

# Are You Willing to Succeed?

By: Alan W. Goff

I recently came across the following quote from Napoleon Hill, "The ladder of success is never crowded at the top." It made me stop and think as to why that is. How many of us are willing to do what it takes to be successful? How many of us have even identified the right behaviors and actions that will lead to success?

Too often people think there is an easy path to success. We live in a microwave culture where we expect everything to be quick and simple. Most would rather sit back and wait for the leads to come in then go out and find them. They would rather hope for the best than develop the discipline they need to push to the next level. They would rather sit on the proverbial sofa manifesting "this", "that" or the "next thing" through positive thinking. Let me set the record straight. Positive thinking won't let you do anything. But it will allow you to do everything better than negative thinking will. For many people the problem is that they already know what they should be doing but they don't do it. Why?

Many of us have bought into the belief that some people are just born with great talents that drive them to the top of the success ladder. Studies have shown that that is just not true. Laszlo Polgar, a Hungarian educational psychologist, was determined to prove that the greatest chess players are not great due to their amazing intellect but because they put the time into practice to become great. He went so far as to find a woman who would marry him, and have his children that he would then train to become Grand Master chess players. By the age of 21, his daughter was a Grand Champion and was the first woman to achieve that distinction. His second daughter achieved the title of Grand Champion by the age of 16, beating the record set by Bobby Fisher as the youngest person to achieve this distinction.

So, the good news is we can all climb the ladder to success if we are willing to put in the kind of deliberate focused practice it requires. It may be unpopular, especially in a world where we don't want to hear that we have to work harder or longer, but we must realize that true success requires a crock pot mentality. As Patricia Fripp says, "You may not lack the talent to be a success, but you may lack the patience. Overnight success takes an average of 15 years."

Another New Year is just around the corner and the clock is ticking fast. Do you want next year to be different, better, more successful than last year? If so, the question then becomes how bad do you want success. What are you willing to do to get there and who can hold you accountable during the process?