

PREPARATION FOR SUCCESS

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Success is accomplishment of one's goals and aspirations; success is a progressive accomplishment of a God given goal for your life. Success is satisfactory progress.

A successful person is not necessarily a millionaire, for not all millionaires are happy. A successful person is not necessarily a minister, for not all ministers are fulfilled. A successful person is one who is satisfactorily progressing in achieving a God –given goal.

WHAT YOU MUST KNOW ABOUT SUCCESS

1. Success does not just come, success is worked out.
2. It takes strong desire for a man to attain success.
3. Faithful application of the principles of success will bring about success
4. It takes strong faith and determination to challenge every opposition to success, overcome and attain success.
5. Success is not a gift but a working.
6. Lazy people die poor and unfulfilled, only hard workers attain success.
7. Focused people only attain success.
8. Success is failure turned inside out.
9. Successful people do not fear failure; failure does not stop them from going ahead and winning.
10. Success minded people don't quit because they know that quitters never win.
11. No fearful person wins (succeeds).
12. Courage is a necessary ingredient for success (Josh 1:6-9)
13. No one stumbles into success. All successful people followed a detailed plan of action to success.

EFFECTIVE PLANNING

Mike Murdock said “the weakness of every dreamer is the plan.” I agree with him because plans make the pursuit of a goal easy and achievable. He that fails to plan, has no plan of succeeding. There is no other way to success, except through a plan of action.

WHAT IS A PLAN?

A plan is a way of acting thought out for the future. (Michael West Dictionary)

A plan is an articulated idea of action arranged according to priority.

THE NEED FOR A PLAN

1. Without plan visions don't come through.
2. Without an effective workable plan battles are lost.
3. Without a plan, failure will win over success.
4. Planning arrest and put away frustration.
5. Planning makes the pursuit of a dream interesting.
6. Planning makes a dream achievable.

7. Planning helps to organize a man's life around his goal or assignment.
8. Planning enhances focus, and focus helps us to maximize our potentials towards our assignments, goals and visions.

PLAN WELL IN ORDER TO SUCCEED

Plan how to achieve your vision or goal. It will take a workable plan to bring that new product into the market and succeed. It will take a workable plan to make that new business succeed. If you fail to plan, then you will have planned to fail. You must stay in God's presence to get the plan. Write out your plan.

In realizing your main vision, you need to set smaller, definite and achievable goals, and plan how to achieve them.

Follow up the smaller goals with all your energy, all your power, all your effort and prayers.

BENEFITS OF SETTING SMALLER GOALS IN PURSUIT OF YOUR MAIN VISION

1. It will help you avoid a waste of time on non-essentials.
2. It stimulates involvement. It energizes you. It creates enthusiasm for what you want to do.
3. It helps to channel your energies towards priorities. The No 1 key in life is the ability to value priority and follow through. There is nothing to be compared to knowing what needs to be done first and doing it.
4. It helps you to establish checkpoints for your growth, to see if you are progressing. For example, in six months I am going to acquire a million naira, in six months, I should be able to know how much I have acquired. Set time limits for your goals as checkpoints.
5. It will help you fulfill the purpose and his expectation.

CHANGE PLANS WHEN NECESSARY

If the first plan which you adopt does not work successfully, replace it with a new plan. If this plan fails to work, replace it with still another and so on until you find a plan, which does work. Don't allow pride to hold you back from changing an ineffective plan. Majority of men fail because of their lack of persistence in creating new plan's to take the place of those, which fail.

If you give up before your goal is reached, you are a quitter.

A quitter never wins, and a winner never quits.

HAVE A THINK –TANK GROUP

Prov 20:18

18 Make plans by seeking advice; if you wage war, obtain guidance.

NIV

Prov 24:3-4

3 By wisdom a house is built, and through understanding it is established; 4 through knowledge its rooms are filled with rare and beautiful treasures.

NIV

Prov 15:22

22 Plans fail for lack of counsel, but with many advisers they succeed.

NIV

Intelligent planning is essential for success in any undertaking designed to succeed or accumulate riches. You need people who will rub minds together with you to formulate a workable plan and implement it to success.

1. Identify members of this group.
2. Decide what benefits and advantages you may offer the individual members.
3. Arrange to meet with the members often, may be once or twice weekly.
4. Maintain perfect harmony between yourself and every member.

KEEP IN MIND THIS FACTS

1. You are engaged in an undertaking of major importance to you. To be sure of success, you must have plans, which are faultless.
2. You must have the advantage of the experience, education, talent, skills and imagination of other minds. This is in harmony with the methods followed by every person who has accumulated a great fortune.
3. No individual has sufficient experience, education, talents, skills and knowledge to ensure the accumulation of a great fortune without the co-operation of other people. Every plan you adopt in your endeavor to accumulate wealth, should be the joint creation of your self and every other member of your' Think-Tank group, You may originate your own plans, either in whole or in part, see that those plans, are checked and approved by the members of your Think–Tank alliance.

If you cannot afford a Think-Tank group that can meet in a place with you, go to the selected advisers for counseling and discussion. Have mentors that will advice you in your area of endeavor. What is missing in you is in another person, and discussion will bring it out.

IMPORTANCE OF INFORMATION

1. Information is knowledge, and knowledge is power.
2. There is no substitute to information in the school of success. Information is the secret. Job was the most outstanding success in his time. He became successful by information.

Job 1:1-3

1:1 In the land of Uz there lived a man whose name was Job. This man was blameless and upright; he feared God and shunned evil. 2 He had seven sons and three daughters, 3 and he owned seven thousand sheep, three thousand camels, five hundred yoke of oxen and five hundred donkeys, and had a large number of servants. He was the greatest man among all the people of the East.

NIV

Job 29:2-6

2 "How I long for the months gone by, for the days when God watched over me, 3 when his lamp shone upon my head and by his light I walked through darkness! 4 Oh, for the days when I was in my prime, when God's intimate friendship blessed my house, 5 when the Almighty was still with me and my children were around me, 6 when my path was drenched with cream and the rock poured out for me streams of olive oil.

NIV

3. The quality of information at your disposal determines the quality of your success.

Josh 1:8

8 Do not let this Book of the Law depart from your mouth; meditate on it day and night, so that you may be careful to do everything written in it. Then you will be prosperous and successful.

NIV

4. Every heavenly information when properly applied will command earthly attention.

5. Without knowing what you must do, you will pray in vain.

6. Until you know what you must do, you may die on the same spot.

7. If you succeed by tricks, you will soon be trapped. But if you succeed by truth, you will continue in triumph

8. There is no price too much for information.

Prov 2:1-8

My son, if you accept my words and store up my commands within you, 2 turning your ear to wisdom and applying your heart to understanding, 3 and if you call out for insight and cry aloud for understanding, 4 and if you look for it as for silver and search for it as for hidden treasure, 5 then you will understand the fear of the LORD and find the knowledge of God. 6 For the LORD gives wisdom, and from his mouth come knowledge and understanding. 7 He holds victory in store for the upright, he is a shield to those whose walk is blameless, 8 for he guards the course of the just and protects the way of his faithful ones.

NIV

Prov 4:7-9

7 Wisdom is supreme; therefore get wisdom. Though it cost all you have, get understanding. 8 Esteem her, and she will exalt you; embrace her, and she will honor you. 9 She will set a garland of grace on your head and present you with a crown of splendor."

NIV

9. Information will transform your life. When you as a person is transformed, everything around you will take a new turn.

Rom 12:2

2 Do not conform any longer to the pattern of this world, but be transformed by the renewing of your mind. Then you will be able to test and approve what God's will is-his good, pleasing and perfect will.

NIV

10. It is your insight that determines your attitude.
11. Information makes you a wise person. And wisdom will keep you from terrible mistakes.

3 THINGS YOU MUST KNOW

1. You must know where you are going.
 - You must know what your assignment is.
 - You must have a vision, goal or something to live for.
- 2 You must know what it takes to get the place you are going. You must know what it takes to fulfill your assignment and achieve your goal.
3. You must be willing to give it what it takes.

BE SURE OF YOUR ASSIGNMENT OR VISION.

Every profiting begins with defined purpose. Without a defined destination, there can never be an adventure. Having identified what you want to achieve, the next stage is sourcing for information that will help you to actualize your dream. Information is education.

SOURCING FOR INFORMATION

Sourcing for information is getting oneself educated towards the actualization of one's vision for his life.

Before you can be sure of your ability to transmit desire into physical reality, you will require specialized knowledge of the service or merchandise which you intend to offer in return for success. Perhaps you may need much more specialized knowledge than you have the ability or the inclination to acquire, and if this should be true you may bridge your weakness through the aid of your "Think-Tank" group.

Information will not attract money; unless it is put to use- it is organized and intelligently directed through practical plans of action, to the definite end of success and accumulation of money.

Your education is what you make it, and you can find the information that takes you where you want to go. Knowledge is only potential power. It becomes power only when and if it is organized into definite plans of action and directed to a definite end.

"Educate" is derived from the Latin word "Educo", meaning to educe, to draw out, extract, bring forth, to develop from within. An educated man is not necessarily, one who has an abundance of general or specialized knowledge. An educated man is one

who has so developed the faculties of his mind that he may acquire anything he wants, or its equivalent, without violating the rights of others.

- Knowledge that is not productive is useless.
- Education that cannot be profited from is a waste.
- An educated man is one who has been able to use his education to his own advantage and benefit of others

WHERE TO FIND KNOWLEDGE

1. First of all, decide the sort of specialized knowledge you acquire and the purpose for which it is needed. Your major purpose in life, the goal towards which you are working will determine what knowledge you need.
2. You need information about the product you want to market.
3. You need information about the people you want to reach, their tradition, taste, desire, social life –style, financial, status, religious background and behaviour.
4. You need information about how other products are doing in the market. If they are succeeding, know the secret of their success.
5. You need information on how to market yourself and your product.
6. You need information to be the best you can be.
7. You need to update your information from time to time to keep abreast with the latest technology, research findings, tested and proven techniques.
8. Whatever you are into or want to achieve, source for information as to how it can be done successfully.
9. Source information on cost of the project, finance, manpower, office accommodation and, materials and equipment, time period required, the best way to package your product and services.
10. You need information on what is missing in the goods and services being rendered by others before you, and decide to fill the gap by providing it. By so doing you will catch the attention of others.
11. What incentives can you put in place to succeed more than ever?
12. Keep researching, never stop. Every successful business establishment, have a research department, library and are always organizing and attending seminars and courses locally and internationally because they want to remain relevant and successful.

SOURCES OF INFORMATION

1. One's own experience and education,
2. College and universities,
3. Experience and education available through co-operation of others (Think-Tank group),
4. Public libraries,
5. Books and periodicals in which may be found all the known to man,
6. Special training courses: Seminars, night schools home study schools, correspondence schools etc,
7. The church,
8. Internet.

RESOURCEFUL THINKING

All achievement, all earned riches, have their beginning in an IDEA! An idea is the starting point. The idea when accepted will develop to become a vision.

The power that signals success is the power of your mind. How to make life say yes, instead of no to your plans and purposes resides in your mind. There is life and death in your mind.

Prov 23:7

For as he thinketh in his heart, so is he.

KJV

Prov 27:19

19 As in water face answers to face, so the mind of a man reflects the man.

RSV

1. The brain is the most valuable asset in life.
2. It is the use of your mind that makes men to mind you.
- 3 The mad man has no working mind, so he has lost his worth - no one minds him.
- 4 Until you have a working mind, you don't have a working life.
- 5 The mind is the principal factor in the school of success.
- 6 The mind is the seat of wisdom and wisdom is the principal thing, hence the mind is the principal factor.
- 7 Everything that assesses your spirit must pass through your mind. The mind is the door way between the spirit and the physical.
- 8 Without a functional mind, destiny is closed.
- 9 The mind is the seat of understanding. And understanding brings faith.
- 10 Faith is as easy as your depth of insight and understanding – your depth of faith.
- 11 It is understanding that makes a man outstanding.
- 12 You can't be anything without a working mind.
- 13 The healthier your mind, the higher you fly.
- 14 The state of your mind determines your ultimate status in life.

It is therefore your responsibility to make use of your mind positively and creatively to generate resources for success and riches.

THE FOUR PRINCIPAL FUNCTION OF THE MIND

1. **The mind is the centre of learning.**

Prov 1:5

5 let the wise listen and add to their learning, and let the discerning get guidance--

NIV

The mind has the ability to acquire information. Abraham Lincoln said” When a man stops learning, he starts getting old”. T.L Osborn said” when a man stops learning he starts to die”.

- The act of learning is the act of information acquisition.

2. It serves as an information bank. It has a memory.

3. It is the reasoning centre.

Reasoning is the act of logical, rational and analytical thinking.

An American research revealed: 5% of human populace thinks. 15% think they are thinking. 80% would rather die than think.

In the church more than 80% would rather pray than think. Bishop Oyedepo said, “God gave you a mind, so you can give him rest”.

Solomon was a dedicated thinker, an addicted thinker, a celebrated thinker (Eccl1:12-17). All great achievers are great thinkers. You can’t make it to the top without exercising you mind.

4. Imagination is another function of the mind.

Imagination is the act of mental image formation. Imagination is what sets the pace for your destination.

Gen 11:6

6 And the LORD said, Behold, the people is one, and they have all one language; and this they begin to do: and now nothing will be restrained from them, which they have imagined to do.

KJV

Until you see it, you can’t have it. Imagination is the act of mental projection. It is dreaming or visualizing. Imagination is the ability to create picture of the things you desire.

GENERATING RESOURCE THROUGH THINKING

Thinking is a function of the mind. The mind is putting the brain to work. How do I know that you are thinking? By the results you produce. We think to generate results. And the level of thoughts determines results. All human brain is the same worldwide. Putting it to work is were the problem is.

We think to generate answers to the puzzles of life. Thinking is exercising the mind.

Thinking is making the brain work. It is placing a demand on the brain to come up with the answers and solutions you need. Until you make the brain work, nothing works for you.

It is your thinking that moves you forward Thinking involves collation of information, analyzing, sorting, imaging and formulation of ideas and plans. Thinking is exploration of the mind. What you don’t explore you don’t discover.

Ps 42:7

7 Deep calls to deep in the roar of your waterfalls; all your waves and breakers have swept over me.

NIV

When you think, you are reasoning and when you reason, understanding is achieved; and understanding determines your height - Prov.23:7.

Problem causes or propels a man to think. Problems create mental reactions. Negative mental reaction is injurious to man. But positive mental reaction will create solutions.

Problems don't leave you the way they met you. They help to move you forward.

A positive thinker does not in the face of a problem react, he responds to the challenge through resourceful thinking to overcome. All the scientific breakthroughs and products today are results of solving or tackling a problem

REQUIREMENT FOR RESOURCEFUL THINKING

1. CURIOSITY:

Resourceful thinking begins with curiosity. Curiosity is a desire to know the why and how about life. Curiosity is finding out why things are the way they are. Curiosity is craving for answers. Curiosity is passion for solutions.

2. CONCENTRATION:

Problems first day is simple, a little later becomes hard, later it becomes difficult, later it becomes impossible. Concentration is enhanced by narrowing down the problem by possibly writing it down and identifying the core.

One thing at a time is concentration. Problems are not solved by allowing it to lie down, but by giving it time - attention. If you are not a good thinker you cannot be a good praying man.

3. THINKING COMPANIONS (THINK –TANK GROUP).

- No one man has monopoly of ideas.

(a) Name physical people you can relate with by talking and observation and listening. Improve on what you have seen or heard from these people. Before adopting what you have heard or seen, adapt it to suit you person or situation.

(b) Rub minds through the books you read. Through books we have mental relationship. Through books you encounter the thoughts of the writer. Your thoughts pattern is molded after a man's book that you have read.

CONCLUSION

Success demands creative and resourceful thinking. You need to place a demand on your mind to come up with some ideas that will give you the break you need, in times of difficulties and problems don't despair but think on how to come out of the problem.

If you will diligently apply what you have just read, you will experience endless and ever increasing success. Remember to share your testimonies with me.

SUCCESS TIT-BITS

1. **Everything big started small. Don't despise the days of little beginning.**
2. **Great men are not made in the open, but in the secret place of training, skill acquisition, suffering and frustrations, determination and pursuit.**
3. **Your enthusiasm about your product is more important than your name card.**
4. **Know your product so well to be excited about talking about it with so much life that it will compel people to buy it.**
5. **Your conviction of the effectiveness of your product energizes you to talk excitedly about it and make good sales.**
6. **Enthusiasm brightens a man's face which makes him to gain acceptance.**
7. **Unhappiness dispels potential customers.**
8. **Sensitivity to the Holy Spirit will bring you to the place of abundance.**
9. **Procrastination is the thief of time. It is an enemy of progress. Kill it, before it kills your opportunity to make it.**
10. **Always act now!**
11. **Success is not by chance but by choice.**
12. **Tithing secures open heavens, and open heavens guarantees rain.**
13. **As rain is for fruitfulness so are ideas.**
14. **Create a powerful relationship with your customers at all the connecting points.**
15. **Learn to exceed customer's expectations.**
16. **Evaluation is a key to improvement.**
17. **Don't be scared of adversaries. It is the adversaries that lead to advancement.**
18. **What you will eat later, you have to fight for today.**

WISDOM FOR ASSOCIATION

1. **Openness makes relationship easy and sweet.**
2. **Networking is essential for success in life and in business.**
3. **Those who do not respect your assignment disqualify themselves for a relationship.**
4. **Your assignment determines your close associates.**
5. **Never discuss your problem with someone incapable of solving it.**
6. **Those who will not respect your time will not respect your wisdom either. Avoid time wasters.**
7. **Define every relationship to manage your life and your time well.**

8. **Don't submit leadership of your life to friends.**
9. **Your friends are counselors, but you are the decision maker. Your decisions determine your experience.**
10. **Those you hear always have influence over you.**
11. **What you see friends do repeatedly, you are likely to copy consciously or unconsciously.**

RENEWING THE MIND

1. **Worry drains energy and weaken a man spiritually, mentally and physically.**
2. **Winning starts with beginning.**
3. **Every tough time is a phase which must pass away.**
4. **No problem is a dead - end.**
5. **Failure is a set back and not defeat. You only become defeated when you throw in the towel.**
6. **Every problem takes time to grow. Don't give it time, but deal with it.**
7. **Your potentials are released when you face challenges.**
8. **You never succeed going along, but you succeed going against.**
9. **What seems to be your breaking point is your breakthrough point.**
10. **All mountains are movable only by faith.**