

Tom Hopkins' ABC's of a Successful Career

- A**ttitude Begins with the ability to handle **failure** and **rejection**.
- B**alance Total fulfillment in all areas: **financial, emotional, physical, and spiritual**.
- C**onfidence **Act it and you become it.**
- D**iscipline **Desire without discipline leads to disappointment, disillusionment, and depression.**
- E**nthusiasm En Theos = God within IASM — I am sold myself.
- F**lexible Anything is **feasible** if you are always **flexible**.
- G**oals Short-term and long-term — must be **believable** and **worth committing to**.
- H**ealth To get rich and sick is stupid.
- I**ntegrity Be trustworthy so people will **like you, trust you, and want to listen to you.**
- J**ust for today Live in the **present moment**. Burn the past. Don't worry about the future.
- K**nowledge is power when **properly applied**.
- L**aughter is like medicine to the bones. — *Proverbs*
- M**entor Allow yourself to be mentored and mentor others.
- N**etwork With **every new person** you meet, you expand your company's potential client base.
- O**rganized Pay fast **attention to details**.
- P**ersistence Growth occurs when you find you can't go on, but know you can't quit.
— *Charles T. Jones*
- Q**uestions If I say it, they tend to **doubt it**. If they say it, it's **true**.
- R**elationships Begin with **rapport**. Develop **respect** and give more **service** than your clients expect and they will give your company more **business**.
- S**uccess The continuous **journey** toward the achievement of pre-determined, **worthwhile goals**.
- T**ime planning I must do **the most productive thing possible** at every given moment.
- U**nderstanding The first step that **creates empathy** and builds a long-term relationship.
- V**ocabulary The words we use **create thoughts** and **feelings** that **result in actions**.
- W**ork Combine **PLAY** and **WORK** and you'll fall in love with **PLORK**.
- X**-tra Find more creative ways to **give thanks and recognition** to your company's clients.
- Y**-wait Overcome **procrastination** by living by these three words: **DO IT NOW**.
- Z**ero in with Zeal **Stay focused**. Keep yourself in a **positive shell** and unleash the *Champion* within you.

