



10 REASONS PEOPLE FAIL

1. **Action without planning:** Think before you act. Impulsiveness and stupidity can be a killer.
2. **Endless planning and no action:** You must have a plan. It does not have to be a great plan to start but you have to get started to be great.
3. **Dumb expectations:** You can't be great at something you have no talent for. Find something you can do then set the bar high. Expect to have to work hard for your rewards as success rarely comes quickly and with no cost.
4. **Not knowing what you want:** You can't hit a target you can't see. Know what your goals are and why you want to achieve them.
5. **Rose Coloured Glasses:** View everything honestly and realistically. Don't bury your head. Your level of success is dependent on receiving and processing accurate information. Get real, drop the BS and see it as it is.
6. **Dancing to someone else's beat:** Determine your own direction and meaning of success. Be and do what you want to be and do. This way there will be no internal conflict with your values.
7. **Over Stretching:** Doing too much of too many things = mediocrity in everything. Avoid diluting the quality time and effort you can apply. Target excellence in a few chosen goals.
8. **Giving up:** Chinese proverb - Get knocked down 7 times stand up 8. If you fall learn from it, get up and have another go. Success is not handed out to people who lack focus and give up.
9. **Pig Headedness:** Don't let your ego over rule commonsense. Don't keep doing the same thing if it doesn't work. If you need help pull your head in and ask for it.
10. **Fear of Failure:** If you don't step over the line and have a go then you are no chance. Fear of failing crushes people - Fear comes from lack of knowledge or confidence. Increased knowledge = increased confidence. Learn more, practice more, action your knowledge and have a go.