time and again but you should lead life like an unanswerable question for many. To me that is actual life.

The individual who intends to get success makes it a point to diagnose his fear at every stage, as only he can do it. Any outside help will make the situation worst. This book is not going to provide you any step wise method to make you

successful, like many other motivational books available in the market. But based on observing the events and happenings around us, an attempt has been made to empower you to trace your path to write your own success story without the fear of failure. You are sure to be successful in your venture and whatever you have planned to achieve can be achieved only by a little flexibility in your attitude.

The attitude of an individual acts like a latent heat which is more powerful than a normal heat that is why the steam gives severe burns than a boiling water. Utilize your latent heat to achieve your dream goal and never be satisfied with your achievements but certainly be happy with whatever you have achieved without comparing your achievement with any one else. Enjoy your changed attitude which is your basic treasure.

Life will give you several jolts but do not get disturbed by these jolts. When you drive a car, you get jerks but due to the fear of getting jerks, you never refrain yourself from driving the vehicle. Rather, you adjust the gear and the clutches to avoid further jerks. Life is also like that. Adjust your attitude to counter the jerks and you will feel that your life is going smoothly.

Jerks in life forces you to learn adjustment, which is possible only by having control on your attitude. It will be possible only when you will think positive and make your attitude indifferent to negative thoughts. It is not very difficult but not easy either. Prepare yourself to face the music of life and then get the reward of being successful.

3.1. Be Optimistic

I live in a city which is famous for its ancient culture and monuments and I can vouch for that after traveling almost all the cities in India. I find Jaipur the best city to live in. It is not because I have settled here and the city have given me a name but for its calm and quite life. From my residence the railway

station is nearly fifteen kilometers away and there are six crossings which I have to cross. I have a habit of leaving early to reach anywhere on time and sometimes gets a scolding from my better-half for reaching on time when we see that except for us there is no one at sight. It is not the point of discussion now, but I am trying to make you think something else.

Suppose, I have to go to a station and have to cross six red lights on my way for that I will not wait till all the six lights go green. I have to reach the first crossing, cross it once I get the green light and so on but if at any crossing I get the red light, I have to wait till it turns green. Now whether the lights are red or green I have to start from my residence. Without making this start it will be impossible to reach the station in time irrespective of whether the lights are red or green.

If I am an optimist, I will complete the distance in more or less the same time. But if I am a pessimist, I will blame the government machineries for encountering so many red lights and hurdles on the road.

The journey towards success is almost similar to what we just read. Sometimes, it may be less than fifteen kilometers but you will not be able to acknowledge it in case you are not an optimist. It is not that you will not get the signal but the point is that you will not be able to open yourself to accept the signal. You will get everything in life only if you are optimist. If there is any darkness in your life, it is only because light is resting and as soon as the light will appear, the darkness will vanish.

AN OPTIMIST IS A PERSON WHO SEES GREEN LIGHT EVERYWHERE, WHILE THE PESSIMIST SEES ONLY THE RED STOPLIGHT. THE SUCCESSFUL PERSON IS COLOURBLIND

Life is rewarding to all those who believe that something good will happen irrespective of the bad days. It is not that you have to wait for a better chance to strike but you have to

behave like a normal individual during odd days too in order to get the prospect of the better days to come. It happens to everyone everywhere whether at the lowest level or at the top.

The problem at every step is the same. As a primary teacher I faced the same music in life as I am facing today working independently. When I was a teacher I used to think that my headmaster is the best person on this earth, when I became the Principal I thought that the Chairman of my School Management Committee is the most successful person but after getting the post of the Chairman of School Management Committee of three schools, I feel that the primary teacher in any one of my schools is far better than me as she has no headache and she has all the time at her disposal.

You must have heard the famous story of the man who was blessed by the almighty to get his dream fulfilled. One day while working as a labourer, he thought of being the supervisor as the supervisor was ruling the labourers. He became the supervisor and so on till he became the contractor and when he saw the plight of the contractors after being the contractor, he wished to be the labourer once again as he was happier then than the contractor.

You see, it is the attitude which makes all the difference and that too your optimistic attitude. Once you are an optimist, you will enjoy the position wherever you are. I accept it frankly that I enjoyed my position at every step but also aspired to move forward and I admit that whatever I did to achieve during my life till date is the result of the different experiences I received at every step.

One day while working on a project my PA told me that it was the mistake of the computer for one of his mistakes; I immediately told him that computer is a processing unit and the output is directly dependent to the input given. If wrong data is fed in computer, it is obvious to get wrong results and there is no fault of the computer anywhere.

You make yourself sure of one thing, that the results in life is uniformly distributed and one can always get good results or bad results continuously. Life will always give you mixed results just to make you balance and create a vacuum inside you so that you carry forward without being satisfied for ever. Journeys gives more pleasure than reaching the destination and you will feel more charged during your journey when you will achieve the goal mid way. Life is speed and you must not plan to cease this speed at any point of time.

You will always get good opportunities once you have a positive thinking and optimistic approach towards life. You cannot get it by default but you receive it as you become a go getter. Prepare yourself to face the jerks of life and counter those jerks with your positive thinking and optimistic attitude. The coming days are yours.

3.2. Be a Positive Reflector

A little boy once found a jar of nuts on the table. "I would like to have some of these nuts," he thought. "I'm sure Mother will give them to me if she were here. I'll take a big handful." So he reached into the jar and grabbed as many as he could hold. But when he tried to pull his hand out, he found the neck of the jar was too small. His hand was held fast, but he did not want to drop any of the nuts. He tried again and again, but he couldn't get the whole handful out. At last he began to cry.

Just then his mother came into the room. "What's the matter?" she asked. "I can't take this handful of nuts out of the jar," sobbed the boy. "Well, don't be so greedy," his mother replied. "Just take two or three, and you'll have no trouble getting your hand out." "How easy that was," said the boy as he left the table. "I might have thought of that myself."

Most of us behave like this little boy even when we grow up. We feel that if we get something we should take all for

ourselves. The thinking behind this is that we are not sure whether we will get another chance, as most of our thoughts are negatively charged and we do not see anything good to happen with us.

The basic perspective of negative thinking is the direct result of our nuclear thinking having father, mother and two kids. This definition has also changed in recent days with the thinking "we two have one only". Now this one gets the hundred percent of everything and never compromises, which slowly shapes the negative thinking process unknowingly. The parents feel that our only child is our future and everything is for him only.

There is nothing wrong to be parents of a single child but the problem is in bringing up the only child. An infant understands what he sees. The full attention of the parent hardly makes him a perfect social citizen but in most of the cases he turns to be an individual who does not know that there is a word called "compromise". And not knowing the word compromise brings disaster for him later in life.

He is never taught that he cannot achieve any thing in life without being instrumental in helping others to achieve what they want to achieve. For such a thing, you should be a positive thinker that if someone gets something, still enough is left for you and others. The person whom you are helping gets his shares only when you become instrumental in helping him achieve his shares. There may be one or two exceptions where you might have noticed and got a feeling that the axioms of helping others to achieve something is not true always. But you forget the basic law of nature which states that exceptions only proves the law.

It is our duty, not only towards our own but towards the society of which we are the members, to teach our kids and everyone who come across us to be a positive thinker as it is the only way to make you happy and keep the other individuals of the society happier.

POSITIVE THINKING WILL LET YOU DO EVERYTHING BETTER THAN NEGATIVE THINKING WILL

An individual can never be successful in spite of possessing all other personality traits if he is not a positive thinker. Because in order to achieve something, first you have to believe that the thing exists and only a positive thinker can do that.

While fixing the marriage of my daughter I was in a fix whether to search a known family or to go for a better match in an unknown family. I postponed it for a year, made a positive and negative analysis of every point and finally decided in her favour. My daughter is a post graduate in Engineering and is competent enough to face any unwanted situation in future. And being a positive thinker this point helped me in reaching a decision.

Irrespective of your caliber and attitude you do not have control on every happenings in your life but your positive attitude will always help you to find a solution and in most of the cases you will find that you are a good decision maker. In life you need to evaluate the damages done by your wrong decision and you will be amazed to find that the damages done due to your bad decisions are far less due to your positive approach towards analyzing the situation.

3.3. Command Your Actions

When I was writing this chapter on the last day of August, 2009 all the news channels were flooded with the news related to the internal feud in Bhartiya Janta Party who claimed it “to be a party with difference”. The drama was so interesting that even a person like me who is least interested in such political dramas eagerly waited for the updates.

The drama started with the debacle of the political party in the last general election when every worker of this party

was sure to win. Not only had this but the party who were ruling in some of the states delivered satisfactory performance. But after the defeat even the top leaders started blaming each other.

A senior party leader Jaswant Singh’s book on Jinnah added fuel to the fire. I have not read the book but I failed to understand the utility of such a topic in this present scenario except for getting a quick political mileage over the nearest opponents. A number of burning issues like illiteracy, poverty, lack of basic amenities and so on are there to be highlighted but we Indians are very good in digging out graves and taking out the “gene” out of that.

I do not dislike history but dislike the way history is being taught in our educational system. We do not teach the impact of history on the political system but we are more interested in teaching the personal outfits of the rulers and forcing the new brains to cram the date of birth and the number of marriages the rulers performed which has got no educational value.

As it happens in India and with all the political parties, Mr. Singh was removed from the party and he also showed his colour by vomiting everything publicly which was dubbed under the category “classified secrets”.

The above paragraph has got no meaning till I ask you to concentrate on the news item related to this issue that advised Sri Lal Krishna Advani to be the “King Maker” than being the king. What an irony that in independent India still we are using the term “King” and that too by a reputed and professional columnist.

Even this paragraph is not so important to you. I want that a successful individual is an action controller and he always tries to achieve this position as it is his attitude. Being an action controller you indirectly control yourself so that no one else is able to get control of you.

YOU CAN'T CONTROL WHAT HAPPENS TO YOU, BUT YOU CAN CONTROL YOUR ATTITUDE TOWARD WHAT HAPPENS TO YOU, AND IN THAT, YOU WILL BE MASTERING CHANGE RATHER THAN ALLOWING IT TO MASTER YOU

Every individual tries his level best to be an action controller but very few of us are able achieve it. It happens because most of the time, we are surrounded by people who pump negative feelings in us and a time comes when we start doubting our own capabilities. Standing in an orchard of mango trees one cannot expect an apple fruit. The same happens with our thinking also.

You must have noticed that people from a certain states display a particular type of behaviour but the same people born and brought up in a state which has better rating they start behaving in the same way. It is the environment which shapes your personality including your thinking process. You cannot be an alien everywhere.

Once you have decided to win the battle of your life, start behaving in the way a winner and a successful individual behaves. Get control of everything under your area of operation not by grabbing power but by knowing everything of everything for which you must ready yourself. Any labour in a right direction is always fruitful and you are sure to get the fruit of your labour. Your actions must speak louder than your words so that everyone around you gets a feeling that you are an action oriented individual who has control on everything including his own actions.

3.4. Learn from Inefficacies

Failure is a mental state. You start a work and become unsuccessful in getting the result as per your calculation, you presume that you have failed and thinks that you can never

get another chance for improvement. I remember the day when I asked my daughter to prepare a vegetable dish. It was Sunday. Generally being a holiday she does not not leave her bed before nine but that Sunday was special. She was in the kitchen by seven in the morning searching for the ingredients to cook. She prepared it and was eagerly waiting for everyone to taste it. We all sat on the dining table and she served the item and up to our amazement it was better than our thinking although it was not a complete dish. Every body praised the dish as adviced by me and after two days on the same table I told her how to improve the dish. She practiced it twice and thrice and after that she started preparing tasty dishes using other ingredients that too in required quantity.

Had she been fearful of her competence to prepare the dish or she would had been fearful of her failure, she would not have dared to learn again. We avoid asking our kids or subordinates to do something as we feel that they will not be able to complete the task and make ourselves burdened with it.

Failure is one of your decisions. It is an outcome of your trials. During your class ten mathematics course, you must have learnt probability where you gets a question that what is the chance of getting a queen from a pack of fifty two cards. The same applies to our decision also. We test many postulates. Sometime we get correct result in one attempt where as sometimes it requires a number of attempts to be made. But one thing is very clear that you have to make an attempt whether you get the required result in one go or you have to make several trials. You can never get a result without trial and in order to get a queen you have to make the trial again and again which is not failure but is a part of solving the problem.

It is not that human beings only face failure every living being on this earth face adversities but they still go on

achieving the results. Giving birth to a number of offspring at a time is nothing more than the fear of failure to carry on the progeny. Had they been sure of getting the results with one trial only, they would not have produced so many offspring. The same is true for plants also. They produce a number of seeds. Out of so many seeds very few grow to be like the mother tree as germination of a seed requires a number of factors.

Take a look at an apple tree. There might be five hundred apples on a tree and each apple has approximately ten seeds. That's a good number! We might ask, "Why would you need so many seeds to grow just a few more apple trees?" Nature has something to teach us here. It's telling us: "Not all seeds grow. In life, most seeds never grow." So if you really want to make something happen, you better try more than once." This might mean: You'll have to attend twenty interviews to get one job. You'll interview forty people to find one good employee. You'll talk to fifty people to sell one house, one car, one vacuum cleaner, one insurance policy, or a business idea and you might meet a hundred acquaintances just to find one special friend. When we understand the "Law of the Seed", we do not get disappointed. We also stop feeling like victims.

We learn how to deal with things that happen to us. Laws of nature are not the things to be taken personally. We just need to understand them and work with them.

In a nutshell successful people fail more often. But they plant more seeds. When things are beyond your control, here's something that you must do so as to avoid misery in your life: You must not think how the world should be. You must not make rules for how everyone should behave. Then, when the world will not obey your rules, you will get angry! That's what miserable people do! On the other hand, let's say you expect that: Friends should return favours. People should appreciate you. Everyone should be honest.

Your husband or your best friend should remember your birthday. These expectations may sound reasonable. But often, these things won't happen! So you end up frustrated and disappointed. There's a better strategy: Demand less, and instead, have preferences. For things that are beyond your control, tell yourself: "I would prefer this, but if that happens, it's OK too!" This is really a change in mindset. It is a shift in attitude, and it gives you more peace of mind. You prefer that people are polite ... but when they are rude, it doesn't ruin your day. You prefer sunshine ... but if it rains, it is OK too!

You will be always successful, this you cannot predict irrespective of the competencies you possess as you do not have control on either your failure or success but you have control only on your attitude which you can shape keeping your preferences in life. It is very difficult to accept failure, it may bring a little or no change in us but we forget to believe that failure brings success most of the time.

LIKE SUCCESS, FAILURE IS MANY THINGS TO MANY PEOPLE. WITH POSITIVE MENTAL ATTITUDE, FAILURE IS A LEARNING EXPERIENCE, A RUNG ON THE LADDER, A PLATEAU AT WHICH TO GET YOUR THOUGHTS IN ORDER AND PREPARE TO TRY AGAIN

You work upon a number of preferences before arriving at a decision. All these preferences have not been tried before and you are not sure of their swing. Be sure of one thing, a preference which swing in one direction may not swing in the same direction under similar situations. But we as human beings always want the results as per our calculations, being fully aware of the fact that the results are not in our control. Even after being clear of this theory, we still expect that it may have happened to someone else but to us it will happen according to our wish if we are born special.

If the result is in your favour, well and good, you should celebrate your success but if it is against your expectation, you should not repent as if you have lost the game and you will never get a chance again. Be sure that you will always get a chance even if everything is lost because you are born to win but the condition is that you should never give up trying and that too with all unfavourable circumstances. Getting something at one go may not give you that satisfaction as compared to getting something through rigorous trials and failures. It proves that the set target was difficult to achieve.

Failures are our best teachers and they teach us to be adamant for success. Einstein would not have been so happy had he achieved that success in one single attempt. His comments that he had learnt seventeen methods by which an electric bulb can not be made was a relief to everyone who aspire to achieve something in any field. Your failures are your mile stones. When you reach a mile stone, you are able to see the next mile stone in front of you.

You are your own master whether you fail or pass. We can not deny that we are living in a society that influences our life but we should never allow any member of the society to overpower our feelings. Your failure is a boon for your success, never forget it and go on trying till you get your target.

3.5. Evolve an Attitude of Indebtness

Most of us have a habit of taking the credit of every good thing to ourselves and blame the whole world when something goes wrong. It is because we are unable to digest our failures and feels that, everyone whether it is an individual or a situation, is responsible for not helping in achieving our goal.

We forget to believe that if we can congratulate ourselves for our achievements then why not for failures also. Actually

the ideal situation should be that we should give credit for the good things to others and should take the responsibilities of our failed actions. Gratitude is an act of accepting the contribution of others in our progress.

It happens that when we are comfortable with our situation, we start believing that we will not require any help and this thinking make us arrogant. It is our negative attitude that does not allow any positive thought to enter our brain.

I know a friend who was the principal of one of the most established and respected schools of the town. Before joining this post he was out of job for nearly nine months and during that period in spite of his best efforts he was unable to get any assignment. At last he got the present assignment and started doing well. After a year his arrogance started overpowering him and a time came when he felt that the institution can not run without him. He became so critical that during any meeting he did not leave any chance to humiliate his seniors.

His seniors were elected by the society and were the respected business community of the city. But some of them respected him like anything which added fuel to his arrogance. It went on for two years.

During this time he started neglecting his friends too. Being the top school of the town there was always rush for admission but he favoured those who directly approached him. Time went on and he became sure that he is the best and had achieved everything due to his caliber and there was no contribution of any individual in his success. Suddenly, I heard that he was terminated from job and the main cause was his arrogance.

If you see the situation, you will realize that you must be adjustable and friendly when you are at the top of your career. You may not be able to accommodate the views of all and may not be able to do the work of everyone but you can be

polite to many. Not only that, you being an educated individual must understand that in our society the elected representatives are more powerful than the selected ones. It is due to this fact that we are being paid for the job and they are spending their time, energy and money to uplift the society. You can not say that they are minting money due to their elected positions. We Indians are more concerned after the job specifications of others for which we are not paid and ignore the job specification of ourselves for which we are being paid.

We are never taught to thank others for our achievements because we are self-centered individuals. We never do anything for others without being paid. This payment may not necessary be monetary but it can be in the form of praises, indirect gifts and so on.

GIVE THANKS FOR EVERYTHING THAT HAPPENS TO YOU, KNOWING THAT EVERY STEP FORWARD IS A STEP TOWARD ACHIEVING SOMETHING BIGGER AND BETTER YOUR CURRENT SITUATION

The above example of my friend is not a loner but you will find such individuals everywhere who try to wash everything as soon as they achieve something in life. No gratitude and hence no further progress. Such individuals have to satisfy themselves with little achievements. They may say that they would have been something else if they had practised the methods which others have applied. The grapes are sour. You come with such excuses when you fail to achieve the target which you have set. You satisfy your ego by blaming others. You want to show that you are the only pious individual on this earth and all others are dishonest.

I fail to understand most of the time why we, including me, can not accept things as they are but try to please ourselves by finding faults with others. It happens when we are unable to show our gratitude to anyone including ourself. You can not grow big by making someone smaller and it is a proven fact.

It is not that we do not know it but it is very difficult to believe. We get this feeling that we are a special product of the Almighty and something special will happen to us. Remember that you are just fooling yourself and in this way you are not going to achieve anything forget being successful.

You can not grow big without helping someone to grow big. You must have to understand that the journey of success requires sacrifices and that too in the form of showing gratitude to others who have been instrumental in pushing you towards your goal. It is very difficult to show gratitude to your criticisers but once you become the master of this act, believe me you will be a real winner.

□

Chapter – IV

Discern Yourself

By mistake an ass entered a jungle and became happy seeing the green grass and no one to stop him from grazing. As he was having no work and grazed according to his will within a week he turned fat and big. The animals of the jungle seeing his personality became fearful of him and maintained a distance. The news reached to the lion, the king of the jungle also became suspicious and thought that some other animal from different planet might have arrived in the jungle. Thinking this he went to see the new arrival but suddenly he heard the loud voice of the ass and he also got frightened. The lion started living under stress losing his weight day by day.

One day when the lion was taking the round of his kingdom and saw an ongoing fight between the ass and a monkey. According to habit the ass was throwing both his hind legs on the monkey to kill him but without any result. As soon as the lion saw this, he understood that the ass is not a dangerous animal. He jumped on the ass and killed him.

Most of these stories have their basis in “Panchtantra” written by Vishnu Sharma to teach the sons of the king and clear their doubts. One may feel that these fables have no role to play when it comes to dealing with human beings. It is pertinent to bring to the notice of my readers a comment made by Bismarck. “Fools say that they learn by their own experiences” as life will not give you so much time to commit

mistake and learn, a lesson teaches us to learn from any quarter according to our need and utilization.

I wrote this chapter on September 5, 2009; it is the birth day of our respected former President Sarvapalli Dr. Radhakrishnan which is also celebrated as teacher’s day. Being in the teaching profession for so many years, I have been confronted with a question almost always during my training sessions that whom I consider the best teacher in history. I have glanced so many times and stopped myself at several places to answer this question starting from Guru Vishwamitra to Guru Dronacharya from the famous epic “Ramayana” and “Mahabharata” and afterwards. I also admit that I have great respect for Kautilya, the Guru who picked a boy from the street and made him the king of an empire which was coined as the “Golden Period” of Indian History. The student was none other than Chandragupta who founded the famous “Mauryan Empire”. It was Kautilya who recognized the worth of his disciple, Chandragupta.

A question may arise with the readers that what would have been the scene if Kautilya had spotted anyone else except Chandragupta. The other would also have been the king but may not have been able to make his destiny the golden period. I do not think that there would have been more difference than this. Once you are committed to achieve something, you will do it irrespective of the favourable or unfavourable factors.

The secret of success in life is for a man to be ready for his opportunities when it comes

Be sure of your worth and you will definitely get the results, the conditions may minimize or maximize the effect of the result but the exterior factors have no power to make your worth zero. With due regards to all famous gurus, I am of the opinion that they did their task entrusted to them. If you review the performance of Dronacharya will you not agree

that it was more of the performance of “Eklavya” than the respected Dronacharya. I do not want to elaborate more on this topic or else any fundamentalist group may take it as disrespect to their religion and might ban this book.

Although it will be a blessing in disguise as in India most of the best sellers have attracted the attention of such groups, then the book is read even by those people who are not book lovers to find out what is written there. Do you not feel that such groups should focus their attention on other burning issues than to kill the independence of expressing, the views of an individual in an independent country? Why they do not evaluate their worth, understand that they can do miracles by raising the social issues than an unimportant issue like banning the independent thought process of an individual.

In this world there are so many things which you do not like and according to you they should not be there. Do you have the worth to stop their progress, I am sure you can not. Take an example of the TV serial “Sach ka Samana”, why so much hue and cry, just tune your TV to some other channels. Why you want to be a social reformer? You are not a drunkard, I am sure, but there are liquor shop in your vicinity, do you go and ghero the government to stop selling liquor from the shop? Why you want to make everyone like you, are you going to contest a parliament election?

We have a habit of seeing things moving in the direction of our thinking. History proved that those who took this line of action were wiped off from the history. Do whatever you like to do but never stop anyone from doing what he likes to do until he is interfering in your independence. Let him face the consequences of his action and above all we all are bound by certain laws let the law take its own course of action. Why you want to act as an extra constitutional authority? I am sure; you are not going to agree with me. But think for a while if Kautilya would have thought like you, we would not have got a street boy groomed in the form of Chandragupta.

Understand yourself and evaluate your worth to act in the required direction otherwise you will loose the sense of being on this earth. One must do the work according to his worth and within the prescribed limit.

Most of us do not have any idea about our own worth and go on telling others what to do and what not to do. What an irony? It is not only true to uneducated or semi-educated individuals but it is true to highly educated personalities as well. You must have noticed this phenomenon around you also. Everyone has been created unique. The creator may be anyone from the Almighty, God or whosoever or may be a supercomputer controlled by an individual who may not have an idea of what he is doing and for what purpose.

In any case you are unique and empowered to be successful irrespective of your height, weight, education, IQ, EQ or SQ. All these jargons have been coined by individuals like us to be marked prominent. You are born a winner and have the potential to be a winner but you must know how to fight you have to fight to be a winner. Until you understand in what fight you are competent and will achieve success, you can not become a winner.

4.1. Appraise Your Competence

The so called living Gods have always highlighted on understanding self, to their thousands of devotees through their discourses and preachings. They ask you to surrender everything to them to know yourself and be happy and lead a happy life. Once you will not have anything with you no one can put you in trouble.

A man being disturbed with his day to day problems of life contacted a fortune teller in order to see his planetary movements. The fortune tellers are believed to be the master in knowing the movements of the planets and it's effect on the life of a person. The fortune teller examined the line impression on the palm of the man

and told, "Saturn is very annoyed with you and sitting in the sixth house of your horoscope, he is creating all these problems. In case you pay me Rs. 500, I will see that Saturn changes its position to make you happy."

The man said, "Sir, I don't have Rs. 500 with me."

Bargaining went on between the fortune teller and the man and at last the fortune teller agreed to face Saturn for a fee of Rs. 10 only.

But the man refused that he do not have Rs. 10 also and the fortune teller got irritated and said, "Go away from here. You don't have Rs. 10 also neither Saturn nor Jupiter can harm you as you don't have anything to loose."

You can loose something when you possess it either physically or mentally and if not then you do not have to fear at all. The main thing is the realization of the self. Most of the time we are indulged into knowing the worth which we have collected by different means but forget to measure the worths which have made us to accumulate all these materials.

We feel that as human beings we are superb and can get anything which we desire or need. There is nothing wrong in your thinking as our education system has failed in identifying the interest of the students. Once you find that area where you can do better you should immediately start operating on it.

An average person with average talent, ambition and education, can outstrip the most brilliant in our society, if that person has clear focused goals.

Everyone comes to know about their strong areas, some of them identify early in their life while others do not recognize it till the last day of their life. In our country, we completely rely on the education system to identify our interest. But our education system has failed miserably in helping us to explore our interest. Also do not believe in Ivan Iliac "De Schooled

Society" but I am earnestly in favour of a complete change in the education system.

Our education system has failed in indentifying the interest of the students then why a student after completing his IIT on a highly subsidized fee by the government suddenly decides to be an IAS and why a student after topping the All India Institute of Medical Sciences decides for an MBA degree and selects to join a bank.

One of my doctor friend's son topped the prestigious AIIMS medical entrance test, was also the topper in his final year medical examination. Suddenly, he came to me one day and asked for a certificate for having managed the school stalls in one of the school functions. He told me that he needed it to be deposited at IIM Kolkata where he was finishing his final year. On enquiry, he revealed that he has calculated the time factor involved in this profession and after passing his MBBS examination he realized that he will be better placed as a banker than a doctor.

I was not convinced with his answer. After being told that he not only killed the chance of one bright student of being the doctor but also wasted the public money, he felt sorry and threw all the blame on the education system that failed to bring to his knowledge which is the best career suited for him. You will find a number of such examples everywhere, putting all blames on our education system. But we are also adamant and not ready to change our mindset except for thinking of abolishing class tenth examination, which will further grim the situations by giving a fair hand to the coaching institutes to earn some more lakhs till someone again strikes for a change or brings a proposal.

There is no harm in becoming an IAS officer after completing IIT or being a banker having an MBBS degree but do you not feel that both the candidates have eaten one valuable seat which would have produced an engineer and a

doctor which is in much demand in the country like India with a growing infrastructural system. It happened because they were unable to evaluate their worth or in the real sense they did not understand themselves as what will suit them best.

4.2. Be Aware of Your Calibre

There are always some individuals on this earth who can do anything they desire even then they will have to put in their maximum capabilities. A student who tops the merit list of IIT-JEE suddenly becomes superb in the year and there is no doubt about his caliber. But don't you think that he will waste his four years in any of the IITs. I am sure that he would have known that engineering is not his baby but parental, peer and other pressures made him to show that he can do anything and he will choose the best career on getting a chance to choose on his own.

A man wanted to visit a mental asylum to get first hand information regarding the mental patients as he was working for their rehabilitation. He was advised by the doctors to be careful and not to contradict any patient when he should be saying something.

He went inside and sat quietly in the garden. He saw a young man of twenty five coming quietly, sat by his side and asked, "Are you here due to your friends, parents, teachers or neighbours?"

Although the man did not want to violate the suggestions given to him but seeing an innocent mental patient he said, "How can someone be here due to their friends, parents, teachers or neighbours as everyone are our well wisher?"

The young man said. "Yes, but how can a person satisfies the expectations of everyone who are near as dear to you and you don't want to hurt anyone?" He further added that when he was in school his teachers wanted him to be a doctor as it will bring name and fame to the teachers as well as to the school. His friends always saw a successful administrator inside him and they pushed him to choose Arts subject to be an IAS officer. His father, being a successful

entrepreneur wanted him to get a management degree from a premier institute to add value to his running business.

Everyone's desire was around him without knowing his own desire, what exactly he wanted to be. As he tried to satisfy the need of everyone, one day when he opened his eyes in the morning he found himself here. He said that everyone takes him as a mental case and he also feels comfortable as at least no one has any expectation from him in this mental asylum.

There was nothing to tell further but to ponder on who exactly had to be sent to the mental asylums. Why as parents, teachers or friends we forget to make a child understand that he must know himself and take decisions accordingly. Life is very precious and we can not waste it. We have to leave it and does something concrete for the society.

God gave us two ends, one to sit and one to think with. Success depends on which one you use head you win tail you lose.

Most of the time we are unable to understand what exactly we want to do? It is because in our country we are not allowed to think independently and no one is there to guide us in which area we should utilize our potential to the maximum. We grab any work for the fear of not getting it again if we miss the chance. After that either we go on changing our job to be in the right job or we go on stressing ourselves in the job for which we have no affinity.

You may not get the job according to your worth, the number of job is too less in comparison to the applicants. In case you are not getting your dream job, the fault lies with you and no one else. The best way here is to give your maximum wherever you are and search for the alternate. But abusing the system and yourself is not going to bring any result.

4.3. Be Fair to Your Work

A farmer had a donkey and a dog as pets. Both were very faithful to the master and the master in return was very kind to them and kept them happy. The dog one day barked aimlessly at one of the visiting friends of the master and was scolded badly in presence of others. This made the dog revengeful. The same night some thief entered into the house. Both the pets were awake. The donkey told the dog to bark to awake the master but the dog refused to do so as he was very angry due to the behaviour of his master. The donkey did not agree with the dog's displeasure and started braying badly. This awakened the master from his sound sleep. He got annoyed and beat the donkey badly. The donkey got annoyed and left the master's house forever as he did not get the return of his faithfulness from him.

Let us assume that the master had treated the donkey well and patted him for his faithfulness and gave him extra work like looking after the safety of the house. For sometime the donkey will certainly be amused by this extra responsibility but as the dog was also there and was getting the same food to eat like the donkey, this would have brought frustration to the donkey. The work load was also telling badly on donkey's health and in some more time he was becoming indifferent to his work.

The above story is the destiny of most of us. We are always in search of some extra responsibility at our work place to show our capabilities in other fields this is basically to make us indispensable in the organization. Most of the time it is to show our smartness to the bosses and sometimes it is done to prove the inefficiency of our co-workers. In both the cases, the benefit of the organization is not a priority, we are more concerned about our benefits. Helping the organization in emergency when our presence is needed is the quality of a faithful person but doing it for the sake of an immediate return or any future return may fall on us badly. The organization can

not run with one or two persons, it requires a number of hands to make it a stable organization.

Professionalism is reflected primarily in your work, so its important to know your job very well

Any organization need donkeys to grow fast but it also need dogs to be faithful to the organization. It is pertinent to note that the donkey came forward to help the organization because he really wanted to help the organization on getting an opportunity to prove his worth. The donkey did the job which was assigned to someone else. Here the role of organizational head should be to discuss it with the dog and find out solution to the problem so that in future the dog should not neglect his assigned duties. It is essential for any boss to involve everyone in the attainment of organizational goal otherwise someone will always be burdened with the extra responsibility and someone will just relax by denouncing his specified job responsibilities.

Human beings by nature avoid doing any task and if left unnoticed they will keep on relaxing with a feeling that someone else is doing his job. Most of us share these ideas which directly or indirectly profit us. The profit may not be monetary always but it is refreshing in some way or other. Being successful due to the push of someone else may not give you everlasting pleasure but in case it is due to your own efforts it will always push you to achieve something more than you have with you.

The sole aim of everything is to fully utilize your worth; achieving something appropriate to your worth will always be rewarding and you will never fear loosing your success. Most of the success that you have achieved is due to your tireless efforts but the people around you may give the credit to your luck. They will make you the luckiest guy forgetting about your hard labour which you did for years at the cost of neglecting your nearest and dearest ones.

When I thought of starting my own school consultancy services, being an MBA and having learnt marketing only to clear the examination papers, consulted two-three people in the area, as market survey is a must before starting a new venture. Through some one, I fixed an appointment with an educationist who was in school consultancy services since the last five years. Frankly saying, when I left him after half-an-hour discussion. I considered myself a total fool for planning this venture as he totally demoralized me. But when I asked a question, “If this field is so bad, then how did you survived for five years and are still surviving?” He had no answer other than to stress on the point that he had developed some good relations.

But I was very clear in my mind, I discussed it with my wife and we both decided that in case we fail we have nothing to loose except some few thousands in correspondence and travelling. Another set back came when I resigned from my job and joined another job. Still I was confident of my strengths and weaknesses and got my first assignment for a full five years term with a condition that the contract can not be terminated in middle. That day was a turning point in my life. The only thing which forced me to move forward was my will power and clear understanding of my goals with a firm belief in my capabilities. I knew that education sector in India will flourish like any thing because the present crisis in the field of education (mainly school education) is the result of a historical neglect. Now that education itself is being seen as a social obligation and the need of the industry had diversified, it is time that the industry should step in to take more active role on the products that are being churned out of our schools.

You must assess your capabilities as soon as possible without that you are an aimless person and you will be considered a burden and parasite on this earth. Neither time nor your creator will excuse you for this lapse. You can never fail, if you are confident and committed then forget everything

that is a hinderance on your way including that great Indian excuse, “what will people think in case I fail.” Who are these people and why are you giving them the liberty to think about yourself? The day you start thinking on these lines, seventy five per cent of your worry will disappear immediately.

In the beginning, I also faced the same situation. Even after operating from the same city I refused to face my friends, in place of boosting my morale they used to comment like anything. I concentrated on my work and stopped going to any gathering where I had the slightest idea that I will get negative comments about my new venture. Not only this, I stopped talking to people who used to bring any negative feeling about my new venture. It was a very difficult phase for me but I became uni-directional and concentrated on my work, utilizing all my time searching for new projects and diversifying my projects from training to consultancy to selective consultancy. Before I became a professional, people used to come to me for guidance and most of my time was wasted in free advice and sundry expenditure in the form of guest entertainment. Now people come to me, but the number have decreased drastically, and I charge Rs. 10,000/- for every sitting. I get two to three such assignments and that too sometimes in five star hotels at the cost of my clients. Getting paid with free entertainment, see how the time changes once you really decide to strike in the area where you are confident.

4.4. Have a Lucid Aim

An aimless individual is one who does not know which profession will suit him. Such persons are of the kind that on one hand they will prepare for IAS, the highest administrative job in India, and on other hand they will be learning typewriting and shorthand thinking that in case they are not selected in IAS they will earn their livelihood from the second options. Don't you feel that the two are extreme ends? I admit that in

this competitive age it is not possible to get the desired profession but it is also possible to get related jobs in the desired profession. In case the individual is not selected for IAS, he can think of Provincial Civil Services and several other jobs compatible to that. This also proves that the person has not calculated his strength and hence, he will neither get the best nor the worst and will end up blaming his luck.

After two years when I was handling five big school projects and other related assignments, my critics started congratulating me that I was very lucky. See the fun; still they did not appreciate my labour and commitment. On most of the Saturdays and Sundays I used be on my project sites located mostly in other cities, leaving my family but in place of praising me for my labour they branded me lucky. If this is luck, I am forcing you to follow this route. I am sure you will also become lucky and any other person like you who has a clear cut idea about himself and about his goal will also turn lucky.

The establishment of a clear, central goal in life is the starting point of all success

Have you ever given a thought what exactly luck is. To me luck means to explore your worth after evaluating your capabilities to do better in the areas of your interest. When you are prepared for the worst the best comes to you, provided you are honest with your thought. People never forget those who are uni-directional and committed to their task. Task oriented individuals become role models for the society and for being a role model, only your commitment is required and all other factors are secondary.

You can not hide yourself for long in the same way you can not fool all people all the time. Your reality is your strength. I understand that there can not be an individual on this planet without some weaknesses but in order to shadow those weaknesses you should not hide your originality. You must

understand that you possess something extraordinary which others are lacking and you must master those extraordinary characteristics to make yourself unique.

Covering yourself with some insulation may help you to achieve something but as soon as that insulation is uncovered, you are going to be in great trouble. It is better to face failure with what you are than to be a winner through an unethical practices, as it will give you pain later at some point of time. We must not think of hiding ourselves.

Your success story must incorporate your wish to win and the journey covered in that direction. Most of the critics' commented that the market is now flooded with books on positive thinking as the stress level of human beings have increased many fold, whereas, I am of the opinion that it is the result of our immediate achievement motive. We do not want to wait for anything even for giving birth to a new born baby which is the biggest achievement in the life of a woman.

The increase in the suicidal tendency, increased lawlessness and all the menace in the society is the result of our short sightedness which pushes our youth to achieve everything within no time. There is no doubt that the youth are superior to us in thinking and reasoning as they are the product of diversified information mediums available at the click of a mouse but they have lost their tolerance level resulting to all the menace which is being witnessed in the society.

We fail to understand that everything and every event has some time limit and achieving the same before the required time limit will give immature result but knowingly we are running blindly towards the same. We are unable to devote some time in introspection to find out our actual worth which is pushing us towards all unethical practices.

While writing this page, the news that was going around was the Chief Minister of Andhra Pradesh Dr. Y S Rajasekhara Reddy had died in a helicopter crash and more than one

hundred and twenty people committed suicide as they were unable to bear the grief. What a tragedy and irony? To know more about the suicide attempt cases, I opened the rediff mail news and I was amazed to see the blogs written against the same person. Both the conditions are extremes. Neither we love a person nor we hate him but actually we love ourselves and all these are the result of it.

We do not want to reason for something as we do not know what actually we are and what do we want. We want to get everything but what will we do after getting those things, no answer. You must be pondering as to what direction I am leading you. I am leading you to the direction where you had planned to go and that too by making you aware of your worth. Your goal is important for you and all other things are subsidiary.

4.5. Don't let Anyone Subdue You

Remember the advertisement on TV where a gentleman is sitting inside his car at a red light signal. On seeing a shabbily dressed boy on a bicycle, the man gives a disgusted look. The boy observes that, he lowers his shirt sleeves, put on his tie and confidently comments, "Uncle, it will not take more time in changing my two wheeler to a four wheeler." This teaches us that we are not inferior to anyone once we are not ready to be overpowered by the thoughts of someone else.

Nothing is impossible to achieve in this world if we honestly perform the required labour in the right direction with a focused goal. We sometimes get a feeling that we are lesser than other in many aspect but we never thank ourselves for being better than many. It is good to be honest with our evaluation. Thinking about Bill Gates, we may feel that we can never acquire that much wealth. But the girl he loved the most, betrayed him and thus he was not fortunate to get his first love. But most of you are lucky to have your loved ones around us.

You have to be clear that you possess something better than the person you are eyeing upon. When you take someone better than you then you are being overpowered by his thoughts and sometimes even hypnotized with the behaviour of that individual. The suicidal attempts made by the public due to the natural or unnatural demise of their leader are such an example. They get a feeling that they are nothing without their leaders. It hurts them when they listen something bad about them.

A person who is going to achieve his target with his own capabilities will never compromise on such things. He will always balance his thinking according to his personalities and will never sway away with all his actions. If not, then he is lost in other's personality and turns himself to be a follower and remains a follower forever. You are on this earth to lead many by your examples. You may not be a Mahatma Gandhi or an Abraham Lincoln but you still can be an individual whom most of the people can look up to as an example.

If you can't stand the heat you should not enter the kitchen

Once you are able to stand with your own thoughts, you will definitely get your desired result. You will be put in front of many as an example and most of them will try to copy you to be like you, this number will increase in geometric proportion (many fold). You may be like one among many but still you will be considered one in a gathering. You have to just make yourself believe that you are original and no other person can think and act like you.

People with shattered self-concept and weak thinking are governed by others whereas the one who governs never tries to prove, as his action speaks louder than words. While working for an organization where a lady was looking after the finances, one day I came to know about her habit of gossiping behind

me. The person who informed me about this thought that I would be happy to know it. But I did not showed any reaction rather I was amazed by the behavior of the person who could not differentiate between a leader and a follower. The lady in question is simply there to manage things and carryout instructions and she never gave me a chance to speak on these issues. If I am getting everything at their proper places whenever I enter my office; and she is running her show in my absence then what is the harm in making her pseudo happy.

I gave you the above example as it is a general scene with most of us. Should I have asked the lady the intension of her talk, it would have been an unnecessary exercise of killing my valuable time which I was utilizing in completing this book for you. Never be overpowered by the suggestions or thought of others till it directly interfere with your primary work, the day you decide to prove that without you nothing can happen, that day you have halted your chance of advancement and you are doomed for oblivion.

A winner always sees his benefit even in the worst situation but he should never involve himself in proving something which has already been proved. When people criticize you, you should celebrate as you are being noticed while moving towards your goal. We sometimes say that we do not want to get something in the same way others have got. You are just fooling yourself by saying that you can not perform the task like others and thus devoiding yourself of those achievements.

Make yourself different from others by your actions and never with your words. Words are lost in air as words follow the theory of transformation of energy whereas actions follow the law of motion. You are what you are, why you should be governed by the words and actions of others who have no contribution in making you.

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Chapter – V

Obelisks of Success

Success is different for the same people at different point of time. We may put success in three different categories for easy understanding. The first category is the success which you achieve for what you aim. Suppose you want to get to any IIT, you studied well and made it. You are successful. The second category for success is that which your near and dear ones aspired for you, e.g. owning a villa on a 2000 sq. yard plot in a metropolis or having a luxurious car, can be the yard stick which was fixed for you and after achieving that people started branding you successful. The third category of success is the combination of both the first and the second category of success, where you achieved what people around you had set for you as well as what you also aspired.

In most of the cases this journey of success is endless. You try to achieve the most to enjoy it till the last moment and hence you go on accumulating. There is no harm in it but the trouble is that then you lack time to enjoy. As if a believer of ‘Egyptian Philosophy’, you feel that you can carry everything with you when you will proceed to your last journey.

Once you get what you had desired you immediately aspire to achieve the next. After getting into the IIT of your choice, you toiled to get good grades in your forthcoming examination and this process continued till you reach your final semester and further aspired for IIMs with a thinking that you

will be free after that and enjoy the fruits of your achievement. But this “after that” never comes and you ultimately prove the theory of success which postulates that success is a journey and not a destination.

If success is a journey then how many of us are able to enjoy this journey. It happens so because we are more for others than for us. Until we are not appreciated by others we refuse to relax and feel the taste of success. If you also think so then you are exactly the horseman of the forthcoming story.

Long time ago, there was an Emperor who told a horseman that if he could ride his horse and cover as much land area as he liked, then the Emperor would give him the area of land covered as a reward.

Sure enough, the horseman quickly jumped onto his horse and rode as fast as possible to cover as much land area as he could. He kept on riding and riding, whipping the horse to go as fast as possible. Even when he was hungry and tired, he did not stop because he wanted to cover as much area as possible. He came to a point where he had covered a substantial area as he was exhausted and was dying. Then he asked himself, “Why did I push myself so hard to cover so much land area? Now I am dying and I only need a very small area to bury myself.”

The above story is similar to the journey of our life. We push very hard everyday to make more and more money, to gain power and recognition and to prove ourselves more successful than others. We neglect our health and family, and forget to appreciate the surrounding beauty and the hobbies we love. One day, we will realize that we did not need that much but we will not be able to return back to the time we have missed. Life is not about making money, acquiring power or a recognition to be successful. Life is definitely not about only chasing successes and forgetting to enjoy it. Immediate

enjoyment rejuvenates ourselves and we will be able to persuade our Goals in life in a better way.

Success is only necessary to keep us living so as to enjoy the beauty and pleasure of life. Life is a balance of work and play, family and personal time. You have to decide how you want to balance your life. Define your priorities, identify on what you can compromise, but always let some of your decisions be based on your instincts.

Happiness and love is the meaning and purpose of life, the whole aim of human existence. It is the end of every success story and you must remember that success is what we perceive and not that what others perceive for us. Selfishness and hatred means darkness and sorrow of life. So, take it easy, do what you want to do and appreciate nature and your achievements. Celebrate small success and enjoy it so that life should give you a number of such occasions time and again.

Life is fragile and short. Do not take life for granted. Live a balanced lifestyle and enjoy life! You can enjoy your life only when you feel to enjoy it. But most of the time we enjoy when someone tell us that it is the time to enjoy as we are not sure of our achievements.

Watch your thoughts, they become words. Watch your words, they become actions. Watch your actions, they become habits. Watch your habits, they become character. Watch your character, it becomes your destiny.

5.1 Average Intellect

Intelligence is the ability to reason the problems. An intelligent person will always find a correct solution to a problem. Turn your head to your left and to your right, look at the people around you; you will notice that all the successful people in most of the cases are normal people like you.

I advise you not to be depressed but to realize that success is not the legacy of intelligent people. Not only that, you should also not feel that they are luckier than you. One thing you must appreciate about these individuals is that they took risk and never cared for the rest of the world. They did what they felt was correct.

An intelligent person reasons his every action. Experiments have proved that persons with high IQ are more prone to perceive fear which puts greater resistance to success. It happens because they doubt every thought that automatically generates inside the brain when they start a work.

Surprisingly, we do not undertake any new work not because we are not capable of doing it but because of our perception that it will never be completed. The intelligence of a person is not measured only when he performs difficult task but also when he utilizes his competencies up to the maximum which is possible even for an individual who has less intelligence.

You must listen to everyone analyze their suggestions and try to fit into the suggestions according to the situation so that it can give fruitful result. Whether you have low or high IQ, you should never act blindly to any suggestion. Your intelligence is to test the suggestion before implementing the same otherwise you may get adverse result as the way it happened to the snake in the following fable.

A saint was passing by when he saw a group of villagers weeping and on enquiry he came to know that a man had died due to a snake bite. The saint looked for the snake and requested him that his act is not good and due to his action every villager is terrified. The snake assured the saint that he will not to bite anyone in future. Time passed and again the saint got a chance to pass through the same village. This time the scene was the opposite. All the villagers' were having stones in their hands and were throwing on the same snake. The snake was almost dead. Anyhow the snake was saved by the saint. The saint nursed the snake and asked, "Why did you tolerated the action of the villagers."

The snake replied, "I was just obeying you. Do you not feel that your advice would have taken my life?"

The saint replied, "I advised you not to bite any one but I did not advise you to stop using your power at the time of need."

Be sure of meeting people who will advice you at any point of time and sometime you will get free advice even when you don't require them. In our country it is the advice which is free. You must have seen a TV advertisement where a man is suffering from cough and cold and is in a bad shape. He is being advised by his friend, "Why don't you do something. Take.... (He advice him to take a particular brand of medicine)." The friend should have suggested him to consult a doctor immediately but in place of that he prescribes a medicine. Do you think it is a justified suggestion as the medicine which works for him may not give the same result with another individual.

You may feel that individuals with low IQ may not be able to solve big problems in comparison to an individual having high IQ. But in reality it does not happen so. Once you are able to solve small problems then it is sure that you are competent enough to solve bigger problems as bigger problems are simply the collection of smaller problems. You must keep in mind that problem solving capacity has no relation with IQ.

If you manage to sort out small problems there is no doubt that you will also manage to sort out the biggest problems you face in life

You are no less intelligent than anyone else on this planet otherwise you would not have chosen this book to study and devoted your valuable time. If you are lacking somewhere, it is your determination and nothing else. Try to increase your determination by reading materials which ultimately boosts your positive energy to make you confident and fearless. Never

doubt your potential, you are born to win and surely you will be a winner.

5.2 Be Imaginative

Imagination in a lay man's language is visualization of something. Whenever you want to do something, you first visualize it unconsciously and then you bring it to your conscious mind. No one can achieve anything concrete without visualizing the same.

Opposite of this is the reflex action. In a reflex action the spinal cord of our body participates and the action is performed immediately without any pre-planned thought process. When a mosquito sits on any part of your body, your hand immediately reaches there through reflex action. But reflex action is too temporary as the concerned action is too small to be noted. Sometimes we utilize it to solve our problems but it does not leave any permanent mark.

Visualization is an action of central nervous system which is the most developed part of our brain. In visualization correction is possible at any point of time, for action as well as for the reaction which is not possible with reflex actions or reactions. That is why visualization is regarded as more intense than reflex actions.

Once you visualize something it gets etched in your memory for a longer period of time till you finally decide not to act on that. We visualize so many ideas at a time. We start immediate action on some, some ideas are parked for sometime and later we decide never to act on them killing them forever. Every person irrespective of his IQ, possesses the power of visualization. Otherwise the farmers, who are not formally educated, predict the climate well in advance, it is possible due to their experience based on visualization.

Imagination is an inbuilt quality of human beings. Some of us utilize it on a regular basis and thus sharpen this very

quality of ours, whereas by not using it we let it die its natural death. It simply follows Darwin famous theory of Natural Selection "use and disuse of organs" which is true for our personality traits also. Imagination sharpens your visualization capacity thus giving you an edge over others. To visualize the solution of a problem depends on the realistic thinking which we call "common sense".

A man was driving his car while it was raining heavily. Suddenly his left rear wheel got punctured and he had to change the wheel. He stopped the car and started changing the wheel. He unscrewed all the four screws but suddenly all the four screws slipped out of his hand and went into the drain which was overflowing due to heavy rain. He was doing this operation in front of a mental asylum and his action was under constant watch by a patient of that asylum. The patient came near him and asked him to take out one screw from the rest three wheels and start the journey. The man got surprised that why is he in the mental asylum when he is a genius. The patient replied that his suggestion was a common sense and nothing more. Abundance of common sense is wisdom.

The man in the story must have been using a car for so many years but when an unconditional situation arose he forgot to visualize upon a solution. It happens with most of us that during unfavourable circumstance we loose our common sense and it is the time when we require it the maximum. It happens as we do not allow our brain to visualize the solution since we pack it with all kinds of negative ideas which is the enemy of visualization process. Keeping our cool during adverse situation may lead us to achieve the best.

Whether you appreciate it or not but you will agree that the people who live in hard areas have an excellent power of imagination and visualization. They visualize the climate and its effect on their harvest well in advance. Even animals have

a strong imagination skill that is why at the time of any natural calamity they start chirping and try to return to their nest at the earliest.

To understand is the result of your knowledge and not the result of your learning speed

Very few of us actually dare to act on our own generated ideas as we are more interested in copying others. We firmly believe in imitating the tested success stories forgetting the basic fact that an idea may not always click and if it clicks it may not give the same result always. We kill hundred of ideas on a daily basis which arise due to our visualization process. We do not act due to the fear of failure. This topic has been deeply dealt with in my book “Crack the Shell That Covers You” which can be a nice reading to you. It will help you to eradicate most of your fears which are responsible for killing most of your ideas at any point of time.

5.3 Self-Confidence – The Key to Success

Self-confidence is your inner strength. It is your ultimate guide to success as it will never ditch you. The evaluation of your inner self is your priority. If you have not taken stock of your inner self till date, do it now as without that you may desert any work in mid way. Those who are go getters have a belief in themselves first then in the work they undertake. It gives you a pushing force to complete your task and attain your goal.

Ninety per cent of any goal is achieved due to your firm belief that you can achieve and only ten per cent is technical knowledge. This technical knowledge is gained through experience, but in case you have complete technical knowledge and doubt your belief, chances are that you may not be able to finish your goal. Most of the failures in this world are the victims of their doubt. They failed as they doubted their capabilities.

People who had ever done some amazing work are those who believed that they can do irrespective of the failures they faced. Sometimes you take less time to overcome your failures and sometimes it takes more time but all depends on the belief in yourself. All the great investors and discoverers of the world first believed in themselves and on their achievements later. Had they doubted the existence of their target, it was sure that they would have never achieved their target irrespective of the best efforts they put.

Your belief in yourself changes the course of action. This belief is the direct result of your “self” which sends message to your brain that you may start as you have all the requirements needed for it. This message changes the complete course of action, of doing or getting a job done. It synchronizes your thoughts with actions resulting in a unified action in the direction of goal attainment.

Yudisther was the eldest brother of Pandavas. He was a pious man and except at one place he has never spoken a lie. In Mahabharata, his place is very dignified. He had a pet dog named “Makur”. Makur used to live 24 hours with him. Whenever Yudisther took any decision, he used to tell Makur “Am I correct?” Although it was an irony to get an answer from a dog but Yudisther never forgot to ask his pet dog.

After his death, Yudisther was directly invited to heaven. He travelled towards the heaven gate and Makur followed him. At the heaven gate, the guard told Yudisther that he could walk in but his dog will not be allowed. Yudisther refused to enter the heaven without his dog. It is a policy in heaven that only human beings are allowed and not animals. It created a problem for Indra, the custodian of heaven. He called a meeting of his counsel of ministers and the matter of Yudisther came for discussion. They tried their level best to convince Yiddisther on the rules and regulation of heaven but all in vain. At last it was unanimously decided to allow Makur with Yidisther by making amendment in the constitution of heaven for

the first and the last time and the decision can not be cited as a precedent in future.

Yudisther was able to exhibit this behaviour as he was confident enough that whatever he is doing is correct and he had a firm belief that his actions were justified. A leader like Yudisther is a matter of pride as he believes in himself and his actions due to his very clear self respect. Deserting the follower during crisis is not the quality of a leader, no one will have faith in that leader and a time will come when the leader will be alone. It happens due to shaken self-respect as the leader is not fully convinced of his actions.

You can witness a number of examples around you which forces you to believe in the personality traits cited above. Students who commit suicide after not getting good result according to their calculation or the adults who do not get the results after toiling hard for success, come under the category that have no belief in themselves and have shattered self respect. If they had self-respect for themselves, they would not have opted the path of suicide. A person with strong “self respect” will never resort to such an unethical practice; the goal they had set for themselves is not connected to a single route, if one route is closed the alternative route will automatically appear.

To prove yourself, top others, you will not get a second chance

We get stressed when we are unsuccessful and keep on forgetting the basic theory of nature that every individual has to select his own way to reach the destination. We worship more than a lakh of “God” to get their blessings. But the final destination is the same. One must have a fixed target but one should never have a fixed route to reach the target. It is required as different individuals have different capabilities and beliefs and that helps the individual to choose his path.

We hear that life has become more stressed now than it was earlier which is a wrong notion, today we are more dependent on outside help to achieve our goals than on our own capabilities. We do not realize that “we” are the most important factor in attaining success than any other factor. The day we start believing that we can, there will be no one who can stop us to achieve our target whether it is achievable or too big to achieve. If the target is tough your self-respect will force you to break it into pieces and achieve it in pieces. You will never get any individual on this earth who is totally worthless as the creator has no time to create anything which has no value. It is us who get such feelings and forces people to believe that he has a zero worth which is not possible scientifically or aesthetically.

5.4 Confront Fear Audaciously

A failure simply indicates that we did not carried out our efforts honestly towards our set goal. Failures are the greatest distracters in goal achievement. There are very few who are not afraid of failures. Whatever knowledge we have about our “ultimate creator” it make us to believe that even he is always fearful of his failures. Failures are part of our life and a life without failure will loose its meaning. Failure forces us to accumulate more energy to overcome this temporary situation.

You must have noticed a situation while driving a car and encountering on a speed breaker, you bring your car to a lower gear. I am sure, you have never done and will never try to cross the divider in the same speed otherwise possibilities are there to meet with an accident. Failures are speed breakers constructed in our life. It forces us to believe that a uniform speed is not always possible. You have to stop, accumulate energy, move forward with your desired speed and again suddenly come to a zero speed in the same course of journey.

Failures turn real failures when you stop trying again. Till you have the stamina to try, be sure that you do not fail irrespective of the toughness of the target you have fixed for yourself. It may be possible that you may achieve a certain goal without fail but after achieving goal it will give a feeling that the goal was too small in respect to your worth. Failures make you understand that you had selected your goal with proper evaluation and you wanted to test your capabilities to undertake similar actions in future.

Before you actually fail somewhere, you witnessed failure in your mind first. You analyses the situation and gets a feeling that you are not prepared or fit to face the situation, this limits the secretion of hormone from the adrenalin known as “hormone of fight or flight” making you to accept failure mentally. The reverse is also true. Once you overcome the fear of failure the secretion of adrenalin increases and your brain gets proper signal to win the situation.

Lion was the king of the jungle. The sheep were also in the jungle and used to tease the lion kids. The number of lions were hardly hundred whereas the sheep were in thousands. All lions decided to fight a war with the sheep, get them defeated and teach them a lesson.

A war was declared and the monkey was made the referee and he came with a new idea that lion army will be led by a sheep where as the sheep army will be led by a lion. All lions sat for a discussion and at last agreed to the proposal. The line was drawn and both the armies stood in front of each other. The monkey blew the whistle. The lion leading the sheep army roared and hearing this, sheep who was leading the lion's army fled. The soldier lions thought it as a warfare and did the same as their leader did.

It is your mental set up which leads you to your success. You become a winner when you get a feeling that no one will be able to defeat you. This “killer instinct” gives you an

edge over your situation. This very instinct always forces you to move forward even after committing mistakes. When you commit a mistake, you immediately analyze the situation and correct your strategies to fit into the new situation. You will not find a single individual who had achieved success without committing any mistakes. Mistakes are there to make you realize that the goal which you have set is not too easy to achieve. Prepare yourself mentally to face the failure.

While working on a project, it happened that all the teachers went to the Chairman complaining that I make sarcastic and demoralizing comments during my training session. It was a set back for me as before that I had completed more than fifty such training sessions with teachers in different geographical areas. The Chairman sent a message to me about the matter and during the discussion it came to my notice that there were a number of teachers who were wives of top district officials and were there just to kill their time. They were highly educated but lacked the commitment to teach. During my session with them, they were unable to answer questions which came under the category of “minimum level of learning” and I made a comment that if they are not aware of these things they do not deserve to continue in the profession. It was the first time that someone had made such comments directly to them.

The owner of the school was a businessman and he had hired my services as the school was not doing well and he was incurring losses. The other factor was that several new organizations have also come up in competition and his monopoly was being challenged. To employ the wives of district officials was more of a need than compulsion. Being an English medium school to employ English speaking teachers was necessary whether they were thorough with their subject knowledge or not. He tried to convince me that the situation which I was facing was a unique one and I may

think of modifying my training method. At the beginning of the discussion, I thought of deserting the project but I did not as I realized my mistake of making comments without knowing the family backgrounds of my participants.

I changed my way and felt sorry for my comments made the previous day. I was successful in convincing them that they are superb in many ways but to know the subject knowledge up to a certain level is essential as they are shaping the future of thousand students and any lucidity would spoil the career of many. I recommended them the books and internet sites to update themselves and to my amazement, they came to my expectation within a month. This very training programme was more productive to me than to those for whom this training programme was meant for.

You will never get anything without committing any mistake

In spite of your experiences, you are never complete. There is always a scope to commit mistake and learn from your mistakes. We should not hesitate in committing mistakes and should feel sorry once we realize the same. It proves your maturity rather than your weakness. Feeling sorry is an act of a strong personality and a weak person will always hesitate for it for the fear of being eliminated. Even till the last day of your life, you can not claim that you know everything as knowledge is ever expanding. You have to update yourself regularly. You will commit mistakes, take it to your friends, work on them and decide not to repeat the same mistakes again and this will be your best gift to yourself in the course of your journey to success.

You can be successful only when you are not fearful of mistakes. You have to accept that mistakes are the part and parcel of life. Only the individual who not to do anything will not be able to commit any mistake otherwise everyone

else is sure to commit mistakes. It has no relation with age and experience. As you grow big the intensity of your mistakes will increase and you will not get any span during your life time when you can claim that you can not commit any mistake now. Take it as a part of your life and never repent for the mistakes committed but feel sorry for the situations and decide not to repeat the same. You are born to win and you will as you are not fearful of failures.

5.5 Uphold Your Individuality

We sometimes happen to come across such individuals for whom we do not hesitate commenting that he is a man who never compromises with his principles. Such individuals are not rare but we are so engrossed with our feelings that we fail to take note of this very personality trait. To have an individualistic character is a gift from the Almighty but we fail to maintain the same as we are more prone to copy the style and characteristics of other people whom we take more successful than us. We do so with a belief that the person is successful as he exhibits a certain characteristics, forgetting the simple theory of nature that every individual is unique on this earth.

You might have seen a balloon seller. He fills air (hydrogen gas) which carries the balloon high up in the air. He uses different coloured balloons to bring diversity in his business. It is not the colour of the balloon which makes a difference but it is the air inside and its density that pushes the balloons upward. Most of the time we are lost in the colours of the balloon and hardly think of the material (air) inside the balloons.

A person who has decided to be a winner will have to maintain his unique identity for that he does not have to be different from others but to stop himself from copying the traits of others. If you go on copying the characteristics of

others, a time will come when you will lose your own identity and possibilities are there that you may not be able to get the complete of others too. You must believe that you have to achieve your target with your own competencies whatever you have. If every individual go on copying the style of others, a time will be there when everyone will lose his identity and the world will be devoid of getting diversified results which is a must for leading a normal life.

You will get people who will always come with examples to you that if he can do the work in a particular way why can't you. At this juncture you have to politely refuse the suggestion by advising him to get the work done by the individual whose example is being put in front of you.

I undertake several types of projects and I am sure that I am doing well with my projects. Sometimes people come to me and tell me that the work for which I am charging a handsome amount, the other individual is charging a meager amount. I politely tell them that if everything goes well the other individual would be a better choice, as he charges less, but if something goes wrong at any point of time, I am sure, he will not be able to pull you out from that and at that time even I can not be of any help as it will be too late to make any intervention and control the situation. It is your uniqueness which brings work to you. This uniqueness may be just a small input but we should not forget that the quantity of less or more salt makes all the difference in taste.

Suddenly all the machines in a big factory stopped working. The engineers started working on it to get it repaired soon. But all went in vein. The owner became restless as every minute was taxing him much. He called up his friend to know if he will be able to help him at this stage. The friend told that he knew an engineer. The engineer sent by the owner friend inspected all the machines and asked for Rs. 10,000/- to be paid to him for this job. The owner agreed immediately. The engineer asked for a hammer and strike it

at a particular place and the machines were in order in no time. The engineer asked for his remuneration.

The factory owner said, "For this small work Rs.100/- is more than enough and anybody would have done it."

The engineer replied," Sir, you are correct. Rs.100/- is really a good amount for one stroke but Rs. 9900/- is to judge the place to strike."

The owner was convinced and immediately paid Rs.10,000/-

No work is too small or too big. It is the proper setting of the task which makes all the difference. The same work is undertaken by a number of people, some make it a mark and most of the people are lost for ever during this course of action. It is the uniqueness of an individual which brings everything to him; subject to maintaining his individuality forever and ever irrespective of the situation; he lives and works. From class one till attaining the highest degree. You must have been taught by fifty teachers but you hardly remember the names of two or three, they are those teachers who were different from the lot and may not be so popular as others.

The progress of the world is the result of unpopular decisions

Sometimes you may not be able to digest my explanation but once you sit and ponder on what I am trying to prove, I am sure, you will agree with me. I am not advising you to be unpopular all the time but I am just trying to stress that you should maintain your uniqueness irrespective of whether you are popular or not. For the time being people may not endorse your thinking but it will never be too late when everyone will appreciate your decisions.

All successful individuals on this earth are those who were completely discarded by the society as their thoughts were

far ahead of time and it was not possible for the society to believe in as it was contrary to the prevailing thought for that point of time. I need not put any example to strengthen my views will close your eyes, think for a while, and you get many. Once you have decided to be a successful individual you should concentrate on your target, forgetting whether your decisions are appreciated or not. Try to be a person of identity than to be an acceptable individual and contributing nothing to the society.

□

Chapter – VI

Key Qualities of Success

We believe that successful individuals are different from us in some aspect or the other. We also firmly believe that, if we had got the same environment and conditions like any of the successful individuals, we would have been successful like them. We have a strong feeling that we lack something which pushes our goal far away from us. Yes, they possess some special qualities which differentiate them from us, that is, they are uni-directional whereas we are not. We follow switching habit style. We start a work, work on that for some time, get some jolts, listen to advices from those who have never achieved anything in their life, feel that we have chosen a wrong goal and immediately desert the goal and start some other goal.

Most of the time, we face failure because we are more prone to the comments of others including our near and dear ones. We never try to reason the comments we keep on listening as we feel that if the evaluators are not satisfied with our performance, it is not worth to carry on with the task. To be a good listener is a good quality but to believe without reasoning what we listen is the worst quality. It is expected from a person like you who is going to achieve success at any cost to be considerate with the views of others. It gives you new ideas which are possible only when you are open to the suggestions.

Fables are our best teacher. The following fable will add flavour to our discussion and it also shows that most of the time we believe in fantasies. We feel that God has been favourable to us and this fantasy is a special gift from him. Basically, we are afraid of hard work and want to achieve everything with the blink of an eye.

A merchant had a parrot which he was excessively fond of. He kept it in a silver cage and fed him fruits and nuts and everything. The parrot was so clever it could be engaged in conversation.

The parrot longed for freedom and often asked for it but, the merchant would always reply, "Ask for something else."

One day the parrot said to him, "Give me freedom and I'll give you three pieces of advice that could be of great benefit to you." The merchant loved the parrot but he loved money more. He thought, "If his advice helps me amass wealth, it would be worth taking it."

"Go," he said opening the cage. The parrot perched out onto his hand. "Never grieve over loss of wealth," he said. The merchant thought it was a lame advice but said nothing.

The parrot flew to the roof of the merchant's house. "This is my second advice," he said, "never believe everything that is told to you." "Tell me something that I don't know," said the man sounding annoyed.

"What you don't know is that I have two priceless gems in my stomach," said the bird.

"Two priceless gems," echoed the merchant. "Oh, what a fool I was to set you free! I'll regret this for the rest of my life!!"

"Don't you want to hear my third advice?" asked the parrot. "Tell me," said the merchant, bitterly.

"I advised you never to grieve over losses but here you are grieving over loosing me," said the parrot. "I advised you never to believe everything you hear but you immediately believed me when I told you I had two gems in my stomach. Could I have survived if I really had two gems in my stomach? My third advice is, Listen, learn to listen with your mind instead of just with your ears." And with that, the parrot flew away, leaving the merchant gaping.

Fables and stories have been our best teachers but we still feels that we are not fools to behave like that, believe it or not we do believe in some fantasies to be successful. If it is not so, then the lottery business would not have flourished so much and we would not put ourselves busy in messaging "yes" or "no" to win some fabulous gift by viewing TV. You can not say that it happens with the lesser educated masses but in contrast people who brand themselves as educated also fall prey to the cyber crime like "lottery winning" on internet. Every individual, whether literate or illiterate, falls prey to getting easy success as it does not require any labour.

Success has never been a fantasy or a gift and it will never be. It is only the result of hard labour and determined action with a bit of risk taking capacity. One thing is very clear with success is that the strategies which made you successful at one time may not give the same results on repetition. New achievement requires fresh ideas and fresh energy otherwise the word "failure" would not have been in the dictionary.

Strategies which were responsible for your success in the past will ensure your failure in the future – Charles Handy

There is no doubt that some basic qualities are required to be successful but, there are no fixed list for such qualities and with every successful individual new qualities emerge, which are never tried and tested earlier. We do believe that success requires tireless efforts in the right direction but, we fail to identify that right direction and some times it takes our whole life to identify that course of direction. People who get this "right" direction at the earliest are fortunate and some like Edison had to fail seventeen times before getting it right or sometimes it may come after the death of a person as in the case of Charles Dickens. His writings became exemplary after his death only.

You have to believe that success always requires something special in every case and this something special may strike you at any point of time, it can also be after the age of sixty or more. “Kaun Banega crorepati” the famous TV reality show anchored by Amitabh Bachhan, who agreed to this programme after being refused by a number of TV anchors. It changed the destiny of the Bachhan family. At that time, he was literally on road in spite of the best talent he had as an actor. And he is repeating the same story by anchoring a reality TV show by the name of “Big B”, where he has charged a whooping Rs. 1.5 crores for each episode.

What does it prove? Success can not be equated with time and age. It can only be equated with your determination. Once you are determined, no one can stop you from achieving your goal, provided you do not desert your task in the middle. While breaking a boulder, the role of the hammer from its first blow till the last is of utter importance. Go on hammering your goal without taking a breath till you break it to pieces and achieve your destination.

It is only possible when you are committed and do not wander here and there to get the recipes for success. Always believe that the qualities which you possess are the only qualities required to make anyone successful. If someone possesses some other quality, be sure, it is not required in your success story. Once you are successful others will be copy you and will ask for your recipe of success.

6.1 Determination

By nature men are determined and committed to any task but the span is too less. We can not hold our attention for more than fifty minutes on a particular target. The attraction of the task also matters. Once a task is of our choice the attention span increases automatically. That is why we are attracted towards a pretty and gorgeous face immediately. We

become attentive when we are determined without determination we can not be attentive which has been proved in different researches.

A determined individual is that who wants to achieve his fixed target at any cost. It is the most weighed quality of a successful person. We can not achieve anything without being determined for it. This determination comes when you find a gap in a particular thing and your achievement motive is fixed towards the same. Every one of us possesses this very quality but the time span to hold our determination makes all the difference.

Determination requires another ingredient and that is faith. Without having faith in anything you can not be determined to achieve any task. First you have to believe and develop your faith in a task. This faith can be in a living, non living or a supernatural thing but you must believe in them. A successful person puts all reasoning to develop this faith but once he develops the faith, he never desert it. It is a learnable quality and by practice, you can become master in this area. It is a simple state of mind and there is no reasoning attached to it.

This story tells about a mountain climber, who wanted to climb the highest mountain. He began his adventure after many years of preparation, but since he wanted the glory just for himself, he decided to climb the mountain alone! It was getting late instead of preparing his tent to camp, he kept climbing until it got very dark. The night felt heavy on the heights of the mountain, and the man could not see anything. All was black; there was zero visibility and the clouds too covered the moon and the stars. As he was climbing, a few feet away from the top of the mountain, he slipped and started falling at a great speed.

The climber could only see black spots as he went down, and the terrible sensation of being sucked by gravity stuck him. He kept falling and in those moments of great fear, his mind was flashed

with all the good and bad episodes of his life. He was thinking how close death was, when all of a sudden he felt the rope tied to his waist pull him very hard. His body was hanging in the air! Only the rope was holding him, and in that moment of stillness he had no other choice but to scream, "Help me, God!" All of a sudden, a deep voice coming from the sky answered, "What do you want me to do?" "Save me, God!" "Do you really think I can save you?" thundered a voice from heaven. "Of course, I believe you can," said the climber. "Then cut the rope tied to your waist," replied the heavenly voice. There was a moment of silence; and the man decided to hold on to the rope with all his strength.

The rescue team tells the next day that a climber was found dead, with his body hanging from a rope. His hands holding tight to it, only five feet away from the ground!

The man was determined and had full faith in the supernatural power but his faith got shaken in an adverse circumstances. This is what exactly happens to us whenever we encounter any adverse circumstances. Till everything goes according to our calculation we keep our determination focused but in an adverse circumstances we start doubting our own capabilities and lose everything, whereas more determination is required during an adverse situation.

You have to know that all the time, everything will not move in the way you have planned irrespective of whatever qualities you possess. There will be a time when your personality traits will be put on a test just to evaluate whether you are fit to be successful.

According to aerodynamic law, the bumblebee can't fly. Its body weight is not in right proportion to its wingspan. Ignoring these laws the bee flyies anyway.

Once you are determined, irrespective of other shortcomings, you will muster all other factors in your favour.

In an adverse situation, your determination navigates you in the right direction and propels you to get the result according to you. A greater amount of force is required to make a body move when it lies in the position of rest, but when it starts moving and gains momentum then less and less external force is required to move it further. And at a certain point of time, it is almost "negligible" then as the internal force of the body moves. The same thing happens to us in any adverse circumstances.

I remember the time when the manuscript of my first book "*What if you die tomorrow?*" was not found fit for publication by many publishers. At that time I did not realized that to a publisher the subject matter is less important and the main concern is the sale. The subject matter which will bring more sale will be published. Irrespective of the set back, I did not deserted my work but kept on working and a time came, within six months, when the publisher chased me to get my new manuscript at the earliest and it was the time when my second book "*Crack the shell that covers you*" came to the market.

Had I deserted my work after being rejected, you would not have been reading this book. You will be considered a determined individual only when you keep on chasing your goal during all adverse conditions. If everything is favorable without any hindrance, you will not enjoy success. Success achieved after a nice toil or grueling gives soothing comfort. That is why I wrote at several places in my book that we should never pray for difficulties to go but rather we should pray for getting the power to solving the difficulties.

People around you may sometimes create doubt about you that you are not clicking, but it is for you to find out whether you are clicking or not. If you feel that you are not really clicking even after your determined action, it is the time to review your goal and your actions. Most of the time, you should give a deaf ear to such criticisms which tries to pulls you down.

Our evaluation is better known to us than anyone else. When I showed my manuscript, after being rejected, to one of my friend who gets something published here and there, he simply commented that writing is not my baby and I should concentrate on something else. But I was determined to get my writing published and that too in the form I wanted. I told my publisher that he has all the liberty to correct the language but I will not accept any revision in my thoughts. Although, I got late by a year with my project but it gave me a feeling that I can achieve anything, if I want and after that I never looked back. This is my fifth book, whatever I had conveyed in my previous four books have been covered in this series. If my books have not been successful then my publisher would not have been printing its translation in other languages. Be determined in your action and everything will move as you had planned.

6.2 Loyalty

People take to the meaning of most of the words according to their suitability and adopt different meanings of the same word at different time but the essence of the word does not change irrespective of what meaning we derive from the word. Loyalty is a commitment to an individual or the organization in return for what you have received. Suppose, you work for an organization and puts your best there, in return the organization is paying you your market value, it is presumed that you will never ditch the organization. At any point of time, there may happen a difference in opinion and you have to desert the organization, be sure never to speak ill of the organization as it will be against loyalty. If you do so, the individual to whom you are speaking is not going to be impressed, he will feel that if you can speak against an organization, there is no doubt that you will not do the same with other organizations.

Loyalty and other such characteristics is “reflexive” in nature and get its image over a period of time. You must be cautious about your branding. An individual who is not loyal to others can not be loyal to himself too.

I resigned from one of the most prestigious institutions and joined another in the same city. My target was to bring a name for the institution. Within three years along with my team, I was able to bring the institution among the top five institutions in the city. It was an effort which was achieved through the loyal workers who had a good team spirit. We shined academically and were always on page three. In the mean time, some of the people printed a campaign against my previous organization and my name was also criticized for the working and administrative style of the management.

Actually, the institution where I had worked was run and governed by a society and the office bearers were changed after every three years by election. There were two groups which alternatively used to come in power. I was approached to give details of the work which were completed out of turn, but I flatly refused. I told them that I was paid for the tenure for which I worked, a tenure of seven years with an organization is, not a less period. We worked together as we had faith in each other and departed as friends.

Although, my departure was not a quite on; it is not proper to criticize your old organization as people may take it otherwise. It can happen only with the politicians. They join a new party after being denied a ticket in the election and go on labeling all human and inhuman charges, as if they were there with a compulsion. Whether you are with an organization on your own or due to any compulsion, you must be loyal forget what you did or what was done to you, once you are out of the organization, otherwise no one will believe you.

An executive had two pet dogs. Both were one month old when they were brought to the executive. They grew up together but

with different habits. The first one used to come to the executive on his return from office and used to show his faithfulness to the executive but the second one used to sit in a corner without showing any love to his master. One day the second dog came as soon as the executive returned from the office and started showing his love to him. The executive did not get the meaning of his behaviour till his wife came and gave the news that the first one had met with an accident.

The first dog became all right in a week and started showing his love to the executive. One day the executive was upset and rebuked the dog when he went to him on his return. The dog was so annoyed that he bit the executive. The second one was watching this and as soon as it happened, he came running to the executive and started fighting with the first dog.

Loyalty is not the legacy of human beings only, animals also exhibit this characteristics and most of the time are more successful in proving their loyalty to their master than human beings. We keep pets but forget to learn any lesson from them. We think that we are the most developed animals on this planet but learn all kinds of improper lessons. We take loyalty as the characteristics of weak people. We feel that most of the people who are loyal can not make a change. In an organization you have to reward these loyal people, irrespective of the fact whether they are productive to the organization or not, for the sake of creating an image to the public. We do believe in loyalty but the time we try to imbibe it in our personality trait, it is too late.

**There's only one corner of the universe you can
be certain of imposing, and that is your own self
– Aldus Huxley**

If you are not loyal, you will not be able to attract loyal people around. One must practice loyalty to self so that we are able to understand your strengths and weakness. Without

being loyal to yourself, you can not make your SWOT (strengths, weakness, opportunities and threats) analysis which gives a correct picture about you. Unless, know yourself and understand yourself correctly, you will not be able to work on any task.

A loyal individual is true to himself and will analyze his failure honestly so that he can stop repeating the same. Repetition of failure happens when we fail to understand our worth. We all are here on this earth to prove our worth irrespective of the capabilities we possess. But very few of us prove ourselves and most of them become a victim of overconfidence. We do know our worth but still feel that there is no harm in chasing a goal for which we are not meant. It is true that everyone is able to do everything but everything can not be achieved by everyone as every task requires some unique competencies. If we are loyal to ourselves then there are less chances of such mistakes taking place.

Loyalty is a characteristic of unique people. You must have noticed a statement in newspapers by a reputed scientist who was part of the “Pokharan Test” that it was an utter failure and that too at a time when our borders was threatened by one of our neighbours. I do not want to go in detail but a person who had served for 60 years, on being denied an extension to the service is commenting on the defence system of the country. It can happen only in India otherwise should he been in another country including our neighbours, he would not have seen the next day. Still I have a doubt what exactly he wants to achieve from his statement. If you happen to peep into the personal life of such individuals, I am sure, you will find a broken person who neither loves anyone nor anyone loves him. The person who is not loyal to his native land can not be loyal to his family also. At least one must be loyal to ones country.

6.3 Comensalisms

In sea there is a species of crab known as “Hermit Crab”. As the name applies the hermit crab do not catch preys for its livelihood. There is another animal in sea known as “Admasia”. It can not move so does not get its prey easily. Hermit crab puts admasia on its shell and moves in the the direction given by admasia. Admasia hunts the prey takes his share and passes it to the hermit crab. What a natural symbiosis? Both get livelihood by helping each other. Have you ever seen any such association in human beings? I have my doubts. It gives a message that we must help in achieving the goal of someone then only we will be able to achieve our goal.

There are thousands of individual in the race to be successful and only one can achieve the goal but it does not mean that you will put everyone, below you. By helping others you have proved that you are mentally honest and the people who are successful are these honest individuals only. You are achieving something according to your worth and the others are achieving something according to their worth. No one has the time to create obstacles in your path of success till you hinder yourself.

You hear people telling you to remove the ladder after reaching the top so that others could not follow the same path to reach at the top. It is not an honest act. Let everyone avail the chance and become a winner. Do not pray for the fall of anyone in the race but pray for more strength for yourself. It is a human race and not a rat race. Remember that after winning a rat race, a rat remains a rat only. Why do you want to be a rat?

No one is worthless, who has taken birth on this earth, irrespective of what he has and what he has not. Sometimes the contribution of someone is noticed and someone goes unnoticed but it does not mean that an unnoticed individual is

without any value. The foregoing story is the best illustration to make you understand what I am trying to convey. The stories which has been placed here and there in this book are not new but they have been put to achieve my goal of charging you with positive energy.

A Kobl tribal in Orissa had two large pots, each hung on each end of a pole that he carried across his shoulder. One of the pots had a crack in it, while the other pot was perfect. The perfect pot always delivered a full quantity of water at the end of the long walk from the stream to the master’s house, while the cracked pot arrives only half full. For a full two years this went on daily, with the water bearer delivering only one and a half pot of water to his master’s house. Of course, the perfect pot was proud of its accomplishments.

But the poor cracked pot was feeling ashamed of its own imperfection, and was miserable that it was able to accomplish only half of what it had been made to do. After two years of what it perceived to be a bitter failure, it said to the Kobl one day, “I am ashamed of myself and want to apologise to you.”

“Why?” asked the Kobl, “what are you ashamed of?”

“For the past two years, I have been delivering only half my load because this crack on my side causes water to leak out all the way back to your master’s house, due to my flaws, you have to do all of this work, and you do not get full value for your efforts,” the pot said.

The Kobl felt sorry for the old cracked pot, and in his compassion he said, “As we return to my master’s house, I want you to notice the beautiful flowers along the path.” Indeed as they went up the hill, the old cracked pot took notice of the sun warming beautiful wild flowers on the side of the path, and this cheered him a little. But it still felt bad because it had leaked out half its load, and so it apologized for its failure once again.

The tribal said to the pot, “Did you notice that there were flowers only on your side of the path, but not on the other pot’s

side? That's because I have always known about your flaw, and I took advantage of it. I planted flower seeds on your side of the path, and every day, while we walked back from the stream, you have watered them. For two years I have been able to pick these beautiful flowers to decorate my master's table. Without you being just the way you are, he would not have this beauty to grace his house."

As an individual you are trying to minimize your mistakes in order to be successful and I am sure you can try to utilize every thing written in this book churning it according to your suitability. You should not leave a single chance to make someone achieve his goal and be in turn achieve your goal at the same time.

You must have heard the famous story of Akbar, the great. He drew a line on the ground and asked everyone to make this line smaller without making any alteration in the drawn line. Everyone failed but Birbal succeeded. He did not do anything but drew a bigger line beside it. It has a philosophical connotation that in order to be bigger than others you need not make someone smaller. In order to make someone smaller you have to spend your time and energy on them which is a worthless exercise. The same time and energy if spend on yourself will give better and soothing result to you and you will be positively charged.

If I can love myself despite my infinite faults, how can I hate anyone because of a few faults – Swami Vivekananda

You should always try to do “good” to others irrespective of the “bad” that has happened to you. It refines your personality and do not waste your precious energy in thinking something which is not at all required. Sometimes the negative feeling encircle us so tightly that we are left with no other way than to act negatively. And it is a chain reaction. Once you

start thinking negative, you will get only negative feelings and the cycle goes on till you are left of nothing.

We must inculcate the habit of appreciating the feelings of others and their achievements. By doing so we are not loosing anything but gain a lot. It pushes the individual to do better and indirectly we get positive thoughts which contributes in achieving our goal. Brand yourself as an individual who always cares for others. Successful individuals are always nice to everyone most of the time and never criticizes even those who want to pull them down. It is because they were confident of their competencies and are dead sure that temporarily they may be held up but in the long run they will be winners sooner than others.

6.4 Change

Change is the spice of life. It is a natural process and whether you like it or not it will be there. Yesterday night, I suddenly switched on to “Star One” at 10 p.m. and was amazed to see the programme “The Perfect Bride” being broadcasted. I am a regular viewer of TV but only watch news and one or two programmes which are light and entertaining. I admit that TV gives you enough material with which you may quench your thrust to be a writer. The programme which I am discussing was an eye opener for me. I have no right to comment, but the moment which were too personal in the programme should not have been aired but perhaps this is what we call “change”. I am against putting a ban on such shows just because I do not like it.

Actually such shows are not planned changes. Planned changes are the change in activities that are intentional and goal oriented. Abrupt change is painful and against the norms of the society. It is very difficult to digest such changes.

We resist change because we think that we are comfortable with the present situation. At our homes also, we feel that the

males have every right to change or break rules, and sometimes when the opposite person gives a befitting reply, it becomes very difficult for them to digest.

A man and his wife were having some problem at home, and were giving each other a silent treatment. Later the man realized that he would need his wife to wake him at 5:00 a.m. for an early morning flight. Not wanting to be the first to break his silence (and lose), he wrote on a piece of paper, "Please wake me at 5:00 a.m." The next morning the man woke up, only to discover it was 9:00 a.m. and that he had missed his flight! Furious, he was about to go and see why his wife had not woken him when he noticed a piece of paper by the bed. The paper said, "It is 5:00 a.m. Get up!"

A successful individual accepts all the incremental changes happening around him. I remember when the computers were first introduced in the institutions. Most of the people including me had recently switched from manual to electronic typewriters. But it became a compulsion to learn computer. I remember some of my friends who opposed to learn computers till their kids forced them to have an email address for them. Every change, in most of the cases, is good for the society but we deny it due to our fear of being eliminated from the main stream.

The famous dance by Ms. Padma Khanna in "Johny Mera Naam" was a sensational hit during seventies and at that time too people used to say that no one can stop this generation from going to the dogs.

Life is like changing seasons. You can't change the seasons but you can change yourself

You have to accept the change whether you like it or not as you are not the custodian of the societal norms and values. Accept the change as and when it strikes and prove yourself "prone to change" than being "resistant to change" otherwise the changed agent will force you to change. Acceptance of

something at the initial stage gives enough time to understand the thing than to be forced to accept it later. You are a successful individual and going to get more and more in the coming days, make yourself ready to accept whatever is coming your way.

We have a feeling that only weak people are prone to change but it is just the opposite. The person having strong personalities accept changes faster than the person having a weak personality. Any change whether it is planned or unplanned, in the beginning, is not easily acceptable. It happens as we are comfortable with our present situation and are not sure of being able to adjust in the new situation. Most of the time, we kill our precious energy thinking what will happen to us if we fail to adjust in the new situation.

Even after achieving our targets, we will encounter a changed situation and we must adopt ourselves comfortably in the new situation. We should accept the changes and imbibe that in our personality. Sometimes it requires a good amount of labour to fit into the new situation after change.

Education is a good weapon to fight change as it broadens our horizon of acceptance. We can not claim that only educated person are better change acceptors but one thing is clear that educated individual understands it easily by evaluating the merits and demerits of change. Updating yourself keeps you in touch with the coming changes in your field and by mentally preparing yourself to accept the same. It gives us a better feeling when we accept a change and get better results by accepting them.

The modern gadgets make our path easier to achieve your goal which brings incremental change in your thinking. You can not be a successful individual without the proper use of these gadgets as they polish the way of achievement. Once you have decided to be a winner, you must take all these changes as part of life whether it is a TV serial you do not like

or a dress which you do not endorse. It is better not to waste our energy in criticizing all these as whether you accept or not, all these factors will change your situation and you will achieve things in this changed scenario.

Prepare yourself mentally to accept the changes and prepare an action plan to gradually accept the changes not as a forced being but as an instrument which will help in achieving goal. In the end, your success story will directly or indirectly contain all these changes that were instrumental in pushing you towards your goal.

6.5 Actions

Human beings by nature are action oriented. That is why, action oriented Bollywood films are much more popular. Action shows enthusiasm and moulds you in a particular direction. You can not be successful without having clarity in your actions towards your goal. The first step towards success is to select a clear goal and then prepare an action plan, evaluating your worth and competence, follow the action plan, be ready to adjust any contingencies and move with firm steps to achieve your goal. On missing any step, you will have to put more energy and time to reach the set mark.

A clear action plan is the basic requirement of a successful person. You can not go on changing your plans at regular interval, it will break your chain of action and you will be disturbed with your thoughts of actions.

A young and successful manager was driving down a neighborhood street, going a bit too fast in his new car. He was watching kids darting out from between parked cars and slowed down when he noticed, a brick smashed into the car's side door! He slammed on the brakes and backed the car to the spot from where the brick had been thrown. The angry driver then jumped out of the car, grabbed the nearest kid and pushed him up against a parked car shouting, "That brick you threw is going to cost a lot of money.

Why did you do it?" The young boy was apologetic, "Please, mister... please, I am sorry but I did not know what else to do." He pleaded, "I threw the brick because no one else would stop..." With tears trickling down his face and off his chin, the boy pointed to a spot just around a parked car. "He is my brother," he said. "He rolled off the kerbed and fell out of his wheelchair and I can not lift him up." Now sobbing, the boy asked the stunned executive, "Would you please help me get him back into his wheelchair? He's hurt and he's too heavy for me."

Moved beyond words, the driver tried to swallow the lump in his throat. He hurriedly lifted the handicapped boy back into the wheelchair, then took out a linen handkerchief and dabbed on the fresh scrapes and cuts. Too shaken up for words, the man simply watched the boy push his wheelchair-bound brother down the sidewalk towards their home.

Any other person in his place, he would have reacted in the same way, as it was a direct interference in your planned action. You must have planned something else but you have to stop to accommodate emergencies which is a regular phenomenon with everyone.

While working for a project, once I was asked to prepare a detailed report for an International School within two-three days. It was the time when my wife was completely on bed rest due to her nerve disorder, my daughter needed to be accompanied for her convocation and I hardly had time at my disposal. The person who had asked me to do this project known about my condition and he also knew that the task was a time consuming one. But I managed to complete my project report on time. When I went to submit the report, I was amazed to hear that I will have to wait a week to present the report as the boss was too busy in some other work.

It annoyed me and gave a feeling that perhaps it was an unnecessary work given to me just to judge my capability

whether I will be able to deliver a task within a time frame or not. For me it was against the nature of successful people. A successful individual knows who the people with him are and who can be entrusted with which task. They have clearly evaluated the worth of the people and they value the time of others as they do for themselves. Make it a point not to ask someone to do something only for the sake of doing and making someone busy otherwise over a period of time people will not take the task seriously. It will be just the repetition of the shepherd story where the shepherd cried, wolf wolf; and when the wolf actually came for him, nobody came for his rescue. The people thought that it is mere repetition of the previous act.

Never try to test any individual for the sake of only testing him. Never a situation and no individual is bad, it is you who is unable to analyse the individual or the situation. A successful individual utilizes the situation according to his action plan and such people have the capacity to turn the adverse situations favourable for themselves.

Every bad situation will have something positive. Even a stopped clock shows correct time twice a day

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Chapter – VII

Attributes of Success

Success is a very individualistic game as it happens in every game each player bears a special quality and that becomes his acronym for success. Success is not an aggregation of qualities but is actually a passion. No one can claim that to be successful you must have the following qualities, you will find a number of examples where the successful individuals are devoid of the qualities which you are making a prerequisite. Success for me is making your presence felt in the society. Once people start copying or criticizing you, celebrate, you are successful.

You may say that the terrorist also make their presence felt in the society. Yes, who says that they are not successful? For every situation there can only be a positive or negative aspect. The negative aspect of any situation is as much important as the positive aspect. Who would have remembered Ram if Ravana would not have been there. You can not curse darkness if you have not seen light. Without failure, success has no meaning. If you go on achieving whatever you wanted, a time will come when you will earnestly want to be unsuccessful.

A man met a demon while walking on the street, the demon wanted to live with him in his house. He first got frightened but the demons assured him that he belonged to a good category of demon and never troubled anyone but the only problem was

that the demon could not sit idle. He should always be entrusted with some task and it was sure that there was no task in the world which was too hard for the demon. The man thought for a minute and agreed to take the demon with him.

On his way home, the man was thinking that there will be not much problem in making the demon busy as he had so many tasks to be completed. As soon as both reached home, the demon asked for some work. In order to keep the demon busy the man asked him to construct a good dwelling unit for the man. The man thought that till the demon completes the work he would finish all his routine works. But to his utter surprise, the demon was standing in front of him asking for another work, as he had constructed a dwelling unit for him as per the specifications provided. The man asked him to complete some more works and he found that within fifteen minutes the demon was again standing in front of him asking for work but the man had no work left to be completed.

The daughter was watching the scene and chuckled over the dialogue between his father and the demon. Now the demon was on the head of his father and declared that if he did not get any work immediately, he would kill the man. The man looked at his daughter as if he is going to die. The daughter assured her father that nothing of this sort will happen as she had a plan how to make the demon busy.

The daughter asked the demon to bring a bamboo and to erect that bamboo in the corridor by putting the base inside the ground. The demon followed the instructions and finished the instructions in no time and asked for some more work. The daughter told the demon to go up on the bamboo and come downward till any further instruction is given to him. The demon is still going up and down on the bamboo leaving both father and daughter free and undisturbed.

The characteristics of successful individuals are just like the demon in the above story. The successful people may

possess or miss some characters but every one must have the desire to do something always till they breath their last. They can live without anything but they can not live without work. Such individuals are restless and always plan to achieve their target faster than others. It is also true that after achieving their fixed target they immediately fix another target to achieve and this process goes on.

It is very difficult to fix the characteristics for success as it is a reflex term and bear different meaning for different people and different meaning for same people at different point of time.

As has been told earlier that success may be broadly put under three categories: the success as perceived by self, success as perceived by the people around you and third a combination of first and second. In the entire category different parameters are required and is directly related to the mental abundance of the individual in question. You can not equate the success of one individual with others irrespective of the number of similarities they have.

In the previous chapters we have discussed the qualities required to be successful and in this chapters we will discuss the basic qualities to be successful. Here, you have to bear one thing in mind that the qualities which we will discuss comes under learnable qualities. Learnable qualities are those which can be acquired through regular practice and can be imbibed slowly in the personalities. It suggests that even if you lack any qualities, you will not be left behind in the race of success. For this, you must evaluate the qualities that you lack and acquire them with constant practice.

Most of these qualities are very easy to learn. It requires only your commitment to learn. I have little doubt that you are not committed, it is evident from the fact that you are still holding this book in your hand. It proves that you want to fill the void between your thoughts and actions. Now let us discuss the basic qualities of successful people.

7.1 The Value of Time

It is an important attribute of success. Since our childhood we have heard that time is precious and we must respect time but we are unable to imbibe its actual meaning. There are so many things which we know but do not act on it, like, what to do when and when to speak what etc. Sometimes, our mental make up does not allow us to reason. And sitting ideal for days over an idea with endless thinking is not going to give any productive outcome but it is a simple way of wasting time.

Most of the time we realize halfway that the work which we were doing was not meant for us, spoiling valuable months and years. We forget to value time, we should earnestly save it. We must realize that achievements in life are directly proportional to our action in proportion to time.

During my training sessions, in the beginning, it was normal for the participants to be late by thirty or forty minutes. Most of these late comers used to be the senior faculty members and the administrative heads who always complained of less time at their disposal as if others who were there on time had no work. In our country, it has become a custom to penalize those who respect time. The late comers have a feeling of being important which is not. Indirectly, I made sarcastic remarks on these late comers but without a positive result. It was not so easy; I had to loose some of my business due to my strictness.

There is clear instruction to my family members to follow a time schedule except when we are held up in some way or other. We do not hesitate to tell our guest, whom we have invited for dinner, to be on time otherwise they will have to eat alone at the dinning table. In spite of our strictness to time, we have very few but close friends.

We can inculcate the habit of valuing time in your kids if we wish and really want to follow it. We have heard people

postponing actions on their “mood”. Till date I did not understand what exactly is mood. Once you make a habit to fix a time for something, sit with that work whether you have the mood to do it or not, within five minutes you will be doing the work. The condition is that you must prepare yourself to sit on it.

Great actions have emerged by respecting time. Doing everything on time make you a slave of the time but will make you a consistent worker who values time. It is a general saying that wasting time is wasting life. Person who works with me usually get scolded for wasting their time. Sometimes they discuss among themselves that I do not understand their problems and I am uni-directional in my behaviour. I put my example to them that till date I have never been late for any programme irrespective of numerous work at hand.

Time = life; therefore, waste your time and waste of your life, or master your time and master your life.

It will not take long for you to learn to value time once you are committed to do so. Planning is the main thing in this. The individuals who sit for long in their office fall under two categories. The first category compromises those who do not know what they have to do and the second are those who do not know how to do what they have to do. Both the groups are true victims of work culture. Till date, I have never sat in my office beyond the appointed hour and never carried my work out of office. It is nothing but respecting time which I have dealt in-detail in “What If You Die Tomorrow?” I advise you to read this book it is not a master piece, but it can be of immense help to you. Mr. Nixon, the former president of USA, is my best example during most of the training sessions. I used to tell participants that if he can get one hour to burn out why can not they

get the time for their upliftment, are they more occupied than Mr. Nixon.

Remember that no one can force you to do anything if you don't want. We become weak in trying to please every one and end up with displeasing everyone around us. Let people understand what you are and if they want to be your companion they will have to accept your condition and if still you get someone, enjoy as this relation is going to last, that too without any compromises.

Time is the most important factor in every success story. In a race, it is the time which makes someone a winner otherwise every participant have enough strength to reach the finishing point. It has been told that "time and tide wait for none", is correct when you go on postponing your thoughtful actions. People who do their work on time gets the benefit than those individuals who do not value time. It is in your interest to act immediately whatever you are thinking. Chances are there that it may not click but you can not wait for the time when it will click.

7.2 The Success of Perseverance

We believe that a regular and constant endeavour in any field brings fruitful result but when a turns come to apply it we step back. We think ourselves to be above the old sayings and proverbs. It is not necessary that the conditions which made someone successful may not make you successful; but the conditions which brought failure to others will definitely bring failure to you if repeated in toto. Perseverance is a willful action performed with all your competencies and capabilities. In simple language, it is a steady persistence in action in spite of difficulties, obstacles or discouragements.

We all do hard labour as per our worth but the result differs drastically from individual to individual even if they are equal in one and every respect. Very few of us constantly

chase our targets till it give the desired results. If you have a determined action there is very less chance of not getting the determined reaction.

We start our work with a cool thought, calculating most of the intrinsic variables that may interfere our work; still we desert that work in the middle when we encounter a bigger problem than what we had calculated. We forget to believe that if we have the stamina and power to solve smaller problems then we will be able to solve the bigger problems also. The problem with us is that we equate success with goal attainment whereas success is a result of our actions and not the goal for which we are making all these attempts. Our final aim is to get what we had planned and that is only possible with our consistent actions in the required direction and the courage to face obstacles.

Success....is a result, not a goal.

Being human we do not lack commitment but we fail to maintain it in a long run. It is but natural that with little practice we can be committed to a particular work and can get the results as per our calculations. Piling up the work and unable to manage it in the specified time, frustrate us, we get the result of work nor we get any time to differentiate between what is urgent and the unimportant.

It is not an unnatural behaviour but we adults also exhibit child like habits. A baby collects all the toys and keep it near him, he may be playing with a single toy but never allows anyone to take the rest of the toy. He starts weeping once a toy is removed from his possession. We also feel that once a work is removed from us we may not get the same again whereas our priority should be to finish the work on which we are presently working on.

Managing many works at a time is the quality of successful people but you should not try this with your goal. The goals

which you have fixed for yourself require perseverance. You will get different types of obstacles on your way but your perseverance will save you from deviating. You should concentrate on your goal which will bring you everything.

There is a difference in thinking and acting. We think of so many things but we act on very few and that too on which we like and have an interest. Never allow your thoughts to be governed by someone else. Getting suggestions are good but swaying away on the advise of others without evaluating the same is a foolish act. People who copy someone's achievement end up with no result or an inferior result as they lack perseverance. They are not determined in their action but does something because others have also done it. You will not find anyone on this earth who does not work whether the work is productive or not. But the result honours those who have made determined actions irrespective of all the odds forcing him to withdraw.

7.3. The Pleasure of Working

To work is the destiny of human beings and no one can lead a normal life without working. We do not only work to earn our livelihood but we do it to keep ourself productive and fit. Working gives us pleasure and satisfaction and is a good precursor of bringing new ideas, making the brain fertile. To work means to contribute to the society. Our own body also keeps on working during rest to keep our heart pumping known as "Basic Metabolic Rate" therefore our body does not rest when we are actually resting.

Very few of us work for pleasure. Most of us take work as a burden making our life hell. These types of individuals are working just to feed their families who are dependent on them. These people can not contribute anything for the social upliftment. The feeling itself makes them sink. They do not understand how to get pleasure while working.

It happens when we do not get the work of our choice. We are forgetting that when we can not choose our parent and so many things related to our birth then how can we get the work of our choice. If we are leading this life then why don't we take the work which we are doing and deliver the best? But it does not happen. We are always in search of changing our job always thus making us a victim of "not fit for any work".

There is no work on this earth where we can not prove our uniqueness. Such people should read the story of tiffin distributors in Mumbai. They are so methodical in there work that there failure rate is less than .01% that too when most of them are illiterate. The success rate was achieved as they found pleasure in their work. There distribution system was put as a case study in top management institutes of India and abroad. They have proved that no work is inferior. It is one of the several examples that you will find around you.

I never undertake more than two projects at a time and that too with a gap of at least a year. It helps me to understand and devote quality time into my projects. People tell me why I don't associate with more people to do more projects. I simply answers them that these are not money minting projects for me, I am doing these work because I enjoy it. Doing a work to earn more money and doing a work to get pleasure are two different things.

On walking into the factory, the MD noticed a young guy leaning against the wall, doing nothing. He approached the young man and calmly said to him, "How much do you earn?"

The young man was quite amazed that he was asked such a personal question, he replied, none the less, "I earn \$ 2000.00 a month, Sir. Why?" Without answering, the MD took out his wallet and removed \$6000.00 cash and gave it to the young man and said, "Around here I pay people for working, not for standing around looking pretty! Here is your three months salary, now GET OUT

and don't come back." The young man turned around and was quickly out of sight.

Noticing a few onlookers, the MD said in a very upset manner, "And that applies to everybody in this company." He approached one of the onlookers and asked him, "Who's the young man I just fired?" To which an amazing reply came, "He was the pizza delivery guy, Sir!"

I don't know in which category you will put the MD, but surely most of us do not understand what we are doing and how much value we are adding. The casual approach, as the MD did, makes all the difference. I myself do several types of job which includes training, project implementation, administration, teaching and above all penning down my experiences for the benefit of others but none of my job interferes in extracting pleasure. I never say that I am burdened or the jobs are falling heavy on me. I spent time with my family also, attending most of the social gatherings and in time on being called by any of my bosses. I do not remember when I made an excuse for not attending any meeting or any social gathering. It is because I enjoy my work and do my job whole heartedly.

Do your work with your whole heart and you will succeed-there is so little competition.

The mantra of success being successful is to enjoy your work. You can not achieve success till you do not enjoy the work which you are doing as without that you will desert the work whether you are getting any result from it or not. Success on the other way is getting happiness and pleasure. When you achieve anything in life you get appreciation from people around you which makes you happy and gives you a feeling of being different from other. When you get pleasure in being different why don't you think of doing your work differently. This is what the famous motivational trainer of India, Shiv

Khera, speaks of. He says that winners don't do different work but they do it differently.

To get pleasure from the work which you are doing is a state of mind and you have to adjust your mind. No one else will make you understand the same. Do not wait for someone to spot you and tell that you are doing the best, but do your best irrespective of where you are placed. Sometimes you may be in trouble due to the criticisms, but give your best in return you will get the best. It is your destiny to deliver the best if you want to be successful and a winner. Winners are those who deliver the best without hurting anyone. Remember that the scope to be the best is always there in any work. It is your worth which is at stake when you are doing something and I am sure a sensible individual like you will not allow anyone to bring a question mark on your worth.

7.4. The Dignity of Simplicity

With the advent of liberalization, privatization and globalization, every individual is under a scanner. Sitting with your laptop you are able to find your home on Google. It has made our life slightly complicated and we are forgetting ourselves in this big bazaar. Simplicity is the basic quality of successful individuals. "Simple living and high thinking" is a wonderful proverb which signifies that highest level of thinking springs from simplicity. Most of the successful people believe in simplicity. Warren Buffet the richest man on earth still lives in his small old house and drive his old car whereas he donates millions of dollar every year for a number of social causes. So is the case with Bill Gates who does not allow his son to have designer laptop. It denotes that success does not snatch simplicity out of successful individual.

Simplicity is the characteristics of good and successful people. It is a learnable behaviour and can be practiced without fear. It does not require anything extra to carry on. A simple living individual is an example everywhere. People love such

individuals and advise their kids to be like them. Simplicity does not mean weakness but it reflects the determination of your character. A determined and dignified individual is a source of inspiration for many as it is not only reflected in their living but in their actions also.

A man and woman were sitting side by side in front of a window. The window used to open at the arrival of spring. The woman, in love told the man, "I love you. You are handsome, rich and always dress nicely."

The man said, "I love you. You are a beautiful vision, a unique creation of God to hold. You are the lyric of my dreams."

The woman turned her face getting annoyed and said, "Dear Sir, Leave me alone, I am not a vision and I am not a thing which comes in your dream. I am a lady and I want that I should be loved like your wife and mother of would be kids."

And they got separated.

The man was telling to himself, "See, another dream vaporized in the air."

The woman was telling to herself, "I don't like a man who turns me to a dream and vision."

Being too simple also create problems. Both the man and the woman in the story are too simple and not practical. You must avoid such situations. A time comes when you are forced to take hard decisions but avoid with a guilt feeling that what will people think. You should never be harsh with your words but your decisions must reflect your determination which are simple but tuff in character. It is not that only strong people take tuff decisions but it is your decision which makes you tuff or easy.

Successful people live there tenure well. They respect the gift of life given to them. They live every second of their life. They keep themselves happy by searching the entire situation which makes them happy. They do not kill their time in

unnecessary discussion and avoid confrontation of opinions. They put their view and remain firm on that. They are open to the suggestions and also allow everyone around them to come with new ideas which may be beneficial to them.

**He has achieved success that has lived well,
laughed often and loved much.**

The behavioural approach of the individuals counts a lot in making them successful. A stressful person may take longer time to achieve something in comparison to a distressed individual. The chances are less of being stressed in a simple living person as he takes everything happening around him in a normal manner. He does not try to reason with everything happening around him. It reflects his positive attitude. This personality trait makes him comfortable and happy, giving enough time to be utilized productively in making himself a successful individual.

After resigning from the biggest institution of the city, I joined another institution, which was smaller in every aspect in comparison to the previous one. The work load was almost negligible. It hardly took me a month to settle everything according to me and immediately my interventions started showing the results. Now I was mostly idle in my office and I did not use the net more than to check my mails, so it was a problem for me to utilize this time. The greatest drawback with me is that I can not sit idle.

A week passed in searching what to do to utilize my precious time productively and suddenly I got an idea of penning down my experiences. In the beginning, I never thought of publishing these works. It took me nearly a year to complete my first book "**Crack the Shell that covers you**" although my second book "**What if you die tomorrow?**" got published first. It. My third book "**Success is not By Chance**" both in Hindi and English made me

believe that this is what is living in simplicity and adding positive values around you. Believe me, I would not have been stressed had no publisher published my book as I never claimed myself a writer. It got published and you are reading my fifth book is a boon to me and I am thankful to each and everyone who directly or indirectly helped me in making this project of mine successful.

The road of success is never closed but you must be ready for diversions. These diversions are not because you are traveling on the road but it would have been the same even if anyone else was in your place. I happened to work with a person of forty years who always believe in simplicity but very tough with his decisions that is why we both are still working with one another. I have never seen him getting irritated. Although he is younger to me and has little knowledge of the project on which we are working but his readiness to learn new things brought him close to me otherwise people take me as “dare devil” and avoid associating with me.

7.5. The Worth of Character

You exhibit what you are. Your character speaks your personality traits. You must have encountered personalities who speaks high of themselves and try to create a false image of their character but in reality they are not what they try to project. It is a famous proverb that you can fool some people for sometime but you can't fool all people all the time. In order to be a winner and successful you need not have extra ordinary qualities but the successful individuals are those who are like you and me and have the same qualities which you and me possess. Mere qualities do not make a person successful, but it is the determination in your character which makes you achieve.

You must be true to yourself irrespective of any challenges you face in life. In due course of time the people around you

will understand what you are and you will get the worth of your character. While working as the principal of a society run school, in the beginning of my joining, I used to get visitors who tried to overpower me by giving me the details of how much they had toiled to construct the building. And now the institution has turned out to be one of the prestigious institutions they want their share in form of admitting those who did not even deserve. It was a tuff time for me and sometimes I got a feeling that I joined a wrong institution.

Days passed and requests kept on increasing which were very difficult to be accommodated. Sometimes I used to get threatened also. I gave a cool thought and at the Board Meeting I clearly told that upto a certain extent I will accommodate the students but after evaluating their performances I will give admission to the classes where they fit. I also assured them that I will personally see that these students are given extra care to come up to the specified level. But I denied any preference for further admission which will only take place as per the merits. It was made clear to them that the society has done Herculean task and they deserved to be appreciated but the admission is to maintain a certain standards.

It took nearly two sessions to bring an image about me that I will not accommodate everything said to me and in due course of time it was a smooth sailing for me and even after changing the organization in the same city, I did not face any problem as I had established myself as a person who does according to the set guide line and does not utilize his discretion for helping anyone. The discretion which you get as a gift of your post is the root cause of all the problems which you encounter. In order to prove our power we utilize our discretion giving a scope for others to come to us for favours. I advise my fellow principals in all my training sessions to avoid discretion as much as possible. Remember

one thing that you can be tough while being soft spoken and simple at a time. Toughness should not reflect in your character but it should be viewed in your actions.

Every individual is unique and this uniqueness is his characteristics. You can not tell someone that the person before you used to do like that and you should also act accordingly. It does not signify anything. The comparison of characteristics may not bring any result. If copying characteristics of people would have brought any results then every politicians would have been Nehru or Patel and every teacher would have been Radhakrishnan or Dr Kalam. Even twins differ in their characteristics. The Almighty has created you unique and you must maintain your uniqueness and that too should also reflect in your character.

Persons who made a dent on this earth believed in the worth of their character. Go through the autobiography of any successful individual, you will not find anything similar in their characteristics in comparison to others. The short height of Hitler did not create any hindrance in getting him the armed forces of allied nations. The education did not become a limiting factor in getting the title of “Great” for Akbar. In the present scenario also every year when the result of IAS is declared you will find most of the young aspirants, are from poor and who comes from lower middle classes. It was their determination to achieve the success which got imbibed in their character. With all the negatives, Dhuru Bhai Ambani still made it, what he aspired. You may say how many in a decade repeat the success story of Dhuru Bhai Ambani but if every one repeat the story who will remember Dhuru Bhai Ambani.

The successful people explore new path, traveling on the same path you can not repeat the same success story irrespective of all the factors remaining the same. You have to explore your own path and dare to write your own success

story while taking in consideration the worth of your characteristics. Your worth is not less than the worth of someone else whom you take as an example. If you perform a post mortem on the characteristics of the person you idolize, you will be amazed to find more personality traits in yourself. The main reason is that you have never critically analyzed yourself, otherwise you should have started your journey to be a winner. Still nothing has lapsed, do not delay any more, visualize yourself as the world is waiting to garland you.

You can be a winner in your field irrespective of where you are and whatever you are doing. Do not try to change the field to be successful. In every field the list of successful people are always less. Who knew that Dr. Bindeshari Pathak from Bihar will get a name in the field which a common people hesitate to use the word publicly. He created a movement in the form of “Sulabh Saucholaya” and see the fun, he became an innovator and is regarded as the most successful individual. Do you still require more examples to feel that you lack something in your character which can stop you from being successful? Certainly not, the only thing which you are lacking is the evaluation of the worth of your characteristics. You are far better than most of the people. The way you see someone as your “icon”, similarly you are “icon” to so many other people.

The chief factor in any man’s success or failure is his own character.

Any lapse of time at this juncture will push you far behind in your journey towards success. Failures and losers are those people who only think and never start. Do not harbour any fear. The Almighty is with you. He has approved your birth as human being which is His best creation and He will always support you irrespective of whether you lack something or not. The only condition is that you have to make a start and

His approval is always with you. Never generate a feeling that you will not be able to solve the problems which will arise, you have all the strength to solve the problems which you will encounter. Waste in no more time thinking and rethinking, it is the time for your to start and every moment is a pious moment for your success journey. Your time starts now and avail this opportunity otherwise there are several others in the queue. It is the last chance for you, now or never. The decision is yours.

7.6. The Power of Kindness

Kindness is the quality of being warmhearted and considerate, and humane and sympathetic. It is the act of forgivingness, the tendency to be kind and forgiving even to those who have done great harm to you. You may feel that it is easy to say but difficult to practice. Yes, you are correct, but you are slightly special that is why you are aspiring for achieving something bigger.

Even in the famous epic “Ramayana” you will get the line which reads as “forgiveness is the glory of strong personality irrespective of the problems created by persons having weak personality traits.”

Irrespective of your power and position, you get a number of chance to forgive someone but you deny forgiveness thinking that he may brand you as a weak person. In reality, it does not make any difference what people forms about you. You have to form ideas about yourself and never worry about the comments put by others which you feel you are not.

Kindness is an act and the entire animal breed understands only this language of kindness. Even the king of jungle agrees to work in a circus with his ring master when he shows kindness. You can make anyone loyal to you by showing kindness to him but it should not be done for returns. In the famous story of “Rat & Lion”, the lion refused to spare the

rat, who was jumping over his body. But nature taught the lion a lesson by sending the rat to cut the net in which the lion was trapped by a hunter. It was a surprise to the lion that such a small animal like rat was able to save him from being killed. It always happen but we are so engulfed with our work that we hardly notice such acts.

I saw a boy coming towards me with a sheep running after him. “No wonder the sheep follows you so closely,” I remarked, “attached to you as it is by that rope round its neck.” The boy laughed and released the animal. Off it went, gamboling in delight.

Then the boy made to move on. Immediately the sheep came to his heel and followed close behind. The youth smiled and gave it some barley. “You were right, wise man,” he said, “but as you see, the name of the rope is kindness.”

The act of kindness should get a sound footing in your character as you go up with your success. It should strengthen your position and reflect the best part of your personality. Never feel that nobody favoured you at the time of need, and with that feeling never harbour a feeling of revenge. You will be unnecessary utilizing your precious energy in searching the scope to fight. It is no fun in feeling so but it is better to throw away the revenge full attitude at the earliest.

It is nice to be important but it is more important to be nice.

We do believe that showing kindness and charity is good but when the time comes we analyze the situation and postpone the good act. It does not happen with you only but with all of us. Some are able to control the situation at the earliest and some are not able to imbibe this nice quality till the last, for the fear of being branded as a weak person. Most of us take kindness as giving small alms to a beggar standing on the road and similar other actions but that does not come in the category

of kindness. You do it as an act of reserving a seat in “Heaven” which you or anyone has never seen.

People who believe in kindness are not special in any sense except that they carry special thinking with them. They believe that it is their duty to return something to the nature which is showing its kindness to them for free and without any motive of getting it back. Once kindness is imbibed in your character you are a changed person within and you feel that whatever you are doing, you are being backed by an unknown power which is only the reaction to your kindness and nothing else. You have been strengthened with your action of benevolence.

You must have seen in Hindi action movies when something happens to the hero or any of his family members during his childhood it takes an ugly turn. The hero goes on fighting till the last without caring for his career, finishes the villain but at what cost. There is no doubt that the hero's action was a determined action but negative one. If he had utilized his energy positively, he would have taught a good lesson to the villain. I am not advising you to turn coward but through kindness you can win even the lost battle. The biggest example is the “Father of nation” Mahatma Gandhi who forced the Britishers to declare independence for India. He achieved it by virtue of kindness and non-violence which is again a quality of kindness only. It is a separate matter that we Indians do not leave any chance even to criticize this action of Gandhiji.

Today, the measuring rod of success is the accumulation of wealth whatever be the source of earning, such qualities like kindness have taken a back stage. But the people who are actually successful do believe in this quality whether the general lot is in favour or not. If you want permanent success and it is a must for you, then inculcate this quality in your character. You have met but, you never forgets anyone who has shown kindness on you.

Kindness is not a quality for outsiders only, you can also practice it with your family members. It looks odd but you get a number of chances to show it. When your kids needed you, you were always away on your official or business tour giving them a feeling that you are doing all these for them. Do you feel it is justified? No, not at any cost, you must show your kindness to your aged parents by devoting time with them and asking them if you can be of any better help to them. All these actions will mould your character and a time will come when you will not leave this practice irrespective of how much trouble you are in. I am sure you must be practicing this quality but in case you have not, start it from today, the act of “forgive and forget”.

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ABOUT THE AUTHORS

IT IS MADNESS

To hate all roses
Because you got scratched with one thorn
To give up your dreams
Because one didn't come true
To lose faith in prayers
Because one was not answered
To give up on your efforts
Because one of them failed
To condemn all your friends
Because one betrayed you
Not to believe in love
Because someone was unfaithful or didn't love you back
To throw away all your chances to be happy
Because you didn't succeed on the first attempt
I hope that as you go on your way
You didn't give in to madness
Remembering always
Another chance will certainly come up
Another friend
A new love
A renewed strength
Be Persistent
Look for happiness in every day
Always have faith and trust in yourself
&
Remember these words
"IF I CAN'T WHO CAN"



Born in 1965 and a social worker by profession, **Ms. Indu Pandey** conceived the idea of the formation of Pandey Education Trust, a registered trust working in the field of quality education and support services, in the year 1995, in the memory of her late father-in-law Shri S. N. Pandey, an educationist of repute and a social worker. Born in 1956 and an educational administrator by profession, **Dr A. K. Pandey** is the CEO of Pandey Education Trust. Dr. Pandey is a good motivational trainer to teachers and has trained more than 2000 teachers for achieving quality in class rooms. More than 35 of his research papers have been published in journals of repute. He is a visiting faculty at International School of Business Management, Gyan Vihar Universe, Jaipur and is the Secretary of Dalmia Shiksha Samiti, Chirawa (Rajasthan). Ms. Pandey has got her expertise in HR and provides a support to its member and getting the work completed according to the clients' suitability. She has inbuilt leadership quality to handle any assignment.

Any suggestion for improvement in this book will be dully acknowledged. You may contact us for any educational training and projects on edustrust@rediffmail.com and be sure to get it acknowledged at the earliest.

By the same author: What if you die tomorrow? Crack the Shell that Covers You and Success is not By Chance (English) and Jid Karo Aur Safalta Pao (Hindi).