

# See You at The Top

by Zig Ziglar (1974)

Read a book again to get more out of it. Steps to success are: improve self-image, better relationships, written goals, good attitude, hard work & desire. It takes several 'right thinking' to overcome 'stinking thinking'. We act according to how we see ourselves. Believing moves us into action. Read Horatio Alger stories. **Set a goal & accomplish it, then take that confidence to set a bigger goal & keep going.** Smile & be optimistic. Look for the good in others & sincerely compliment them. Do something for others. Make a list & improve your positive traits. Look others in the eye.

Pick your friends you see, books you read & music you listen to carefully. Only 3% of people written down their goals [who do you think is successful?]. Make goals for physical, financial, spiritual, career, family, mental & social. There will be obstacles, make adjustments, but never quit. When we take our eyes off of our goal, we get distracted. Expect good things to come your way & be ready for them.

**It takes 21 days of consistent action to make a new habit.** Make your subconscious work for you by listening to positive material while you sleep [do not go to sleep with the TV on]. Have a pen & paper by your bed to write down ideas in the middle of the night.

A hopelessly insane little girl [Annie] was locked in a cage in the dungeon to keep others safe. But an elderly nurse slowly won her over by love & showed her she can be different. She later reached out to another in need named Helen Keller.

Before public libraries were available, a man opened his personal library to the town. One boy loved it so much after he was wealthy, he opened thousands of libraries to the public [Dale Carnegie].

Major Nesmeth was an average golfer that spent 6 yrs as a POW in solitary confinement. He played golf in his mind every day to keep sane. He visualized every swing on his perfect games. After the war he shot 74.

## Books:

Self Love (Robert Schuller), The Greatest Miracle in the World (Og Mandino), The Magic of Believing (Claude Bristol), Power of Positive Thinking (Norman Vincent Peale), Try Giving Yourself Away (David Drum), How to Win Friends & Influence People (Dale Carnegie), Man of Steel & Velvet (Aubrey Andelin), Psycho-Cybernetics (Maxwell Maltz), Life is Tremendous (Charlie Jones),

## Quotes:

"When your image improves, your performance improves." "Our actions & deeds affect other people, many of whom we will never know." "Go as far as you can see & when you get there, you will always be able to see further." "The way you see life will largely determine what you get out of it." "If you didn't save something on your current income, you won't save anything on your future income." **"Success occurs when opportunity meets preparation."** (ZZ)

**"If you don't like where you are, change it."** "If we don't start, we won't get there." "A strong positive self-image is the best possible preparation for success in life." (Dr Joyce Brothers) "I will permit no man to narrow & degrade my soul by making me hate him." (Booker T. Washington) "People need loving the most when they deserve it the least." (Mary Crowley) "You get the best out of others when you give the best of yourself." (Harvey Firestone) "I'll give you the raise you seek. It becomes effective when you do."