

Tom Erik Green

HOW TO DEVELOP YOUR PERSONAL CHARACTER
FOR EXPONENTIAL SUCCESS

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How to develop your personal character for exponential success

By Tom Erik Green

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About the Author and the book

Tom Erik Green is a psychotherapist and mentor. His experiences over a thirty-year period have formed this e-book--the fourth in a series of books from PlusVendor AS. These books aim to create principles for personal growth and development available to everyone.

Life has a tendency to get in the way of the development of our true identity, making it easy to be distracted or fail to perform in areas of life in which our blueprint for success should be proactive. Anything that interferes with developing true personality characteristics for success can be considered to hinder start living our life to its fullest. This is how life goes.

Today it is important for all of us to spend time working on our Personal Growth & Development. Only through these efforts will you be able to discover your true identity and self. This e-Book will give you practical examples and ideas on how to develop personality characteristics for success. The accompanying workbook is a crucial supplement to reinforce the necessary tools and ensure you carry forward all you've learned. This journey will bring you to a life of full potential—something we all deserve.

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Introduction

Welcome: The first thing you must understand is that your "success" can only be defined by you. If your intention is to go through this guide to appear to be successful in someone else's eyes, then your time would be better spent doing something else. The entire goal of the next 365 days is for you to arrive with more knowledge and understanding of YOUR BEST. In addition, you'll learn the techniques and personal characteristics exhibited by all successful people along the way to THEIR BEST.

If you are ready to take control of your life, then dive right into this guide.

This guide and workbook will enable you to explore who you are and what you really desire on a fundamental level. Tools and knowledge are also provided to assist you in achieving your unique definition of YOUR BEST.

Included:

1. The Guide - The guide you are now reading will provide a monthly success principle overview for an entire year.
2. The Workbook - This workbook contains exercises to be completed each month. By the end of the year, the exercises will have led you to a better understanding of yourself, the meaning of success for you, and techniques to help you achieve it.

Time Commitment: Here the emphasis is on both "time" and "commitment." Many of these exercises are open ended for a purpose. You can run through them, or you can make a real commitment to spend the time and learn as much as you can. The amount of success you experience will depend on what your efforts. I'd say, spend approximately 60 to 120 minutes a week working on the exercises, but this is an individual decision. You can break this time up during the week or complete each exercise in one sitting.

If you are really adept you can blast through this material at any pace- just make sure not to gloss over any steps. They might not seem important to you, but each step was carefully selected to compliment the material as a whole.

Work Breakdown: Each month is set up with four exercises, one per week. When you choose to do them is at your discretion, but it might be helpful to designate a specific time each week so you won't forget and you'll have the necessary time to dedicate to the exercises.

Usage: We include basic templates in our workbook. You can copy these templates into any format you choose. For instance, if you have an app on your desktop that you use for activity management, you can simply take the information from this program and paste it in.

To help with organization, create a specific folder to save all of your work labeled SUCCESS, and break it down further into sub-folders by month. This will allow you to keep track of your work easily.

This guide will walk you through your exercises briefly, but the workbook will have full exercise descriptions, and examples, as well as space for you to write.

Ready? Set? Let's go!

To your immense success!

Month 1 - Vision - Goals

Objective: Imagine yourself a year from now. What do you see? Are things about the same as they are today?

If your life hasn't changed, to be absolutely honest, this is because of you. You didn't put the things in place necessary to make it change. But you already knew that, didn't you?

This month we're exploring your best vision for your life, and the goals that will determine your success in achieving this vision. Take the time to really search your thoughts and feelings to determine what your ideal life would be.

Please don't put down what you "think" you should want or what someone else might want for you. If you do, you'll end up being successful at living someone else's life! That's not what you want, right? I thought so. Uncovering your unique vision will lead you to set up the right goals for bringing the vision of your successful self to life.

What is the best version of yourself that you can possibly imagine? Some people are a little shy or embarrassed to speak or even think about their dreams. Please don't be. You have a birthright to dream your dreams. This is why you're here. This is your chance to grab the best life you can imagine. Your dream life begins here. My suggestion is to take this month seriously. This may be the most important month of your life.

The Vision - Goals Exercises

1. Write out a detailed vision of your unique life at its most successful.
2. Choose 5 goals to focus on.
3. Break each goal down into a set of reasonable, manageable steps.
4. Organize your “PLUS blueprint.” Put all of your manageable goals into a binder, a folder on your desktop, or a mind map.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 2 - Motivation

Objective: Success has everything to do with motivation. One of the most important things anyone can do is find out what truly motivates him or her. If you remain motivated, you can achieve almost any goal. There is no mystery here. Achieving your dreams takes more than dreaming; it takes commitment and consistent hard work. Motivation is the key to day in and day out commitment and consistent hard work.

When your thoughts, feelings, and actions are congruent or aligned toward one purpose, you will be motivated to achieve that purpose. This month we are discussing several techniques for developing and maintaining motivation.

The Motivation Exercises

1. Practice daily visualization.
2. Identify people who inspire or motivate you.
3. Take some time for yourself and unwind.
4. Commit to motivational exercises.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 3 - Accountability

Objective: What does accountability have to do with success? Everything. You see, if you're not accountable for something, you're not accountable for fixing it. No one can have it both ways. Either you're pitiful (a victim, everyone else is to blame) or you're powerful (a victor, you are responsible). You can't be both. Most people are afraid of taking responsibility -- they might make a mistake, be embarrassed, or suffer a loss. If they don't risk taking responsibility, they won't earn or be entitled to any rewards, and they certainly will never achieve the success of their dreams.

This month we will explore taking responsibility, and the best way we can boost accountability--an accountability partner!

Accountability Exercises

1. Take some time to think of people who could potentially be your “accountability partner.”
2. Settle on an accountability partner and list your reasons for choosing him or her. Also list how you can help each other.
3. Fill out the Accountability Partnership Agreement in the workbook.
4. Discuss your goals with your accountability partner. Agree to some deadlines.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 4 - Persistence

Objective: Nothing has more power in achieving success than persistence. It's obvious, isn't it? If you don't persist, you quit. And if you quit, you don't finish—therefore you don't succeed.

The good news is that persistence is actually a skill you can learn and practice. The ability to bounce back from failure, and to power through obstacles can be strengthened through use. Persistence is intimately linked to motivation.

This month will be all about making ourselves more aware about the concept of persistence.

The Persistence Exercises

1. Make a list of 10 times you've persevered and been successful.
2. Make a list of 10 situations when you didn't have the successful outcome you had desired.
3. Analyze the two lists you have created. Find 5 takeaway points (lessons learned) from your experience and list them.
4. Go back to your blueprint from month 1 and review your goals list. Write down any potential problems and how you can “persist” through them.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 5 - Facing Fear

Objective: Do you want a GREAT tip? Okay, let me ask you a question. Why is facing fear just the opposite of building muscle? Because the more you face your fears, the smaller they get. The more you work on building your muscles, the bigger they get.

Each time you face something that frightens you, it gets easier and easier. Fear will always be with all of us, but it becomes manageable with practice, and it becomes easier to manage each time. It's when we don't face our fears that they become bigger and bigger until they overwhelm or even paralyze us. A true and priceless tip, especially if you want to be successful!

This month we'll explore the nature of fear in general, your fears in particular, and techniques we can use to combat them.

Facing Fear Exercises

1. Make a list of your top ten fears.
2. Which of these fears are holding you back from your goals? List any of your fears that could impact your goals and state specifically how they can hinder your progress.
3. Choose one fear from above and write down a couple of ways you could confront it..
4. Confront that fear!

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 6 - "Acting As If"

Objective: One way to strengthen traits in ourselves is by "acting as if" we already have them. This is also a means of stepping back, looking at our usual behavior, and deciding how to act differently.

This month you're going to concentrate on traits you want to cultivate in yourself, pick some people you admire for their success, and act the way you think they would act.

"Acting As If" Exercises

1. List 5 negative personality traits and/or weaknesses that you believe you possess.
2. Think of five people who do not possess the same weakness and list them. List one person per weakness.
3. Break down why you thought those people don't share the same weaknesses as you. How do they act differently?
4. Identify 3 different ways you can start "acting as if."

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 7 - Asking for Things

Objective: There is great value in being able to stand on your own two feet. Self-sufficiency is admirable. That said, there is nothing wrong with asking for something if you need it. Often people are so adverse to asking for things, that opportunities can slip away!

This month we will start to get comfortable asking people for things that we want and/or need. This will be a huge step from some people's comfort zones!

Asking for Things Exercises

1. Take the time this week to think about 5 times that you were afraid to ask for something.
2. This week ask 3 people close to you for something.
3. Ask 3 strangers for something.
4. Ask someone to do something for you that you're not sure will get you a "yes" answer.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 8 - Time Management

Objective: Successful people know how to manage time. There's no success without it. Do you feel even though you're as busy as you can be, you are not making progress and not achieving even a fraction of your goals? Everyone has heard the expression, "You become effective by working smart instead of working hard." Well, yes, but how?

This month you will learn some strategies and techniques that will build your effectiveness. Your ability to plan, organize, and manage time is critical to your success at work and many other areas of your life.

Time Management Exercises

1. List your time wasters.
2. Identify your 3 worst time wasters from above.
3. Check out your goals list from week one - any potential time traps there?
4. Fill in a calendar and plan your next few months.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 9 - Communication and Public Speaking

Objective: It doesn't matter how brilliant your idea is. If you can't communicate it effectively, it won't be successful. There's more to communicating than just saying words. Successful communication requires thought and preparation as well as clear, straightforward delivery.

This month we'll learn the importance of "who, what, and why" in successful communication. We'll also discover the many aspects involved in delivery. The more consideration you give to all of these, the more successful your communication and public speaking will be.

Communication Exercises

1. Outline a 5-minute speech.
2. Using the outline from above, write a full 5-minute speech.
3. Practice your speech out loud at least 5 times!
4. Present your speech to an audience.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 10 - Keeping Score

Objective: Small wins lead to big wins. That is the cycle of success. Far too often we strive for the big wins and don't really take the time to appreciate the small victories along the way.

This might not seem like a big deal, but it isn't great for your motivation. If you track your small wins, you can reflect on your successes at a glance. This will help keep you motivated, as well as potentially remind you of lessons learned along the way. This month is all about setting up and using a method to track your successes.

Keeping Score Exercises

1. Record all of your big and small wins/successes this week.
2. List the 10 greatest wins/successes in your life and write in detail about what made them great.
3. List what you learned from your greatest wins/successes.
4. Track and analyze the wins you've had in the first nine months of this course.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 11 - Finances

Objective: Worldwide, many of us are suffering financially from the actions of governments and financial institutions that did not have our best interests at heart. That's unpleasant, to say the least, but that's the past. Our success depends on moving forward with all the financial acumen we can acquire.

In month 11, we'll put the basics of successfully managing our money into practice. We'll learn the difference between wants and needs and we'll begin to track our finances. Each of these steps will contribute to our financial success.

Finance Exercises

1. Start a spreadsheet and track all of your expenses this week.
2. Go through your week's expenses and classify each as a "want" or "need."
3. Choose and list the three "wants" that you could most easily live without.
4. Live this week without the three wants above.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Month 12 - Giving Back

Objective: Did you know that giving is one of the most powerful things you can do to ensure and accelerate your success?

This might not make complete sense at first. How can you succeed by wasting time or resources by “giving back?” Giving back to people is one of the best ways to generate good will. When you “give back” you build stronger relationships - business or otherwise.

Giving also helps with your personal satisfaction and happiness. Giving back is a key to happiness. Happily working towards your goals is a huge boost towards your success.

In our final month, we'll be exploring the power of giving.

Giving back - Exercises

1. Each day give someone in your life a compliment.
2. Help out two people this week - without being asked first.
3. Research a person or an organization in need of your help.
4. Find a way to help the person or organization above.

Your workbook will have a complete description of each exercise. Go there to record your answers.

Conclusion

This guide has touched on 12 traits of successful people. Reading this will be a great first step for anyone looking for exceptional levels of success.

An even better step - working through the accompanying workbook. The workbook will walk you through the exercises mentioned above in much greater detail.

Even though the term “overnight celebrity” is tossed around casually, success rarely happens overnight. Combining the above traits, with your own personal flair, talent and hard work is the recipe for becoming YOUR BEST.