

# Surge Ahead



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*Authored by*

**NITIN BABURAO PATIL**

Office No. 304, Shivaji Nagar Society, Juhu, Mumbai, India  
Website: [www.bhabadinternationalpublication.com](http://www.bhabadinternationalpublication.com)  
Email: [bhabadinternationalpublication@gmail.com](mailto:bhabadinternationalpublication@gmail.com)

Second Edition Published by BHABAD International Publication

2023

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Title: Surge Ahead

Price: ₹ 499 | \$ 15

ISBN: 978-81-966438-6-7

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# TO MY BELOVED MOM & DAD

I dedicate this book to my Mom & Dad for their unconditional love & support given throughout which made me what I am today.

For teaching me core moral values like Honesty, Sincerity, Respect for everyone, helping people in need, kindness, which helped me Surge Ahead in life.

Thank you, Mom & Dad, you both are my inspiration forever.



# TO MY READERS

I dedicate this book to my readers, who want to make a mark in the world by their exceptional work and Cherish a more meaningful, successful, delightful and peaceful life.





# ABOUT THE BOOK

Everyone yearns to become successful and fulfill their wishes in life but to climb the ladder of success, you must unleash your true potential in the right direction.

Before ferrying this book from my mind into black and white, the intent was crystal clear; due to the influx of smart technology and AI (Artificial Intelligence), the world is moving at warp speed.

Due to this evolution of technology, this big blue marble has turned into a global village. This means, unlike earlier times, now you are contending with not only your local counterparts but the entire planet. The competition has become world-centric. So, with this expansion of the horizon, the marathon has also intensified.

Well, some consider this as a drawback but I take this as an opportunity; an opportunity to prove your mettle to the entire world and not just be a winner among a limited team of members. Isn't this worth the shot to split-open the doors to life of your dreams?

And let me tell you, this is doable!

But how to outpace the draconian challenges that lie in the way, that most people surrender to?

Therefore, to turn this competition into bankable opportunities,, I have incorporated 21 universal principles with the following intention:

1. How to face all the competition and challenges
2. What ways or methods or principles are the best fit to overcome these challenges
3. How to create a clear and reliable success pathway

**Surge Ahead** has been designed in a way that equips the youngsters to take the bull of challenges (no matter how small or herculean) by the horns. It empowers you to achieve the zenith in not only your career but in all the domains of life.

This book is turbo-powered with the 21 principles which are thoughtfully crafted for you to follow to turn your dreams into realities.

**Surge ahead** can help you to set up: new goals, develop a new sense of purpose and produce constructive ideas about yourself and your future.

The ideas of **Surge ahead** book must be read with full attention and one chapter at a time. After the completion of 21 chapters, I have shared a task that will require action because it is the action that triggers the desired results.

All 21 Principles discussed in this book are universal which can prove to be handy to face any situation and problem that you may come across while on the way to accomplishing your goals. So, in a nutshell, you are just 21 steps away from living the life you desire.

I am excited to take you on the journey from Knowing Yourself to Reaching the Pinnacle of success in your life. So, let us take the first step and Surge Ahead...



# INTRODUCTION

This is a book that lucidly explains the universal and timeless principles followed by successful people in their day-to-day life.

I have devoted considerable time and attention to analyse and learn the ropes of these principles.

I have surged ahead with leaps and bounds by applying these principles in my day-to-day routine. These principles have sparked off a paradigm shift in my life, giving me new insights and awareness to navigate to a path of success.

But this thoroughfare was not easy for me, I have faced many challenges, obstacles and failures in my early days.

I remember when I had passed my 10<sup>th</sup> standard, I was totally confused, not knowing the goal and purpose of my life. So, by chance I took admission in commerce in one of the best colleges in Mumbai.

I had hardly completed one month in college when one day, my maternal uncle came to our home. He called me and my parents, and expressed his wish to see me as an engineer instead of becoming a commerce graduate.

I agreed and that decision stirred up a new turn in my life. I got admission in Diploma in Civil Engineering at Bhusawal in Jalgaon District in Maharashtra.

Four days before leaving for Bhusawal, I still remember, my mother took me to the market to purchase new clothes. We both went to a very popular cloth store in Mulund, Mumbai, Maharashtra.

Hailing from a middle-class family, I was shellshocked by my mother's gesture. She asked the salesman to show the best shirt and what added to my surprise was she asking if they had a collection of trousers with chains on the sides. She added that she wanted me to look impressive in college.

She cared so much for me and my image that she purchased clothes for me from a renowned store. She was least bothered about the price on tags, particularly when, for me, it was luxury then to buy from a such branded shop.

Along with this, my mother gave me handmade sweets and snacks. And then I experienced a very heart-touching moment. My mother cried rivers because her most loved and dear son was going away from home for the next 3 years. Seeing my mother sobbing, tears started rolling down from my eyes too and I left home with a heartache.

As that was for the first time I was going away from my home, so my father also accompanied me. Upon arrival in Bhusawal, my father took me to various shops to purchase

all the study material like drawing sheet, drawing board, mini drafter, T square, compass, divider, set squares, protractor, French curves, pencils, eraser required for the first-year student of diploma in civil engineering.

He was there with me for two days. I still remember the day he left for Mumbai, his heart was heavy with grief, and a thick film of tears in his eyes. That day, I cried a lot...who says that men don't show emotions; I have seen that in my father's eyes. Even while writing these lines, my eyes have turned moist.

Year 1987, the first year of my diploma in engineering turned out to be a total setback as I failed in all the subjects and felt totally lost. But my father told me to take one more chance and appear again. In the second attempt, I again failed in all the subjects. It was a very terrifying episode and I was devastated with a feeling of complete hopelessness.

That was the phase when I felt guilty to face my parents because they had bagful of hopes and expectations from me, I had shattered their dream to see me as an engineer. With a very heavy heart, I returned home but I was in a state of nerves.

I still remember that day when I sat in the hall room on the sofa, my father came to me, placed his hand on my shoulder and simply uttered the caring words... "Don't be stressed, don't lose hope, I am with you but now I want to know what you want to do in life."

The encouraging and inspiring words of my father gave me confidence and I sputtered, “I want to do Pharmacy.” Without wasting any time, my father, through his friend, enrolled me in Smt. S.S. Patil Institute of Technology (Diploma in Pharmacy) in Chopda, Dist: Jalgaon, Maharashtra.

On my first day in Pharmacy college, I decided that I was going to make it big one day and make my Mom and Dad proud.

Every day I used to visualize my parents’ help, cooperation, support, encouragement, sacrifice, hard work, love, care, kindness, moral values.

This actually gave me the strength and confidence to nail my pharmacy examinations in good grades.

I started to study in a very systematic manner and burnt the midnight oil. In those days, I developed a formula **RWR**; means **Read Write Repeat**.

On a daily basis, when I used to learn something in college, I made it a practice to **Read Write Repeat**.

I used to read, write and then repeat it two times. With this technique, I used to read and write three times (Repeat) and this helped me secure **First Class First Rank** in my first-year diploma in pharmacy in my college. Then I repeated the same technique in the final year of Pharmacy and secured first-class grades.

It was a total turnaround for me from **Failure to Success**.



After completion of Diploma in Pharmacy and the post-training, I got clarity that I have to make a career in the Pharmaceutical industry. Then I decided that I will become a master in my field and consciously started working towards it.

The first step was to learn, amplify knowledge and get experience. My learning journey started with one of the most reputed K.E.M hospital in Mumbai, Maharashtra. There, I got a chance to work in various departments like Dispensary, Store, CVTC.

**Dispensary:** During this training, I learned about many medicines and how to dispense those medicines to patients according to the prescription. I also learned the ropes of how to make various medicinal formulations e.g., pain reliever liniments, etc.

**Store:** In the store, I learned to give the necessary items as per the indent of all departments of the hospital.

**CVTC:** Here I learned the medicines required for cardiac patients.

This was my first exposure to the real world, I embraced this change in life with a lot of enthusiasm and this boosted my confidence.

Now the next challenge was to know about the Pharmaceutical industry and there was no better option than working in a medical shop. So, I started working in a medical store named 'Ambe chemist'. While working in

there, I came to know about the functioning of the entire Pharmaceutical industry, major Pharma brands and their use in various diseases.

I also learned to give medicines to the patient according to prescriptions, making bills, checking the received goods from the distributors and how to interact with patients.

Working in a medical shop gave me tremendous knowledge and it actually made my foundation strong to enter the pharmaceutical industry.

After that, I worked for two years in Ethnor Limited, a sister concern of Johnson & Johnson; it was a multinational company. Here I came to know about corporate work culture, discipline, planning, execution, goal-setting, systems.

I also acquired great knowledge about the manufacturing process of Tablets, Capsules, Syrups, Suspensions, Creams and Ointments. I came to know about the big world-class brands of Ethnor Limited. (Now Janssen)

I gained top-notch experience here which broadened my thinking horizon and magnified my self-confidence.

After completion of my training in Ethnor Limited, again I started to work in Ambe chemist. One day, a representative of Sunways India Pvt Ltd. came on our counter to enquire about the logistic status of his products. I gave him all the information and after that, I asked him, “Do you have a vacancy in your company?” He

replied, “Yes, send your biodata to our company address,” which I did. After seven days, I saw an advertisement in a newspaper, it was for Sunways India Pvt Ltd. As I had already applied, so I got a letter to appear for an interview.

I went to Hotel Imperial Palace in Andheri. In the interview, the interviewers asked me about my qualification and experience. They added that I only had experience of working in a medical shop and didn’t have any sales experience.

I explained to the interviewers that though I had no sales acumen, but I had fair knowledge about pharmaceutical products and I knew about all the products of Sunways India Pvt Ltd.

After fixating his gaze over the table-globe for a moment, the interviewer said that I was selected for Nashik headquarter but not for Mumbai headquarter; the position that I had applied for. I immediately agreed and got the appointment letter.

Then I attended a training program in Juhu, Mumbai. In that traineeship, we were assigned tests every day. In all tests, I secured 100% marks. On the last day, we had a detailing contest and I secured 1<sup>st</sup> rank therein.

On seeing my excellent performance in training, the CEO, who taken my interview, called me and said, “We are very happy with your proficiency, and we want to give you good news that we are posting you to Mumbai headquarter.”

With my hard work, I tested my first success in this corporate world. The journey of my successful life had started with this tiny step.

My life took a new turn as I entered sales and started working as a ‘**Medical Representative**’, popularly known as “**MR**” in Sunways India Pvt. Ltd.

I was enthused to pour in my hard work. I used to commute to the area assigned to me every day. With a heavy leather bag hooked to my shoulder, I used to tread for around 6 kms to visit the drs and medical stores. In that leather bag, I carried all the samples, visual aid, literatures leave behinds, order book, stock and sales statement. However, despite the challenges, I enjoyed every moment while working.

That was how my journey as a medical representative took off the wings. During that voyage, I met amazing doctors (Particularly Eye Surgeons) who helped and supported me.

Due to those doctors’ and my company’s support and guidance, I, bit-by-bit, advanced in my career. I had started from the lowest rung in the ladder, i.e. Medical Representative. Then, I got promoted to the rank of Senior Medical Representative to Field Sales Officer to Area Manager to Regional Sales Manager to Product Manager to Group Product Manager to Head PMT—to Manager Business Operations to Manager Regulatory Affairs.

During this 30 year of long journey; many people helped, supported and guided me. I would like to pay my gratitude to all of them.

The most primary support I got is from my company Sunways India Pvt. Ltd. My abilities were trusted upon, tested and improved over years by the company. From time-to-time, the company rewarded me with promotions. I am grateful to the management, team of the company without whose support I would not have been able to achieve my current success, status and position.

During these three decades, some golden moments also unfolded in my life. The most amazing one is invitation from college Smt. S.S. Patil Institute of Technology where I studied. I was invited as chief guest and resource person for the faculty development program to talk about Opportunities in Pharma Marketing and career guidance to students of Diploma in Pharmacy.

Another cherished moment was being invited as a chief guest in Konkan Gnyanpeeth Rahul Dharkar College of Pharmacy and Research Institute for a convocation

ceremony to confer the graduation degrees to all pharmacy graduates.

As a Social Responsibility, at the start of the new year 2020, I decided to conduct Student Empowerment Workshops to help all rural as well as urban area students to develop their Spiritual, Moral, Intellectual, Social, Physical and Life skills.

I chalked out plans to help them unleash their true potential to adapt to the diverse and ever-changing social environment.

From 1<sup>st</sup> February 2020, I started this movement and conducted Student Empowerment Workshops in small village schools:

Shastri Vidyalaya- Pimpalgaon, Taluka- Bhusawal, Dist-Jalgaon

Nutan Vidyalaya- Harankhed, Taluka- Malkapur, Dist-Buldhana

G.D.Dhake School-Engaon-Taluka-Bodwad, Dist-Jalgaon

Dyanmandir School Dombivali, Dist-Thane

I also conducted Online Webinars on The Power of Positive Attitude for schools and colleges and on social media during the lockdown period.

Now I have embarked on my new journey as **Positive Energy Influencer, Motivational Speaker, Student Empowerment Enthusiast.**

I have assigned myself a mission to empower the students, youngsters with the life skills required to succeed in life.

These are some of the glimpses of my life that contributed to my success by applying the principles shared in this book.

# ACKNOWLEDGEMENT

Writing a book was my long-awaited wish that has now seen the daylight. Writing this book was a big challenge but I could overcome this because of the support and cooperation of many people to whom I wish to express my gratitude.

Prominent among them is Akash Garg whose guidance, motivation made a huge difference. He gave me complete clarity on the entire process of writing a book. He was there with me whenever I needed any help. So, I would like to say a big Thank you to Akash.

I also thank my close relatives for their valuable suggestions that contributed to writing this book and for their continuous encouragement that ignited my inner spark.

Special thanks to my friends Gunjan, Ankit, Umang for their productive contributions. They are the ones who have been close witness to my journey of writing the book.

Big thanks to respected teachers of Ratanbai Municipal School, Mulund, Mumbai. They have nurtured me by their

valuable teaching and made my foundation strong which helped me build my career and enrich my life. Thanks also to all my classmates, my childhood friends of the school.

Special thanks to respected teachers of Smt. Nalinibai Gajanan Purandare High School, Mulund, Mumbai. Under their guidance and support, I learned a lot, alleviated my knowledge. I am grateful to all my super classmates, my teenage friends who changed my entire outlook about studying. I learned so many things from them. They helped me in understanding the new meaning of great bonding and great relationships.

Thanks to all teachers of Shri Sant Gadge Baba College of Polytechnic, Bhusawal, Dist. Jalgaon.

Special and Big Thank you to respected teachers of Smt. S.S. Patil Institute of Technology, Diploma in Pharmacy, Chopda, Dist. Jalgaon.

This degree was my turning point as I secured the first rank in my final examination because of the teaching of all my masters. They guided me to overcome my failure and surge ahead on the success track. It is because of my Pharmacy degree that today I have reached a respectable position. I would also like to thank all my super classmates with whom I have spent the best days of life and learned so many things.

Special Thanks to the Owner Mr. Mishraji and the entire staff of Ambe chemist. They gave me the first opportunity to work professionally and paid me the first



salary of my life. However, the abundant knowledge and great experience I got is much greater than the salary.

Big Thank you to the staff of K.E.M. Hospital, for all the support and guidance. This is where I got the much-needed experience that spiraled my confidence.

Special Thank you to the staff of Ethnor Limited (Now Janssen) the Multinational Pharmaceutical company for special world-class training in the area of manufacturing, and for their great support and guidance.

Thanks to all my friends with whom I enjoyed my childhood; the earlier residents of 'Old Police Line' quarters with whom I spent my childhood and stayed there for 25 years. Those were the golden days of my life which can't be compared with anything in the world. The life of the old police line taught me how to rejoice and lead a cheerful life.

Thanks to all my friends and people of Sudhir complex, all are great human beings and of helping nature. The atmosphere herein is very positive and cool which helps me to remain positive and keeps me in a happy state of mind.

Thanks to all my friends and people at Ariana Complex, all are very cooperative and stand by in every situation whenever in need.

I would like to especially thank the Founder, Chairman and all the Directors of my company SUNWAYS INDIA PVT. LTD. (Leaders and Pioneers in manufacturing

unparalleled Ophthalmic (Eye) products) for their support throughout my 27 years of career with them. They have always guided and encouraged me. Thanks to all the office staff and field staff, I cherish very fond memories of all of them.

Special thanks to all Eye surgeons of India, who have supported me during my journey of 24 years in Sales & Marketing. All are great human beings and I embrace nostalgic memories with all of them.

Also, I would like to thank all the chemists, stockiest and super distributor friends who have supported me to successfully build my sales career.

Special thanks to Mr. Ketan Gawand of Mission Online Swarajya and all my dear friends for their encouragement and support.

A humble gratitude to Mr. Anil Upasani for translating this book in marathi. He is by profession an engineer in government department and a very kind and great human being.

Its been a great experience working with him. He was very professional, co-operative and helpful during the entire process of translating the book in marathi.

I would like to thank Mr. Govind Javeri for editing this book and contributing his valuable insights while writing this book.

He is an Advocate by profession with high ethics and core moral values.

He made the whole transition so easy with his kind, generous and helpful nature.

Special thanks to Directors of Entod Pharmaceuticals Ltd for their support.

I would like to thank Mr. James and Mr. Vilas Palodkar for creating a wonderful logo and cover page.

A big Thank you to Mr. Tarun Singh the founder of Penmann books for his great dedicated support in publishing this book. He made the whole process a great memorable journey which I will cherish for a long period of time.

My best wishes are with him in all his future endeavors.

Thanks to all my friends who encouraged and helped me in inking this book. And special thanks to my friends who have expressed their wish to purchase my book while I was writing and even before the launch of this book.

My whole-hearted thank you to my wife Sangeeta, my sons Roshan, Aatish and my daughter Dipti for their greatest support and morale-boosting to write this book.

I often wrote this book in the night for long hours with lights on but no one complained about it and took good care of me. They are my strong pillars without whom I cannot imagine my life.

Last but not least, I would like to humbly mention that there are many more people who have helped me, directly and indirectly, during this journey of life but not specially

referred by me. I express my deep gratitude to all of them and I am really grateful to each one of them who has enriched my life.

All people mentioned above are great and wonderful human beings and I cherished all the moments spent with them.

With lots of Love & Respect

***Nitin Patil***

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## CHAPTER 1

---

# Know Yourself



“  
When you know yourself, you  
are empowered.  
When you accept yourself, you  
are invincible.

”  
- Tina Lifford





## *Chapter 1*

# **Know Yourself**

In your day-to-day personal and professional life, you get so busy knowing everything about everyone but there is one person you may often turn a blind eye to; Yourself. Have you ever devoted yourself to **Know Yourself**?

During my teenage, I was not clear about what to do after the 10<sup>th</sup> standard. Neither I was aware of myself, my strengths, my weaknesses, my capabilities.

Therefore, initially, I struggled in my life and like me, there are many teenagers who are not aware of themselves. Hence, it is of prime importance to know oneself.

My primary intent behind writing this book is to trigger the teenagers and youngsters deep-dive into their inner selves and knowing themselves with the help of their parents. I do not want the youth to face the problem I faced during my teenage.

To know yourself means being aware of your prime concerns, core morals, values, ethics and objective of your life. It also means paying attention to your deep-rooted calling, the insight within and following your heart.

It is to discover who you are; the real you. To know your purpose, you have to continuously evaluate and improve yourself to surge ahead in life.

## **WHAT YOU SHOULD KNOW TO KNOW YOURSELF:**

### **1. Accept Yourself**

Accept yourself unconditionally in spite of your weaknesses and limitations such as your looks and intelligence.

You must focus on your strengths, explore them, recognize your talent and move ahead in life. In a nutshell, you need to focus more on solutions rather than problems.

When you accept yourself, you tend to see the positiveness in every situation, you find happiness in everything you do.

I am 5'4" ft tall; during my school days, I was the shortest student in my class. As I was always the first one in the row, so I used to feel nervous at times.

I had a limiting belief that because of this short height, I will have to face certain challenges in life. Being short is often considered as a sign of poor health, short people are susceptible to social discrimination. Besides, I had read that according to a study, the richest and most influential men in the world are mostly six feet or taller. So, there were so many other questions that often dropped anchor on my mind.

But after completion of my Pharmacy, the complete outlook towards my thinking changed and after that, I broke my limiting belief I harbored because of being short. I accepted myself is the way I am and developed a strong belief that I can do anything.

I started believing in myself and Truly Started Knowing myself completely.

Here, I would like to give you one more example.

When we talk of self-acceptance, the biggest example that comes to my mind is; **Nick Vujicic**, an Australian-American born without arms or legs. In spite of such challenges; he carved his path to becoming one of the most influential persons in the world.

He founded an international non-profit organization; Life Without Limbs.

He wrote the book Life Without Limits which turned out to be the International Best-Seller book.

He is a world-renowned motivational speaker who aims at instilling hope in people, helping them to fight their challenges.

Nick Vujicic is a self-made wonder who can do many things like us, the normal people do, like writing, painting, dancing, walking, computing, swimming and even skydiving.

2. **Personality:** It is the unique combination of impressions that influence behavior, thought, feelings, motivation, and emotion in a human being. These characteristics are what make you so unique! And not your looks or other physical attributes.
3. **Authenticity:** Keep your identity the same at every step in life. Stay true to yourself. Act with the right intention with everyone. Follow your heart and never get deterred by people's perceptions.

4. **Core values:**

These are the deeply ingrained principles that guide all of your actions. You feel authentic when you are true to your deepest values.

These values help you to enhance your self-esteem by increasing your capacity to learn, appreciate, grow, improve, connect, or foster relations with others.

Honesty, kindness, responsibility, care, respect, love, peace, forgiveness, courage, integrity; all these are the universal, timeless and eternal core values that apply to all human beings.

5. **Live your dreams**

Your dreams create the pathway to your future. Dream's drive, push you to your utmost limits to achieve your goals. Hence, know your dreams.

Make your dreams a part of your daily pursuits.  
Work on them and achieve glorious success.

## 6. Find the purpose of your life

Purpose can guide life decisions, influence behavior, shape goals, offer a sense of direction, and alloy meaning to life. Therefore, you must DISCOVER the purpose of your life. If you have a well-defined purpose, you don't need an alarm to dive out of bed in the morning; your purpose will automatically un-snooze you.

I hope that by now you have got the clarity about knowing yourself. Start working on it, talk to yourself about your strengths, your weaknesses, your capabilities. Once you know yourself, it's very important to figure out and follow your passion. In the next chapter, you will get crystal-clarity about passion.



## CHAPTER 2

# Kindle the wick of your Passion



“ Passion is energy. Feel the power that comes from focusing on what excites you ”

- Oprah Winfrey





## Chapter 2

### Kindle the wick of your passion

*“A desire charged with passion brings about  
the greatest results in life.”*

*—Nitin Patil*

Passion is about enjoying life in your area of interest. It's actually an inner drive and energy to make a pronounced mark in your area of interest.

When you are passionate, you do all your work with heart and soul. You feel content because you know you are doing what you love.

Your passion becomes your driving-force to wade through difficult times. You, no longer, feel challenged to become better because it comes naturally to you. We all have the ability to create the kind of life we want.

The secret to living the life of our dreams is hidden in our passions and actions taken pursuant thereto.

Passion is all about loving what you do, it's all about your hobby.

### HOW DO YOU RECOGNIZE YOUR PASSION?

Remember your childhood days, go deep down and explore your memory; find out the one thing that you loved doing the most like cricket, football, dance, singing,

and thought about a particular profession like doctor, engineer, advocate, actor, corporate professional or business.

Recollect the moments which made you happy, it may be your academic success, an award in curricular activities, your act of kindness to help others.

Be a close observer to the idea that constantly comes to your mind like serving people, a new invention which can be helpful to mankind, to build own business, to reach the top position in the corporate world

Find out the personality who inspires you with their passion, to name a few are:

**Mahendra Singh Dhoni** is a great example of following his passion. He comes from a humble background in Ranchi and was working as a Train Ticket Examiner at Kharagpur railway station. He quit his job as TTE and followed his passion for playing cricket. With his determination, dedication and hard work he became the most popular cricketer and all-time successful captain of Indian cricket. He brought glory to India and Indian cricket by winning the World Cup. By following his passion, he created history in the world of cricket.

**J.K. Rowling** best known as the author of the Harry Potter fantasy series, Rowling first worked as a researcher and bilingual secretary for Amnesty International.

After losing her job, she lived in poverty, while focusing all of her effort on writing her series. For Rowling,

following her passion even through poverty, turned out to be the right choice.

Her books won multiple awards and sold more than 500 million copies. In 2004, Forbes named Rowling as the first person to become a billionaire by writing books. Simply by following the passion, she has become an international bestselling author.

Another way to recognize passion is when your family members, friends acknowledge the best qualities that you have. For example, you have very good communication skills, you have good leadership qualities, you sing very well, you have amazing writing skills. These comments are actually the trigger-points for you to realize your true passion.

Once you discover your passion, start working on it tirelessly, seek knowledge, sharpen that skill, be persistent, overcome all difficulties and you will get what you want in life; the ultimate success.

When you are ready to do something for the world wholeheartedly, without thinking of time and energy it demands, that's your passion.



## CHAPTER 3

# The craft of Goal Setting



“If you want to be happy, set a goal that commands your thoughts, liberates your energy and inspires your hopes”

- Andrew Carnegie



### ***Chapter 3***

## **The craft of Goal Setting**

Give a person a football and a ground to play, and ask him to make a goal. His reaction will be where do I make a goal as there is no goalpost in the ground.

When there is no goal post, no target then there is no purpose of playing. The person will hit the football anywhere on the ground which has no meaning nor it would give any fun of playing the game.

On the contrary, if you give a person a goalpost and challenge that person to make a goal, the whole situation will change. Now the person has something to aim at, something to challenge his skills against, something to measure his progress with, and something that gives all his efforts a purpose.

Similarly, if you want to surge ahead in life, it is very important for you to discover the purpose of your life through which you can have your Right Livelihood.

Once you unearth the purpose of your life, it becomes more meaningful and brings a lot of excitement and enjoyment. You start your journey towards your goal with unwavering zeal and enthusiasm.

When you discover what you want, make a plan to achieve it and work on that plan every single day, focus all your activities around it.

Secondly, Goals give us hope. It makes one realize, that tomorrow will be better than today. We can live without food and water for many days but we cannot live without hope. Hence, keep your focus on goals and energize yourself to achieve those goals.

## **HOW TO DISCOVER YOUR PURPOSE IN LIFE?**

### **PASSION**

To know the purpose of your life, first, you need to know what your passion is, what is that you like the most. What is the activity that makes you lose the track of time when you have your teeth sunk in it.

When you do something that you love, that you are good at; you forget everything, the time, the food and water and you keep on working, without getting bored. You get totally engrossed in it, that is called passion, and your likely purpose in life.

When you are really excited about your purpose, the people, resources, opportunities; the whole Universe naturally conspires to favor you to move towards it.

Sachin Tendulkar is the perfect example of knowing the purpose of life and focusing all the activities around the passionate goal. In his early childhood, he decided to become a cricketer and then accordingly, he focused all his activities on cricket. He started learning cricket under the guidance of his mentor and started practicing consistently.



After learning how to play cricket, he became obsessed with the game. With unflagging determination and hard work, he became the best batsman in the world and got admiration from fans who call him as the “God of Cricket”.

Now, let’s learn about how to set goals.

## HOW TO SET GOALS

### WRITE YOUR GOALS

Your goals must be clear, specific and measurable. Describe your goals with clarity and probe them in detailing every sense.

Write your goals in a small diary and carry that diary in your pocket every day. At the end of the day, tick the goals you have achieved. Also, keep an action pad with you to write the action you have taken to achieve your goal.

### VISUALIZE YOUR GOALS

Visualizing your goals will keep you energized every single day. This is a technique that successful people practice to achieve the desired outcome.

It activates your creative subconscious which will hatch ideas to accomplish your goals.

The visualization technique is quite simple. All you need to do is, sit in a comfortable position, close your eyes and imagine that you have already achieved your goal. Visualize as vividly as you can — the happiness

and contentment upon accomplishing the goal, people cheering for you. Use your senses to feel the excitement.

This will send a message to your subconscious mind that your goal is achievable and it will start engineering ideas to accomplish it.

## SET A DEADLINE

Write your goals and segregate them over scale of time i.e. for the day, for the week, for the month, for the year and beyond.

Set a deadline for your actions. When you set a deadline, you become more responsible, more disciplined, more focused and start taking appropriate actions to achieve your goals.

Remember: Little drops make the mighty ocean. Similarly, take small baby-steps every day to achieve your big goals.

## **ACTION PLAN TO ACHIEVE YOUR GOAL**

### ACQUIRE THE REQUIRED KNOWLEDGE AND SKILL

Acquire knowledge, information and keep brushing it on daily basis to keep yourself updated. Also, upgrade your skills from time to time to stay on track to achieve your goals. You can seek knowledge from the books; videos related to your domain and learn the skills from a good mentor.

## FORESEE THE CHALLENGES

You need to foresee the challenges that may come in your way, keep your plan ready to overcome such challenges to achieve your goal.

## TAKE THE HELP OF EXPERTS

Make a list of the people who can help and cooperate to achieve your goal. One key person at a certain time and place in your life will make all the difference. Develop a network with all successful people of your domain, be with them, learn from them, take help from them.

## PLANNING

It is of prime importance to do the planning of any work, planning makes your job easy and saves a lot of time

## TAKE ACTION

Once you have planned everything, now the most important step is to take massive action to achieve your goals.

## MAINTAIN CONSISTENCY

Once you have started working towards your goal, be consistent till you achieve your goal. Making consistent efforts to achieve goals is the key factor of any success.

## REVIEW YOUR PROGRESS

Take a review of your progress from time to time. It will help you take timely corrective measures and avoid deviations.

Although there could be one definite goal identified by you, but in order to surge ahead, you must be aware that you cannot and should not ignore the other most important and related aspects of your life.

There are **five** very important goals which you must take into account as they form very important aspects of your life.

**(A) PHYSICAL HEALTH-**

You have to be Physically Fit and Healthy. You can do so with proper nutritious food and regular exercise. Any physical incapability can cause hurdles in your path and it may consume a lot of energy and resources in achieving the identified purpose of your life. Hence, you must not ignore physical health while you drive yourself passionately on your path to success.

**(B) MENTAL HEALTH-**

Along with Physical fitness, it is of prime importance to have the mental toughness to remain calm and positive in difficult situations of life. This can be achieved through proper guided Meditation.

**(C) SPIRITUAL HEALTH-**

Prayer is the biggest medium to remain spiritual. Prayer gives us the strength to fight with all the challenges of life. Prayer is the divine power that keeps us positive all the time. Chanting Mantras also create a positive aura around us.

#### (D) FINANCIAL HEALTH-

Setting up Financial goals is very important because all our daily routines and all other expenses are covered through what we earn. Make proper planning of your finance so that you can have enough money even after you retire.

#### (E) SOCIAL RESPONSIBILITIES-

Shoulder the social responsibility and give back to the Universe in whatever way you feel. The more you give it to the Universe, the more you will get back in abundance.

**I am concluding this chapter with a very beautiful quote by Paulo Coelho. *“When you want something; all the universe conspires in helping you to achieve it.”***



## CHAPTER 4

# Triumph over your Fears



“  
Inaction breeds doubt and fear. Action  
breeds confidence and courage. If you  
want to conquer fear, do not sit home and  
think about it. Go out and get busy.”

”

- Dale Carnegie





### ***Chapter 4***

## **Triumph over your Fears**

What if I fail? Whether I will be able to do it? These questions (as fears) often come to your mind.

Fear is an unpleasant feeling triggered by the perception of danger which could be real or imaginary. Everyone encounters some kind of fear in one's life and the topmost is the fear of failure.

However, you must fence off the thoughts of fear of failure, questions, and doubts from your mind and believe that you can do it.

Everyone has an inborn unique talent, capability to perform any task with enough time and resources. There is no way you can fail if you believe in yourself.

Therefore, you must identify the root cause for this fear, eradicate it and move forward. For example, if you are fearful of the job interview, identify the reasons for this fear. It could be because of lack of confidence, lack of knowledge, hesitation facing a new person, poor English communication skills, what the interviewer will think about me, if I am not able to answer, etc.

Well, in this case, the workable solution is preparing yourself before appearing for the interview.

First find out which type of questions are asked in the interview, repeatedly practice answers to those questions;

this way you can build your confidence and can face the interview with ease.

Improve your English communication skills by reading English newspapers, books, watching the news, join coaching classes for communication and practice it daily.

This way, you can overcome your fear of facing the interview. This applies to any fearful situation. Before doing any fearful thing, don't doubt your own capability. Be fearless and act with courage to do whatever is required on your part. Just keep taking relevant actions and think about the result. But never give up.

## **DON'T FOCUS ON PROBLEMS; FOCUS ON SOLUTIONS.**

Fear is like a wall that stands between you and success. You think the wall is impregnable because that you can't see the success behind it. In this situation, the question that arises is how to get past this wall?

You have two solutions: 1. Climb and go to the other side of wall 2. Demolish the wall

When you follow either of the ways, you realize that the wall you were fearing actually does not exist. So, whenever you feel fearful, instead of thinking of fear, think that fear doesn't exist.

Remember Thomas Alva Edison before facing the fear of failure and quitting. **Thomas Edison** failed 999 times while inventing the electric bulb and finally he succeeded

in the 1,000<sup>th</sup> attempt, demonstrating the world's first working light bulb.

Edison didn't consider his 999 attempts to be failures because he learned from those attempts and tried something different. He persistently kept pursuing his goal and refused to accept defeat.

## **HOW TO OVERCOME FEAR:**

### **TAKE IT EASY:**

Whenever you come across the fear of failure; relax, calm down by inhaling and exhaling deeply and divert your attention, go for a walk, listen to soothing music.

### **FACE THE FEAR:**

Instead of sneaking away, take the bull by the horns. Face the fear with courage then it should start to disappear.

### **TALK TO PEOPLE WHOM YOU TRUST THE MOST:**

When you are in confusion, doubt and the fear of failure has invaded you even before you have started, talk to people whom you trust the most. When you open up with people, you release all your thoughts which are creating a fearful feeling. You will find the parachute of your mind open to guidance.

### **FIND THE NEW WAY:**

Sometimes while doing a task, you feel like you have exhausted all the possibilities. But remember one thing;

there is always another way to complete the task. If you keep doing the same things, you will get the same results; to get different results, you must do things differently. Therefore, think of another possible alternative and overcome fear.

## CHAPTER 5

# Blueprint your mind for success



“

Your thoughts are  
seeds that you plant.

”

- Dr. Wayne Dyer



**Chapter 5****Blueprint your mind for success**

You are the creation of your thoughts. How you think, how you feel and how you act; these factors impact your personality. Your thoughts determine your feelings and your behavior.

There are 4 primary emotions that a person goes through: happy, sad, fear and anger; These emotions are mainly triggered by a given situation. Your reaction determines your behavior and outcome thereof.

To help you gain more clarity on the importance of thoughts; I am going to share a short story here. There were two friends with different mindsets. Let us name them Mr. A & Mr. B. Mr. A was a polite and kind person whereas Mr. B was an aggressive and rude person.

They were studying in a Gurukul under the guidance of their Master in a village. One day the Master called both of them and gave them a task.

He asked Mr. A to find an aggressive and rude person and Mr. B to find a polite and kind person. Both of them went to a village and met a lot of people. They spent the entire day and then in the evening, they returned to their Master.

The Master asked both of them whether they had completed the task. Both of them replied in unison “No Master”.

Mr. A being polite and kind by nature, he could not find an aggressive and rude person. In his thoughts, he evaluated that everyone he met was polite and kind.

Whereas, Mr. B too could not find any polite and kind person because he thought that all were aggressive and rude like he was.

The moral of the story is the way you evaluate others and your behavior is mainly governed by your thoughts. You start seeing and experiencing the same situations or people around you.

Now, let me ask you, what is that most people say when they start a new endeavor? Let's enumerate:

- I will try
- Let's see how it works out
- Don't know what will happen
- There is a lot of competition

People with such undetermined responses are less likely to achieve sure success.

But people with firm beliefs and clear thoughts have a high rate of success. Consider the thought process of **Arnold Schwarzenegger** "**I wasn't there to compete. I was there to win.**"

Arnold Schwarzenegger was clear-headed during all his body-building competitions. Just notice the magic of thinking- the winning frame of mind. He became Mr. Universe.



So, change the way you think before taking up the task. Instead of the above deflating thoughts, think like Arnold Schwarzenegger. Everyone has the capability to change the thought process. Let us now learn how to do it.

## **HOW TO FORM A 'WINNING FRAME' OF MIND?**

### **A. FOCUS ON WINNING, THINK YOU ARE A WINNER**

Keep your complete focus on winning instead of focusing on challenges or problems. Compete with yourself, not with the competitor. Create the winning thoughts in your mind, visualize them in your mind and then program those thoughts in your mind. By doing this, you prepare yourself to win.

Thinking of success helps one to find the ways and means of achieving success. Experience it. Start it from now and empower yourself. Change your thinking cap and become a master.

### **B. CREATE POSITIVE AND SUCCESS-DRIVEN THOUGHTS**

Your mind is a farm; if you want coconuts but sow banana seeds, you will get bananas, not coconuts. Similarly, if you create negative and powerless thoughts in your mind, you won't get positive and successful results. So, plant seeds of success in your mind and reap success.

When you create positive and winning thoughts in your mind, you actually become a winner.

But, how to program my mind with prize winning thoughts?

You can create positive and successful thoughts in your mind with affirmations. Affirmations are nothing but positive statements you plant in your mind.

Start practicing affirmations to create positive and successful thoughts in your mind. Here are some examples of positive affirmations:

1. I am the Best!
2. I am Positive!
3. I am a Winner!
4. I am Powerful!
5. I am Fearless!
6. I am Happy!
7. I am Enthusiastic!
8. I am Energetic!

Maintain a razor-sharp focus on winning by practicing these affirmations consistently.

To achieve the desired success and surge ahead, all you need to do is practice the above 2 methods persistently.

When you finish reading this chapter, start creating positive and successful thoughts in your mind and be a winner.

## CHAPTER 6

# The power of Positive Attitude



“Positive thinking is powerful thinking. If you want happiness, fulfillment, success and inner peace, start thinking you have the power to achieve those things. Focus on the bright side of life and expect positive results.”

- Germany Kent



## ***Chapter 6***

### **The power of Positive Attitude**

A positive attitude is a mindset that helps you to cope with difficult situations in a better way.

This state of mind brings happiness, joy, hope, enthusiasm and progress to your life.

Attitude powered by positivity builds confidence in you. This confidence enables you to overcome the challenges, obstacles and problems that may come across while you are on the way to achieving your goals.

With courage, you can face unforeseen failures and fears without feeling defeated.

Once there was a drought in the village. So, to make the God happy and bring rain to the village and farms, the farmers decided to do a Hawan (making offerings into Holy fire).

The next day when everyone gathered near the ritual place, a young boy came in and sat down with a big black umbrella. However, he was perplexed when he found out he was the only one with the umbrella. He asked the people around and realized no one had brought one. Even the ones who had suggested and were so confident the ritual would work didn't bring an umbrella.

He went to the village leader and asked, "If everyone is confident that this ritual is going to work then, why hasn't

anyone brought anything to protect themselves from the rain?” Taken aback by the question the elderly villager replied “Most people wish good things to happen but none of them really believes in what they are doing and don’t **HOPE** there will be a positive outcome.”

To remain positive, I have developed a Five (5) Unique formula that will surely keep you positive in the challenging situations of your life.

## **THE 1<sup>ST</sup> FORMULA IS MBA**

### **M-MEDITATION**

“Meditation is a very powerful technique to remain positive. Meditation means to create the right thoughts in your mind, visualize those right thoughts, program those thoughts in your mind and prepare yourself for any situation in a day.” - Shivani Didi

“Meditation is an inner technology that empowers an individual to engineer its system. Being meditative is a quality that can be blossomed by harmonious cultivation of body, mind, emotion and energy to a certain level of preparedness.” - Sadhguru

Meditation controls your stressful thinking and improves your imagination, visualization, concentration, learning and memory. It also gives you exceptional insights and inspiration, improves profound creativity.

Meditation decreases stress and anxiety, as well as improves mental and spiritual health.

## B-BRISK WALK

Daily morning brisk walk plays a very pivotal role to keep you positive. When you get up in the early morning and go outside, in the open ground, the atmosphere is very serene, also the greenery makes you feel cool and peaceful.

Early in the morning, there is abundant oxygen in the air which makes you rejuvenated. The chirping sound of birds adds to the happiness.

When you do a brisk walk; a certain chemical, serotonin releases in the brain. Serotonin is called as a happy hormone that keeps you in a blissful state of mind, elevates your mood, brings positivity.

The other benefit of brisk walk is, it improves blood circulation in your body which gives the nutrients and oxygen that is required for all our body cells. This makes you energized and rejuvenated.

Brisk walk strengthens your muscles and makes you fit. It keeps you charged throughout the day and helps in completing your daily routine tasks with ease. It also helps to control high sugar in diabetes and high blood pressure conditions.

## A-AFFIRMATIONS

Affirmations are positive statements that can help you to challenge and overcome self-destructing and negative

thoughts. When you repeat them often and believe in them, you can start to make positive changes. It also helps to reduce stress.

As also shared earlier, practice the following positive affirmations daily in the morning:

I am positive, I am the best, I am powerful, I am fearless, I am confident.

Recite these affirmations while feeling the same. This will surely make a huge difference in your life.

## **THE 2<sup>ND</sup> FORMULA IS VIP**

### **V- VISUALIZATION**

The daily practice of visualizing that you have already accomplished your dreams can accelerate your achievement of dreams and goals.

Visualization is quite simple. Sit in a comfortable position, close your eyes and imagine — in as realistic detail as you can — what you would be looking at if the dreams were already realized. Imagine being inside of yourself, looking through your eyes at the ideal result.

It activates your creative subconscious which will start generating creative ideas to achieve your goal.

It programs your brain to more readily perceive and recognize the resources you will need to achieve your dreams.



It builds your internal motivation to take the necessary actions to achieve your dreams.

### **I-IDENTIFY**

Identify the positive and confident people and be with them. Keeping in touch with positive people can change your overall thinking and can build a positive attitude and confidence in you.

### **P-PRAAYER**

Prayer is a divine act, which gives strength, motivation to face the challenges of your life. When you pray, your mind turns into a helipad to positive thoughts. You find yourself in a good frame of mind, the surrounding atmosphere becomes pure and you feel happiness. Pray daily and experience its benefits.

## **THE 3<sup>RD</sup> FORMULA IS LAN**

### **L-LOVE**

To love yourself means to accept yourself. It means to have self-respect, a positive self-image. When you love yourself, you feel confident and develop a positive attitude.

Self-love is one of the best things you can do for yourself.

Have fun- watch movie, try doing new things that can unleash your true potential.

Forgive yourself for your mistakes, don't have a feeling of guilt, just move ahead and most importantly, do not repeat the mistake. Pat yourself on all small achievements.

Go travel, explore Nature because Nature is the one song which never stops singing. The rocks and mountains, farm and fields, rivers and sea teach us so many things. Learn from Nature, live with Nature, breathe with nature. You feel calm and composed.

### A-ADAPT

Adapt means adjust to different conditions, a new environment, to fit, change, according to the situation.

Take the example of Corona: We all have gone through and still going through a tough situation because of the corona. However, in the last more than a year, all of you have adapted to this very tough situation with a lot of courage and grit by taking the necessary precautions.

### N-NEW

If you are feeling low, feeling stressed or having negative thoughts; do something new things like gain knowledge by reading books, acquire a new skill like singing, dancing, playing guitar.

When you do this, all your attention gets diverted to these activities and you feel happy. It brings a lot of excitement, all your negative thoughts suppress and you feel positive.

## THE 4<sup>TH</sup> FORMULA IS GEM

### G-GRATITUDE

It means the quality of being thankful; readiness to show appreciation for and to return kindness. There is a complete chapter on gratitude ahead in this book, so you can refer to that chapter for detailed information.

### E-ENTHUSIASM

You can achieve great things with enthusiasm, it creates positive energy in you and allows you to give your best efforts which definitely results in great success.

### M-MUSIC

Neuroscientists have discovered that listening to music heightens positive emotion through the reward centers of our brain, stimulating hits of dopamine that can make us feel good, or even elated. In some cases, music's positive impacts on health have been more powerful than medication.

## THE 5<sup>TH</sup> FORMULA IS BAG

### B-BE KIND

I personally believe in kindness as my life's tagline is **Be kind to everyone**. Kindness creates love vibrations in you, kindness brings out the best of your abilities to serve the world.

*“Constant kindness can accomplish much. As the sun makes ice melt, kindness causes misunderstanding, mistrust, and hostility to evaporate.”*

**—Albert Schweitzer**

Such is the power of being kind, I truly resonate with Albert Schweitzer.

Kindness reduces stress, kindness makes you able to cope and overcome stressful situations, an act of being kind to others reduces the stress factor by far. This is because it allows you to pay less attention to yourself and your problems and keeps you positive, humble, grounded, modest.

## A-ACCEPT

When you face any problem, you channelize all your energy on the problem you are facing, this creates tension and stress. Therefore, accept that you are facing a problem and then instead of focusing on the problem, focus on the solution. Once you get the solution, apply it and once you see all your problems vanishing, you will feel happy and positive.

## G-GIVE

When you give your time, your help, your hand to somebody in need it creates a sense of positiveness. You feel happier and fulfilled. The power to give is a sentiment very much rooted in the personal values and principles.

Sheltering the intention to improve the lives of others is a privilege. It is something that comes with its own sense of obligation. Acting on these powerful feelings of responsibility is a great way to reinforce our own personal values and feel like we are living in a way that is true to our own ethical beliefs.

**I am now going to share a very interesting story about Positivity:**

One day, a professor entered the classroom and announced a surprise test. Hearing this, all students got anxious and started thinking about what would come up in the test.

The professor distributed the question paper, with the front side facing down. After handing over the papers to all the students, he asked them to turn the page and start the test.

To everyone's surprise, there were no questions in the test paper. There was just a black dot in the center of the page. Everyone was startled and looked at the professor in awe. The professor said to the students:

"I want you to write a few lines about what you see on the paper."

All the students were stupefied but since they didn't have a choice, they started writing the answer.

Once everyone was through with the test, the professor collected all the answer sheets and started reading out

each answer aloud in front of the whole class. Without an exception, all the students had written about the black dot, mentioning about its position, size, etc. After reading out all the answers, the professor addressed the students and quoted:

“None of you will be graded on this test. I just wanted you to ponder over something. All of you wrote about the black dot. No one wrote about the white part of the paper.

The same thing happens in our lives too. We all have a white paper to observe and learn from, yet we always focus on the dark spots.

We have so many reasons to celebrate – our parents, co-workers, friends, good health, a satisfactory job, a child’s smile, the miracles we witness every day, and so on.

However, we simply limit our horizons by focusing on just the dark spots – our disappointments, our frustrations, our fears and anxieties, things that bother us, people that wronged us, etc.

In our day-to-day lives, we tend to take so many good things for granted, and focus our energy on insignificant dot-like failures and disappointments.”

Though these dark spots are quite small as compared to the good things that we have in our lives, yet they disturb our mind and do not let us think positively.

So, take your eyes away from the black dots of your life. Try and focus on the brighter side and let positivity rule your thoughts.

## CHAPTER 7

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# Equip yourself with Hot-off-the fire Confidence



“The most beautiful thing you  
can wear is confidence”

- Blake lively





## Chapter 7

### Equip yourself with Hot-off-the fire Confidence

People with great self-confidence create a thought in their mind that “I can do it, it’s tough but it’s not impossible.” They believe in their ability.

One day, one of my friends asked me a question: How some people have so much self-confidence?

I replied: It’s all in their mind, self-confidence is not something they have, it’s something they create in their mind.

My friend said with a line pulled between his brows: Is it so?

I answered: Yes, my friend, you are the creation of your thoughts.

Here I acquainted him with a very powerful quote by Napoleon Hill ***“Whatever your mind can conceive and believe, it can achieve”***.

I narrated to him a very apt example of the self-confidence of Dashrath Manjhi who, with his self-confidence, carved a path 360 ft long, 30 ft wide, 25 ft deep through a ride of hills using only a hammer and chisel. He shortened the travel distance between Atri and Wazirganj blocks of Gaya town in (Bihar) from 55 km to 15 km. The road constructed by him is now used by the villagers.

This gives a strong message that nothing is impossible. If you have self-confidence and if you believe in your ability, you can cross any hurdle and achieve your goal.

Self-confidence transforms problems, obstacles into opportunities to fast-track your growth.

Self-confidence empowers to face any challenging situation in a calm and composed way.

## **HOW TO BOOST YOUR SELF-CONFIDENCE?**

### **CREATE POSITIVE THOUGHTS**

Create a thought that I can do it. This can be achieved by using affirmations and visualization technique which I have explained in chapter number 6: The power of positive attitude.

### **GROOM YOURSELF**

Grooming yourself is the best way to boost your self-confidence. Physical appearance makes a lot of difference. Nice bath/ a shower, clean shave, nicely combed hair, little deo, well-ironed clothes, a super belt and well-polished shoes can make a huge difference in your self-confidence and self-image. So, complete these tasks on a daily basis.

### **EMPOWERING KNOWLEDGE**

Empower yourself with the knowledge of your domain. When you have the knowledge, you become super

confident. Knowledge is power. It gives you the power to express, to speak, to showcase your ability and skills. You can acquire and improve knowledge through books, magazines, videos, blogs.

### TAKE SMALL STEPS

When you get any big project, learn to break it into small chunks and work on one fraction at a time. These small achievements make you feel good. They ultimately add up to big achievements. Work like this all the time and you will be a self-confident maniac.

### CONNECT WITH PEOPLE WHO ARE EXPERTS IN YOUR DOMAIN

Connecting with people who are experts in your domain can make a whole lot of difference as they can give the right suggestion or guidance with their seasoned experience. You become super-excited and inspired from their achievements. This will boost your self-confidence to a great extent.

### STOP PROCRASTINATING

When you have a task in your hand, don't delay it. Don't say that I will do it tomorrow, I will do it some other day. That tomorrow and someday never come. So, start working on it immediately. This way, you get the momentum, keep going with the flow, don't stop and you will achieve the desired success.

## PRACTICE

They say practice makes a man perfect. So true. To become an expert in something you need to do a lot of practice. E.g. If you want to be a crackerjack batsman, start net practice daily for a duration. if you do it on daily basis for the set time, you will learn all the techniques of how to bat and tackle all types of ball deliveries. You will feel great about yourself and increase your self-confidence. The same thing applies to whatever you want to achieve in your life.

**Wear the Jewel of Confidence and blossom your personality.**

## CHAPTER 8

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# The magical power of Self Discipline



“Every goal you want to achieve requires the enforcement of self-discipline, self-control and self-awareness. That's a rule without an exception”

- Gary Ryan Blair



## ***Chapter 8***

### **The magical power of Self Discipline**

Almost everyone knows about the advantages and importance of self-discipline. But very few people take concrete steps to learn, implement and strengthen it in life.

Lethargy, procrastination, lack of purpose/goals of life and laziness are the main elements that result in a lack of discipline.

Self-discipline is the ability to control and motivate yourself, stay on track and do what is right.

Self-discipline means self-control, which is a sign of inner strength and the key to retain charge of yourself, your actions, and your reactions.

Self-discipline gives you the power to stick to your decisions and follow them through without changing your mind. It is, therefore, one of the paramount requirements for achieving goals despite inner resistance and discomfort.

Self-discipline is the key to success because it enriches your personality and makes you stand out from the crowd.

Strong-mindedness helps in organizing people better as it makes them get up from sleep at stipulated times and do

things in a systematic manner. It allows concentrating and focusing on your goals.

Strength of will is a major factor that contributes to your success in life.

You need to make substantial sacrifices in order to master the art of self-discipline. The sacrifice of immediate pleasures helps you enjoy greater rewards in the form of future success in your life.

You can feast on all your pleasures but after the completion of your major tasks and goals.

When you are self-disciplined, it uplifts your morale, you feel confident. Everything moves in the right direction for you. Self-government increases your self-esteem and improves your self-image.

When I was a Group product manager, I used to travel all over India. Many times, I used to reach at 8 or 9 am at various cities and my work used to start at 11 am but in spite of long travel, I accustomed myself to always get ready one hour before the expected time so that I can schedule the entire day planning with my colleagues.

My colleagues always used to ask me, "How you maintain such a discipline." My answer to them was, as work and activity is our bread and butter, it feeds our family, then why not do it with pleasure, with interest, with involvement, with joy?

When you do any work with gusto, attention, dedication, you put your heart and soul into it and when you do it



as your greatest responsibility, you automatically become Self-Disciplined.

My parents taught me the importance of self-discipline. They used to be always on time for any meeting. In the same way, I am always on time for any appointment be it a professional or personal meet. I owe my sense of commitment of self-discipline to my parents.

If you study all successful people, you will find that they are self-disciplined. In spite of all temptations, they keep control and never deter from their self-discipline routine.

Due to self-discipline I am able to keep myself away from any bad habits and have achieved the desired success.

Some of the examples of self-discipline that could help everyone are mentioned below:

#### (A) WAKING UP EARLY-

Waking up early in the morning for exercise, e.g. brisk walk, jogging, work out in a gym, swimming, cycling, yoga and meditation for mental and spiritual health is a great way of self-discipline. It improves your fitness.

#### (B) PUNCTUALITY-

It is one of the very important parts of self-discipline at workplace. When you are completing your task in a stipulated time, it is termed as punctual. Being punctual improves your image as a reliable and trustworthy person. It helps you to establish your reputation as a dependable and consistent person in your professional life.

The other way to look at punctuality is reaching on given time.

Punctuality reflects your Integrity, dependability and reliability. Being punctual shows that you respect other people's time. It eliminates anxiety and boosts self-confidence. It fine-tunes other's perception of you. You can be a good example for others.

#### (C) CONTROL ALL YOUR TEMPTATIONS-

The most practical way to be self-disciplined is to eradicate all the temptations in life that are holding you back from achieving your goals.

#### (D) EXCESSIVE USE OF MOBILE PHONE AND SOCIAL MEDIA-

It can save your most precious time which you can utilize in some constructive and useful work.

#### (E) AVOID EATING JUNK AND OTHER HEALTH DETERIORATING FOODS -

Eating nutritious food items plays a very important role in giving you the most required energy which helps to keep you remain active throughout the day. When you are active, you deliver your best which results in the best outcome.

Doing this daily will ensure that you do not fall prey to distractions and can help in achieving your desired goals.

**Adapt self-discipline and see the amazing transformation happening in your life.**

## CHAPTER 9

# Master Planning



“ Plan your work and work  
your plan ”

- Napoleon Hill



## Chapter 9

# Master Planning

Are you doing multitasking and at the end of the day, realizing that you have not completed any work?

In such a situation, you get an unpleasant feeling, you feel unhappy. But don't worry, we will find a solution to this. If you reflect over the reason is, you will realize that you have missed the most important step before doing any work and that is Planning.

Planning is the process of thinking about the strategies required to achieve your day-to-day, short-term and long-term tasks, goals. It is the most powerful and effective way to achieve your goal in life.

If you are assigned the task of cutting trees, you should sharpen your axe daily to avoid pouring in a lot of effort and energy. Sharpening your axe means preparing yourself on regular basis to complete the task to achieve the desired results.

*“Give me six hours to chop down a tree and I will spend the first four sharpening the axe.”*

**—Abraham Lincoln**

To know the importance of planning I am sharing the following story with you.

There were three salesmen named **Plan Ahead, Think Fast, Wait & See.**

One day, their boss gives them the task to do maximum sales booking on the next day and announces a surprise gift.

Plan Ahead, immediately after returning home, plans about his sales call, keeping in mind the customer's likes and dislikes. He prepares himself with all the necessary tools required to make sales calls.

Think Fast returns home and says to himself, "I will plan on the spot."

Wait & See returns home, has dinner and goes to sleep.

The next day, they go to meet their respective clients and coincidentally all the three clients were having their birthday.

**Plan Ahead** salesman reaches his customer's office and he is aware of the birthday of his client; Therefore, he carries with him a beautiful bouquet, nice cake and a greeting card. He enters the client's cabin and wishes him on his birthday. The client cuts the cake with his entire staff and Plan Ahead gives the bouquet and greeting card to the client. The customer gets very happy, talks very nicely, gives more time and a big order to Plan Ahead

**Think Fast** salesman reaches his client's office and there, he comes to know that it is client's birthday today. He immediately goes down and brings a beautiful bouquet and gives it to the customer. But could not create the impact like Plan Ahead and bags a very small order.

**Wait & See** salesman reaches the clients' office, does his normal call, returns home without any order.

The next day, when the three of them go to the office, the boss becomes very happy with Plan Ahead and gifts him a beautiful wristwatch, Think Fast gets appreciation and as Wait & See salesman did not get orders because of his laziness, he gets fired from the job.

I have worked in sales & marketing for 27 years and planning was my integral part. I used to have daily, weekly, fortnightly and monthly plans ready before the start of the next month. It helped me immensely in completing all my tasks without any problems. I achieved all my goals year after year and reached a very respectful position.

The moral of the story is; if you have a well-defined plan, you win.

Similarly, planning your life means taking the necessary steps to become more efficient rather than relying on chance. Planning helps you achieve your goals in the shortest time.

*"Failing to plan is planning to fail."*

**—Benjamin Franklin**

Planning provides you with a road map to get to your destination. It allows to: Know where to go? How to go?

Planning your life gives you control. When you have a plan then you are in charge of your life. Planning sets peace of mind, eliminates last-minute worry and anxiety.

Planning makes you confident, improves efficiency and saves time.

## **HOW TO DO PLANNING TO ACHIEVE YOUR GOAL:**

1. Set Objective
2. Gather information and other important tools required
3. Do a complete analysis
4. Take a decision
5. Develop strategy, plan
6. Implement

Planning makes you more disciplined and passionate. You feel excited every time you see that your plan is working and that you are achieving the necessary steps along the way to your eventual goal.



## CHAPTER 10

**Result oriented action is the  
key to success**



“

The path to success is to take  
massive, determined action

”

- Tony Robbins



## **Chapter 10**

### **Result oriented action is the key to success**

Who is the most powerful person in the world?

If you see the history in the time of human evolution, the consideration of powerful person has changed time-to-time which is as follows-

The person with a strong built - the person with dangerous weapons - the person with more land - the person with more money - the person with knowledge

However, in today's world, knowledge is not enough. Action on the knowledge you have is the most important key to succeed in life.

So, the person who takes the result-oriented action on knowledge is the most powerful person in the world.

### **WHAT IS RESULT-ORIENTED ACTION?**

The action which ends with the success you want is the result-oriented action. So many people take action but not everyone gets successful because of the following reasons-

- Some people take action for the sake of doing it, they are not serious about the task they have in hand
- Some people take action which is not enough to produce desired results

- Some people take action but they are inconsistent and quit in between

Have you ever given thought about how a student tops in the board examinations? All the students have the resources like books, notebooks, pens, pencils, teachers to teach him.

But one student tops the board examinations because with all the above resources he/she takes action. Action in studying hard for hours, reading books, solving questions every day, putting lot of efforts (action) throughout the year and this is what makes him/her top the examinations.

Here, reading books, solving questions, putting efforts is the action and being a topper in the examinations is the result. The student gets all the accolades, respect and fame.

Therefore, taking result-oriented action is the key to achieve big and make progress in your life.

*“Dream big, start small, but most of all, start.”*

**—Simon Sinek**

To achieve something very great, to transform your dream into reality, you need to start. Starting is taking action towards your journey of success.

*“The only impossible journey is the one  
you never begin.”*

**—Tony Robbins**

There are so many thoughts and ideas that come to your mind but those ideas never turn into reality because you don't take any action on it.

So, you need to take dedicated result-oriented actions to achieve success in your life. Many times, you take few actions to complete the task in your hand but you don't get the desired results because you fall short of action, the need is to pour in **result-oriented actions**.

## WHAT STOPS YOU FROM TAKING MASSIVE ACTION?

Mainly there are 3 major reasons which stop you from taking massive actions:

1. Self-Limiting thoughts
2. Fear
3. Challenges and Obstacles

### SELF-LIMITING THOUGHTS-

Self-limiting thoughts are the perceptions that you have about yourself. These perceptions are “self-limiting” because they are pulling you back from achieving what you are capable of.

When you set a goal for yourself, your subconscious mind starts to send you limiting thoughts like it's too difficult to achieve, I will have to put in a lot of efforts to do it. E.g. if you want to start a business, you will have the thoughts like ‘I don't have enough experience’, ‘I will

have to work twice as hard', 'I will not have enough time for family, it will affect my social life.'

When you think of doing meditation, your limiting thought might jump in and instruct you that you will have to get up early in the morning, it's difficult to sit in one place.

When you want to work hard on your goals, your mind might tell you to stop because it is going to be tiring or you can always do it tomorrow.

These limiting thoughts are simply the reasons that barricade you from achieving your goals in life.

It's normal to have thoughts like this. But don't surrender to such interceptions. Just identify such thoughts, be aware of them and do the complete opposite to move forward.

## **FEAR-**

The major reason for fear is you are afraid of rejection, failure. I have covered this in detail in the chapter : Triumph over your fears, please refer to it.

## **CHALLENGES AND OBSTACLES-**

When you want to do something, you face challenges and obstacles that stop you from taking action.

E.g. you want to make an informative video but the challenges you might face are:

- How to make those videos more interesting?
- How to edit the video?

- How to add text to it?
- How to add music to it?

The simple answer is to learn it from the expert, read from books, watch videos. Put your efforts, take action and be consistent.

You will have to understand that your limiting thoughts, the fear you feel and the obstacles you face in your journey of life are a part of the process, so learn to deal with them.

## **HOW TO TAKE RESULT-ORIENTED ACTIONS?**

ASK A FEW QUESTIONS TO YOURSELF:

- What is your current situation?
- What is your goal?
- Why do you want to achieve it?
- By when do you want to achieve it?
- What difference it is going to make in your life?
- What will be your life after achieving that goal  
(Financially, Emotionally, Socially, Healthwise)

HOW YOU ACCOMPLISH YOUR GOAL?

- First, make all the above things crystal clear in your mind
- Write your goal on paper
- Get a goal/vision board and place the images of your goal on the goal/vision board

- Imagine it, visualize it daily
- Keep all planning and things ready
- Make a positive and inspiring environment to have the right mindset
- Set your entire day activities, make a time table and strictly follow it
- Set a deadline for your goal
- Regularly refer to the paper, see your vision board daily and start taking action on it with consistency
- Enjoy each and every moment of the journey of achieving your goal in spite of all challenges
- Start with the most important tasks first
- Monitor your journey, your achievements
- Celebrate small achievements

Now I am sharing a very unique formula about **ACTION**: Here's the full form of action.

**A-means Act**- If you want the desired results, you have to act.

**C-means Consistency**- When you start an action, maintain consistency

**T-means Train** yourself continuously with the changing trends and upgrade yourself to face the world-centric competition.

**I-means Innovation**- Make new innovations, be different



**O-means Optimist-** Be optimist in all situations of life

When you **Act** with **Consistency**, **Train** yourself with **New Innovations** and remain **Optimist** in all the situations of life, you will become the **New You**.

The **New You** will be **Courageous, Confident and Committed**.

Start applying the above formula, you will see the difference, you will win with flying colors with the achievement of your desired goals.



## CHAPTER 11

# Consistency opens the doors to possibility



“ Consistency is one of the biggest factors in leading to accomplishment and success ”

- Byron Pulsifer



## ***Chapter 11***

### **Consistency opens the doors to possibility**

Many people set goals and create an action plan to accomplish them. Some of them also start taking actions. But most people stop taking action after some time which means they are not consistent in implementing their action.

Are you facing the same challenge or problem of being inconsistent?

It could be a case that you decide to learn to drive a car from the driving school. Till the training period, you may learn it with enthusiasm but if the level of zeal drops after training, you would be not able to drive the car perfectly on completion of training. The reasons for that are, lack of practice, fear to drive alone in a traffic jam, lots of efforts required to park in a small parking place, facing difficulty to drive on hilly roads.

Let's review another example. You want to make big in your life by achieving your goals of buying a luxurious car, a good house and giving all possible comforts to your family members. Therefore, you start taking actions accordingly towards it, but after some time you lose interest, some challenges pop up and you don't continue, you feel it's a bit more difficult to achieve the things you have decided.

You may feel discouraged to make further efforts and run the risk of giving up. This is a very important phase that you should be more cautious about.

When you stop in between, you get distracted from your goal, and then it becomes very difficult to come back on track. Hence, it's very important to overcome all the fear, challenges, procrastination, laziness, sidestep all excuses and start executing with consistency.

*“Success isn’t always about greatness. It’s about consistency. Consistent hard work leads to success. Greatness will come.”*

**—Dwayne Johnson**

**Amitabh Bachchan** is rewarded as the superstar of the millennium. He has represented Hindi Cinema for nearly half a century across the globe. The reason behind his success is consistency. He started his career in 1969, from that moment till date, he is very consistent in his acting, consistent in determination, consistent in dedication, consistent in zeal and enthusiasm, consistent in punctuality. That's why he became the Superstar of the Millennium.

**Arnold Schwarzenegger** is widely regarded as one of the greatest bodybuilders of all time, as well as the sport's most charismatic and famous ambassador. He won Mr. Universe in the bodybuilding competition and the Mr. Olympia title seven times. Bodybuilding is all about consistency, Arnold was consistent in the workout,

consistent in lifting weights, consistent in hitting the gym daily. That's why he could build his body and became Mr. Universe in bodybuilding.

It is the consistency that got them success and greatness.

Consistency is the key to Success. To be consistent means you dedicate your entire self completely to a task, activity or goal. It means to fully stay engaged without distraction. It means that you go out every single day and stay in action till you achieve your goal.

In sales, it is very important to achieve your targets month after month, year after year and the key to achieve this to remain consistent in your efforts, actions, dedication, hard work and patience. Similarly, in all aspects of your life, if you follow the above principles, you will surely achieve all your goals.

I would like to quote one more apt example of consistency: A river converts a sharp rock into a smooth one, not because of its power, but because of its persistent flow. The smooth and consistent flow of water current converts sharp rock into blunt one and thereafter makes it super-smooth.

You must be like a river, always moving, always going forward, finding its own way against all obstacles with an unstoppable force.

Every day when you get up, make your plan for the day, get your river flowing, be energetic, be strong, be powerful,

keep moving, keep going forward, like the consistent flow of the river. Your consistent efforts will surely help you to overcome all your challenges and surge ahead in life.

Consistency means repetition of required actions undertaken till your goal is achieved.

## **USEFUL TIPS TO MAINTAIN CONSISTENCY AND ACHIEVE YOUR DESIRED SUCCESS**

(A) Keep yourself focused on your goal

(B) Keep reminding yourself about your goal continuously, by keeping notes in your pocket, by placing the images of your goal on all regular visible areas in your house.

(C) Along the journey of achieving your goal, keep yourself equipped to face the challenges which may come your way. As you are already prepared, you can easily sail through the difficult phase of your journey towards achieving your goal.

(D) If you make mistakes during your journey, it's fine. Don't get discouraged, disappointed. Take this mistake as a learning experience, a stepping stone to success and make the required changes in implementing the plans . And most importantly, learn to avoid making the same mistake again.

You cannot afford to be consistent in making mistakes or else until you stop making mistakes, you will have to sacrifice more time in achieving your goals. You cannot achieve different results with the same mistakes.



(E) Keep in mind that every success story is the result of hard work, sweat, tears, sacrifices, patience. To make achieving your destination a grand success, you must drive on the path of your dreams consistently.

(F) The key to being consistent is by moving forward in spite of all odds, overcoming all the resistance, keep a positive mindset, strong willpower, work every day like it's the question of your survival.

To maintain constant levels of energy, surround yourself by people who understand and support your dreams. If you are in the company of people whose dreams don't match with yours, don't feel discouraged but understand that their destination is different. Therefore, you need to ignore their unhealthy criticism and follow the path that your instinct guides.

*It's not what we do once in a while that shapes our lives,  
but what we do consistently."*

**—Anthony Robbins**



## CHAPTER 12

# Your Habits are what decides your future



“ Motivation is what gets you  
started. Habit is what keeps  
you going. ”

- Jim Ryun



## Chapter 12

### Your Habits are what decides your future

*“You cannot change your future but you can change your habits and your habits can definitely change your future.”*

—**APJ Abul Kalam** (Former President of India)

I am very much influenced by this truth expressed beautifully in the above quote by Late **APJ Abdul Kalam**, the man who shaped the future of India by developing missiles with his scientific approach.

If you can change your daily habits, you will get miraculous results.

Habit is something that you do regularly. Good habits make you more disciplined, more confident, more goal-oriented. It improves your self-control, makes you more productive and successful in terms of personal and professional growth.

Include following habits in your life-

*Sleep early, Wake up early, Regular exercise, meditation Prayer, Scheduling of the day, Eating healthy food, Saving money, The power of giving, Striving for excellence, Being truthful, Documenting or keeping a track of your goals, Paying gratitude*

## SLEEP EARLY

**Good sound sleep plays a very important role as during this time, all your body parts are at rest.**

If you want to develop a habit to sleep early in the night, make sure to fix a regular time, say 10 pm, and do whatever it takes to follow this regime. Before going to bed make sure you switch off all the lights in your room. Don't watch TV at least 1 hour before sleep. Keep your mobile away from you because it is a major obstacle which disturbs the sleep routine. Don't take any hot drink like tea or coffee before going for sleep. Listen to cool, soothing music.

By doing this regularly, you will definitely develop a habit of sleeping early in the night.

## WAKE UP EARLY

The best way to get up early is by sleeping early. At the beginning, set an alarm to wake up early in the morning. When your alarm starts ringing, get up from your bed immediately.

Benjamin Franklin has quoted: *“Early to bed and early to rise, makes a man healthy, wealthy, and wise”.*

*“Respect your body. It's the only one you get.”*

—Unknown

You must look after your own body as nobody else can do it better than you.

## DO EXERCISE

Every morning once you get up, engage in any form of exercise. If it is not possible to exercise in the morning, do it at your convenient time. It provides huge benefits to the body and the mind. It keeps you fit, energized and prevents you from diseases and other health issues.

## DO PRAYER

Prayer brings positive thoughts to your mind. It improves your ability to cope with stress, improves your confidence and nourishes your inner strength

## SCHEDULE YOUR DAY

Maintaining a schedule for your day will help you manage your time more efficiently. It will help you to decrease your stress and make you feel more in control of your life. Scheduling your day allows you to self-regulate and track your own activities by keeping records of what you need to do and have done.

*“Your future is found in your daily routine. Successful people do daily what others do occasionally.”*

*—Paula White*

## EAT HEALTHY DIET

Healthy diet is essential for robust health. A good diet improves all aspects of life, from brain functions to physical performance. A good diet gives the energy which

is required to do our daily routine tasks more effectively and efficiently.

It protects you against many chronic diseases, such as heart disease, diabetes and hypertension. Eating a variety of natural foods and consuming less processed foods, salt, sugars and saturated and industrially-produced trans-fats, constitute a healthy diet. (Source-WHO)

*“One should eat to live, not live to eat.”*

**—Moliere**

## **SAVE MONEY**

Saving money is a very good habit. It gives you financial freedom, helps in unexpected emergencies, provides cushions against sudden job loss, limits debts, helps prepare for retirement.

*“Do not save what is left after spending; instead spend what is left after saving.”*

**—Warren Buffet**

## **THE POWER OF GIVING**

Giving your time, knowledge, talents, encouragement, acknowledgment, thoughts, compliments, kindness, smiles, love and money are very important to transform your life and the life of others. It improves your social connections, promotes cooperation. Giving evokes gratitude.



*“We make a living by what we get,  
but we make a life by what we give.”*

**—Winston Churchill**

## DOCUMENT

One of the good habits is to keep track and document all your moments of life your wins, your accomplishments, your success, your setbacks, your challenges. Take note of everything. The happy moments will build your confidence when you refer or look back to them while you pass through difficult times. It will give you the strength to battle with tough situations and make you certain to win.

*“Documenting is more than staying organised or writing down what will be or was taught. Documenting is the part of learning process.”*

**—Silvia Tolisano.**

The power of habit is immense, but changing regular routines and habits can't happen overnight. Follow the process and continuously, consciously work on it and eventually, you can make lasting changes. Take the time to evaluate your life and create habits that allow you to become the greatest and most successful version of yourself.



## **CHAPTER 13**

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# **Focus is the key to Success**



**You get what you focus on, so  
focus on what you want**





### Chapter 13

## Focus is the key to Success

I am sharing an epic story of Arjuna's that demonstrates that how one should be focused.

Rishi Dronacharya had many students, but Arjuna was the one who excelled the most in archery because Arjuna had a sharp focus.

According to the folklore, one of Dronacharya's students criticized Dronacharya for favoring Arjuna. Therefore, to settle the issue once and for all, Dronacharya gave an open challenge to all his students to take part in an archery test. He asked them all to try to hit the eye of a wooden bird.

He first called one student and asked, "What do you see there on the tree?" To which he replied, "I see a wooden bird, the branch and the tree, the leaves moving and other birds."

Everyone else was asked same question and the answer received mentioned the same elements: tree, branch, bird, leaves, etc. Then Dronacharya asked them all to lay down their bow and arrow. When it was Arjuna's turn, he asked Arjuna, "What do you see?" Arjuna confidently stated:

*"I can only see the bird's eye."*

Dronacharya smiled for, he had been proven right. Everyone else had set their eyes on everything else but Arjuna had set his eyes on his goal, the bird's eye.

Dronacharya then asked Arjuna to shoot the arrow, Arjuna took a stride and the arrow sprang from the bow straight into the bird's eye. A perfect shot.

The lesson you can learn is the other students failed to focus on the wooden bird's eye and got distracted by other things surrounding the wooden bird whereas Arjuna was able to keep his focus on the wooden bird's eye.

**One more apt example of focus is the burning of paper under Sunrays:**

Sunrays carry a lot of energy. When a magnifying glass is held over a piece of paper. The Solar energy spread over the lens' surface area gets focused at one point. At this point, the paper gets heated and starts burning.

In your life, you often lose sight of your goal because you get distracted by doing irrelevant things which are nowhere related to your goal or you do multitasking. However, you must focus on one thing at a time that matters to you the most and then you will get the desired results.

*“You get what you focus on, so focus on what you want.”*

*—Anonymous*

## **HOW TO IMPROVE YOUR FOCUS?**

You can improve your focus by changing your daily habits and making efforts consistently.

## SET SMALL GOALS, GET AHEAD STEP-BY-STEP

Eliminate distractions and time-wasters like TV, mobile, unnecessary calls, etc. One technique to overcome this issue is by devoting a specific time and place, be alone for that specific period of time.

Look for a quiet location where you can work undisturbed.

Regenerate and keep up your energy by doing exercise, meditation, eating nutritious food.

Play mindful games for memory improvement and retention, for mental exercise and improving mental focus.

## PRACTICE FOCUS FOR LONG PERIODS

### HAVE A DEEP SLEEP

Constantly remind yourself of your ultimate goals by writing boldly in your house on the wall, keeping a note in your diary and regularly review the progress.

*“Where ever you focus, the energy flows in that direction and then it shows results.”*

So, focus on all-important goals of your life, the energy will flow in the same direction and produce the desired results you want for your ideal life. This will truly bring joy, satisfaction and success.





## CHAPTER 14

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# Are you carrying a spoon or bucket to an ocean



“

There is always room in  
your life for thinking  
bigger, pushing limits and  
imagining the impossible.

”

- Tony Robbins



## Chapter 14

### Are you carrying a spoon or bucket to an ocean

What makes ordinary people Extraordinary and successful? The answer is their Thinking. This reminds me of the most famous quote:

*“Whatever the mind can conceive and believe,  
it can achieve.”*

**—Napoleon Hill**

As a human being, we are always enveloped in thoughts; it's a natural and continuous process. Around 60,000 thoughts surface in our mind every day. But out of them, one big positive, creative and innovative, thought can change our life.

Aeroplane, Bulb, Telephone, Fax, Car, Computer and so many other inventions are the results of big positive, creative and innovative thinking.

Everyone can do big things and achieve big in life, but for that, you need to THINK BIG.

Thinking big is the key to accomplishing your biggest or most complicated goals, however, it's hard to know where to start from.

Giving yourself some time to sit down and reflect over what you want to accomplish is the first step towards thinking big.

Creating a plan that you can follow up on, and staying motivated while you pursue your goals can help you bring a big to fruition.

#### LET ME SHARE AN EPISODE FROM MY OWN LIFE-

I remember when I got selected as a medical representative in a pharmaceutical company and was undergoing training. On the very first day of training, I was carried by the knowledge and communication skills of the trainer. Hence, a dream to become a trainer unfolded. Instead of sitting on this side of the table as a participant, I started imagining how would it feel to be on the other side. That thought ignited a spark in me.

I started visualizing that I am giving training to all our field staff. To transmute my dream into reality, I started gaining knowledge and skills required to be a trainer.

With my consistent efforts, I became a trainer in the same company and trained more than 500 field staff. I worked for 16 years as a trainer and the head of the Product Management team.

*“Being in charge of your thinking process results in taking a charge of your life.”*

—**Nitin Patil**

This was possible only because of thinking big- whatever you think can become a reality.

Steve Jobs was one of the Big thinkers, his famous quote will inspire you to think big.

*“Start small, think big. Don’t worry about too many things at once. Take a handful of simple things to begin with, and then progress to more complex ones. Think about not just tomorrow, but the future. Put a ding in the universe.”*

**—Steve Jobs**

How big we think determines the magnitude of our accomplishments.

The point is this: People who think big create positive and progressive thoughts in their minds. They manufacture encouraging and hopeful pictures in their minds.

Now, let’s learn the nuts and bolts of how to think big.

## **HOW TO THINK BIG?**

### **1. BELIEVE IN YOURSELF**

When you believe something can be done, your mind will find ways to do it. Your belief paves the way to the solution.

Stop thinking that it’s impossible, I can’t do it, it won’t work, etc. Instead say “It’s possible, I can do it, I will definitely succeed” and then see the magic; you will find all the resources coming your way.

### **2. BE DIFFERENT, BE UNIQUE, BE INNOVATIVE**

Don’t let tradition paralyze your mind. Be receptive to new ideas. Be experimental. Try new approaches. Be progressive in everything you do.

### 3. UPGRADE YOURSELF

Make continuous self-improvement. Ask yourself daily, “How can I do better?” then find the ways to do things better.

### 4. GIVE MORE, DO MORE

Ask yourself, “How can I do more?” By giving more what is expected from you is a great way to do more.

### 5. IMPROVE MENTAL TOUGHNESS

Amplify the capability of your mind. Get stimulated. Meditate. Associate with people who can help you improve your mental toughness.

Don't limit your thinking, go beyond, set bigger, better goals and create a bigger, better picture in your mind, work passionately, enthusiastically, with full positive energy and everything will fall in place. The big win, the big success, the big achievement and the greatest of all the Happiness and satisfaction that you have done, can transform your dream into reality.

*“There is always room in your life for thinking bigger,  
pushing limits and imagining the impossible.”*

**—Tony Robbins**

The bigger the thinking, the bigger the results, so always Think Big and Achieve Big.

## CHAPTER 15

---

# Your dreams are worthy of Risk Taking



When we stop taking risks,  
we stop living life



- Robin Sharma





## ***Chapter 15***

### **Your dreams are worthy of Risk Taking**

Many of us are tuned to follow the traditional ways of earning money E.g. Service, all are tuned to be in the comfort zone, all are tuned to follow the crowd, all are tuned to use tried and tested methods.

This is because all are bitten by the bug called fear of failure. If something different is tried, it amounts to taking the risk. If you want to be successful, think differently and find a new way, come out of your comfort zone, start to walk on the road which is less traveled because there is no competition there. Start taking the risk.

The following common questions and doubts often come to mind while taking a risk.

Am I capable? What if I make mistake? What if I fail?

You should not be afraid of taking risks.

Don't doubt your capability.

Don't worry if you make a mistake.

Never think about failure when you start any new venture.

Every individual has:

- Unique talent
- Unique ability
- Special skill

Identify and start working on these three characteristics, train yourself, acquire knowledge, then you will never doubt your capability.

If you make a mistake, you will learn from it.

Carve your own path, be a trailblazer and leave your footprints for others to follow.

It is generally presumed that people take risks while starting something new, some out of the box thing. But even if you are well established or a successful individual or an organization, if you want to remain in the competition, you need to reinvent yourself, upgrade yourself according to current trends and you must take risks.

Let's take an example of a great company that was immensely famous, but suddenly it failed due to not taking risks.

Yes, the company which I am talking about is a big mobile company. This was the most trusted company in the mobile phone segment. This was the bestselling company in the 90s.

Then the era of smartphones and new operating systems emerged. The company was offered the Android operating system. But they refused and stuck to the old operating system. They did not take the risk.

As a result, their sales dropped marginally, soon it became the most underselling company, their sales depleted by almost 90% compared to those of 90s

So the takeaway point from this example is taking risks in life is very essential.

**P.S** Now the company has learned to take risks in order to be successful. It released a smartphone with the Android operating system and also, planned to roll out more Android phones with tons of new features.

However, before taking the risk, you must weigh the pros and cons of taking the risk.

## HOW MUCH WILL I GAIN / HOW MUCH CAN I AFFORD TO LOSE?

The bottom line is that if you don't take risks in life, then you will be doing what everyone else is doing. Most people fear to take risks, and that's why very few people experience fulfillment in life on a daily basis.

*“The biggest risk is not taking any risk... In a world that is changing really quickly, the only strategy that is guaranteed to fail is not taking risks.”*

—**Mark Zuckerberg**

Think Differently, Act Differently. Create a great idea. Believe in yourself. Take risk because it's a great opportunity to showcase your talent, to stand out in the crowd, and become a great leader.

Let me share the story of **FedEx CEO Frederick Smith**—a great visionary who took great risk and the rest is history.

FedEx, the world's first overnight delivery company decided to offer out-of-the-box service. They chalked out plans to deliver goods all over the world overnight. At that time, this was something never done before. What a visionary, courageous and bold decision it was. However, there was a big risk as it was a very new concept.

On June 18, 1971, the founder and current CEO of FedEx, Frederick W. Smith founded the company Federal Express (FedEx) with his \$4 million inheritance and raised an additional \$91 million in the venture.

Unfortunately, three years after the company began, because of the rapidly rising fuel costs, Federal Express was on the verge of bankruptcy, lost huge money, with no one willing to give them any additional loans nor any investors were interested in contributing capital. Smith reached a point when the company's account had only \$5,000 and he couldn't afford to refuel the planes that delivered FedEx's shipments.

Still, Smith refused to surrender. He took the last \$5,000 and flew to Las Vegas, placed the company's remaining money on Blackjack bets over the weekend and won an additional \$27,000 by Monday. It wasn't a huge windfall, but the total \$32,000 was enough to refuel the planes and keep the business running for some more days. After a few days, Smith successfully managed to raise \$11 million to keep the company afloat and, by 1976, Federal Express made its first profit of \$3.6 million.

Now, if Frederick W. Smith had given up and didn't take the risk of gambling, there would have been no FedEx today.

Therefore, challenging times give us strength, they teach us lessons which lead to carving a new path and great success.

*"Twenty years from now, you will be more disappointed by the things you didn't do than those you did. So, throw of the bowlines. Sail away from safe harbour. Catch the wind in your sails. Explore. Dream. Discover."*

**—Mark Twain**



## CHAPTER 16

# Equip yourself with the lens of farsightedness



“ Be a visionary, focused upon your ability to create your desires within your reality. ”

- Steven Redhead





## **Chapter 16**

### **Equip yourself with the lens of farsightedness**

Vision is the ability to see something great and think ahead of time which others cannot think, imagine or see.

A visionary is someone who thinks about the future or advancements in a creative and imaginative way.

A true visionary is the one who thinks about the current situation, guesses the challenges and obstacles of the future and prepares himself to face those challenges and obstacles.

A person who is ahead of his time and who has a powerful plan for change in the future is an example of a visionary...

### **DR. VERGHESE KURIAN**

Dr. Kurian is known as the milkman of India. Leaving a cushy life in the US, he settled in a small dusty town of India called Anand.

India during the 1970s faced an abject milk crisis leading to deplorable health consequences and standard of living of people. Dr. Kurian is responsible for the milk revolution in India which made India the largest milk producer from once-a-milk-deficient-country.

He brought world-class professional skills in the dairy sector which became responsible for a miraculous

turnaround. His exemplary efforts and dedication reflect in the fact that Amul is indeed a household name now. Amul is embedded in the lives of people.

I think and believe that visionary abilities can be learned; with self-discipline and determination, you can develop those abilities.

#### DEVELOP THE FOLLOWING ABILITIES TO BECOME A GREAT VISIONARY:

**Be Positive, Optimistic:** Being Positive gives you more strength, courage and boosts confidence. So be positive and optimistic

**Be Imaginative and innovative:** Imagination of a great idea is a stepping stone of great innovation. Innovation is what makes a difference in people's lives by solving their problems, making their life easy. So, you need to be innovative.

**Be Energetic and Enthusiastic:** You can do anything big in the world with super energy and enthusiasm. This makes you feel good and happy which helps you to do your work efficiently and productively.

**Be Responsible:** You must take the responsibility for your actions, your work.

**Be Persistent:** Keep working on your dream, vision, till you achieve it. Never give up.

**Be Passionate:** Follow your passion, dedicate your life to pursue your passion.

**Be Committed:** Once you start your journey of driving your vision or dream into reality, be fully committed.

With the above abilities, you can chase your dream idea, unique concept, innovative creation, and become a true Visionary.



## CHAPTER 17

# Communication skills- The cherished recipe of leaders



“

Communication is a skill that you can learn. It's like riding a bicycle or typing. If you're willing to work at it, you can rapidly improve the quality of every part of your life.

”

- Brian Tracy



**Chapter 17****Communication skills - The cherished recipe of leaders**

Clear, effective and strong communication is one of the essential skills required in all aspects of life. Be it personal, professional or social life; everywhere you communicate.

How effective you communicate defines your personal, professional, social relationships, growth and success.

Communication is a medium through which, you pass the information to others and receive the information from others.

**YOU COMMUNICATE THROUGH VARIOUS WAYS-**

**Verbal communication-** Face-to-face, distance, presentations, debates, etc.

**Non-verbal communication-** Body language, facial expressions, tone of voice

**Print communication-** Books, magazines, newspapers, reports

**Digital communication-** Video, E-mail, meetings, webinars, conference calls, etc.

Be it any form. Good and effective communication conveys accurate, clear information which results in a win-win situation for all.

## **MANY PEOPLE CANNOT COMMUNICATE PROPERLY BECAUSE OF-**

Problem or cannot communicate with others at all, Lack of knowledge, Fear of mistakes, Fear of rejection, Low confidence, Nervousness, Shyness, Struggle to communicate, Lack of command on language, Shortfall of correct words, Lack of fluency, Lack of clarity.

Communication skill is a learnable skill which you can learn by continuous practice, devoting more time to learn.

You can learn this very essential skill in 3 steps:

1. ACEP formula
2. Sharpen and polish it
3. Deliver

Apply a very unique formula to improve your communication skills:

### **1. A C E P**

**A: MEANS ACQUIRE KNOWLEDGE:**

It is said that knowledge is power and I truly believe in it. Knowledge can boost your confidence to communicate effectively. Gain knowledge by reading, asking, observing, listening. It can help to ensure that you construct and present your message to the best of your ability.

**C: MEANS CONQUER THE FEAR:**

The only way to conquer the fear of communication is to start communicating even if you are shy, low in confidence



and nervous. By conquering the fear, you can face these challenges with courage.

E. Be bold to express yourself even if you are making mistakes, without the fear of rejection.

#### **P: MEANS PRACTICE:**

Practice is the only way to improve your communication skills, devote time to practice, put in efforts, energy to become a very good and effective communicator.

Evaluate while practicing daily to find your strengths and area of weakness.

## **2. SHARPEN AND POLISH IT:**

Once you improve your communication, it's time to further sharpen and polish it by continuous learning, progressive learning, change and evolve continuously. There is always scope for improvement, so apart from reading-listening, learn to observe.

This will help you to get command over language, will improve your vocabulary to overcome the shortfall of correct words. With more and more practice, you will be fluent and get more clarity on how to communicate.

## **3. DELIVER:**

Now it's time to deliver to the world and make a mark in your personal, professional and social life. Whenever you will speak or talk, your communication should sound like

that of a leader. For this, you need to present in a very organized way. Here are 9 steps to leave a lasting impact with your communication:

**1. PREPARE:**

Before any conversation, talk or presentation, prepare yourself with all facts and figures, get detailed information. This will help you boost your confidence.

**2. CLARITY:**

Decide what message you need to convey, be specific, be clear and deliver your message which should be easy to understand.

**3. SHORT AND BRIEF:**

Keep your message short and brief, which creates interest among the listeners.

**4. STRONG AND SOLID CONTENT:**

Your content should be very strong and solid so that it connects with the listeners and makes the impact you need to create.

**5. FLOW:**

Communicate with the correct and relevant flow, stick to your topic, message. Don't deviate and deliver a meaningful and useful message to listeners.

## 6. INTEREST AND RESPECT:

Be polite and respectful to the listeners. Keep their interest alive with humor and a cohesive and energetic atmosphere.

## 7. CREATIVE AND INNOVATIVE:

Deliver your message creatively and innovatively to keep your listeners engrossed in you.

## 8. BODY LANGUAGE:

While communicating, your body language plays a very important role. Your eye contact, hand gestures, voice modulation, friendly tone, strong-confident and relax body stance will create a great impact on listeners.

## 9. LISTEN:

Pay attention to your listeners and clarify their doubts if any.

Apply the above steps and be a strong and effective communicator. This will help to convey your message effectively, which will create a strong and long-lasting impression. It will provide a significant advantage to surge ahead in your life.



## CHAPTER 18

# Hard work - The super highway to accomplish your dreams



“

There are no traffic jams on  
the extra mile.

”

- Zig Ziglar



### **Chapter 18**

## **Hard work - The super highway to accomplish your dreams**

Hard work is the general term that we often utter in our everyday life. However, most people misinterpret hard work as great labor work or hard physical work. But Hard work means a great deal of efforts.

Sometimes you feel lazy and lethargic to do hard work which is required for success. Sometimes you do hard work, pour in good amount of efforts but after a while, you feel like it's enough...you feel like quitting in between. This is the time when you should rethink giving up.

The following quote will surely inspire you to do whatever it takes to achieve success.

*"I hated every minute of training, but I said, 'Don't quit. Suffer now and live the rest of your life as a Champion'."*

**—Muhammad Ali**

So true, there is no shortcut to success. Muhammad Ali wanted to become the world champion in boxing. With his unshattered devotion, grit, strong willpower and persistent hard work Muhammad Ali turned his dream of becoming a world champion into reality. He deemed his quote true by living his life as a champion.

Hard work- a considerable amount of efforts is required to achieve your goals.

Many times, when you decide to work hard towards a goal, you feel that you are working hard, but it seems like you aren't getting anywhere, it's not productive, you are not getting the results you want. In this case, you need to check:

### **ARE YOU GOING IN THE RIGHT DIRECTION?**

Be clear about your purpose, goal- start walking in the right direction to achieve your purpose, goal.

### **YOU ARE DEVOTING MORE TIME BUT IS THE WORK NOT GETTING COMPLETED?**

Steer clear of all major distractions like mobile, T.V, avoid phone calls, limit your talk and keep the focus on your work. This will double your productivity and every day, you can complete your task and keep moving towards your goal.

**Do you feel exhausted?** -Every day do morning exercise, meditate, have nutritious food, nutritious energy drink, this will keep you fit, attentive and energetic. You will feel enthusiastic. Take short breaks to refresh yourself. By doing this, you will not feel exhausted.

### **ARE YOU DOING THE NORMAL ROUTINE WORK?**

Hard work means the work you do beyond your normal routine, pushing your limits to a great extent to achieve your goal.



*“Nothing ever comes to one, that is worth having,  
except as a result of hard work.”*

**—Booker Washington**

Many successful people always say work hard, achieve big in life and turn your dream into reality.

However, the formula for hard work often remains undefined.

**So, here are 7 factors that can trigger your inner giant to do hard work and achieve your goals**

### 1. BURNING DESIRE-

A burning desire is a great interest, strong wish or urge to do something, you are extremely, madly interested in or you are hell-bent to do it. This pushes you to put in the hard work and extra efforts.

### 2. SELF-MOTIVATION-

Self-motivation drives you to take initiative and action to complete your task and pursue goals. It pushes you to go on and on consistently without any external push. With self-motivation, you can win over all problems, challenges, obstacles, fatigue, stress.

### 3. PLAN-

To bring any work to completion, you need a concrete plan. This enables you to design the course of action. With a plan in place, you keep yourself on track and can also monitor your progress.

#### 4. GET TOUGH-

When you are on the mission of making big or achieve great success, you have to pour in a lot of hard work which is not easy. It requires a boatload of courage, patience, determination because it's stressful, painful and drains you completely. To overcome this, get mentally tough to triumph over or handle these stressful, painful challenges and situations. It's all about mental toughness which can be achieved by meditation. You can then come out with flying colors and achieve a great height of success.

#### 5. SACRIFICE-

In order to accomplish a big goal, you need to sacrifice your leisure time, your social meets, important functions. As also mentioned earlier, self-discipline demands sacrifice. This is the rung of the ladder which if missing can intercept your hike towards your goal.

#### 6. CELEBRATE-

In the journey of success, take baby steps and celebrate every small achievement with great enthusiasm. This will push you to do persistent hard work and keep you going.

*"A dream doesn't become reality through magic. It takes sweat, determination and hard work."*

**—Colin Powell**

## CHAPTER 19

# Be Comfortable with the Uncomfortable



“

The only time you are actually growing is when you are uncomfortable.

”

- T. Harv Eker



## **Chapter 19**

### **Be Comfortable with the Uncomfortable**

People often love and like to stay in a comfort zone, as they think that it's safe there obviously. If you come out of that comfort zone and try to explore new things, at first, it will be uncomfortable for you. But as you keep cruising away from your comfort zone persistently with courage, you will become comfortable with uncomfortable.

In my career of 30 years in the pharmaceutical industry, I had worked at various positions. Every position was at first, new to me, it had its own challenges and I felt uncomfortable. But every time I had put myself in an uncomfortable zone, with my strong willpower, flexible attitude; I overcome all the challenges.

With every change in position or promotion, I entered into a new uncomfortable zone because every new post or position had different challenges. But every time, I made myself comfortable with the uncomfortable and carved my successful path.

Now I have embarked on my new journey in the training industry as a **Positive Energy Influencer**. I want to spread positivity all over, motivate everyone and empower students and youngsters to take a quantum leap in their life as successful individuals.

Here again, I have put myself into an uncomfortable situation but I am feeling very comfortable with it because of previous successes and experiences.

Let's walk through some common situations in which you may feel uncomfortable:

- A. Early wake up
- B. Exercise and meditation
- C. New job and new responsibility
- D. Transition from job to business

And there are many situations where you may feel uncomfortable but for now, let's focus on these four common situations.

## **A. WAKE UP EARLY-**

Most people don't want to get up early and feel uncomfortable. Let's review the reasons:

- 1. Laziness
- 2. Feel bored
- 3. Love for sleep and comfort
- 4. No purpose in life

## **4 VERY IMPORTANT TIPS TO GET UP EARLY IN THE MORNING**

### **1. SLEEP EARLY AT NIGHT**

Sleep early at night, have deep sleep and then it will become very easy for you to get up early in the morning

with energy and freshness. All your laziness and boring mood will vanish and you will start your day with plentiful of enthusiasm.

## 2. SET AN ALARM

If you are not able to get up early on your own, setting an alarm will help you get up on time. But make sure to keep your mobile or alarm clock away from you, so that you should not snooze the alarm and go to sleep again.

## 3. GET UP

Once you open your eyes, count 1 to 5, get up immediately at the count of 5 and start your daily routine.

## 4. SET A GOAL

Set goal, purpose of your life, and then you won't need an alarm to get up early. Your goal wakes you up early.

# B. EXERCISE AND MEDITATION

Let's now know the reasons why people feel exercise and meditation are uncomfortable:

## 1. NO TIME

This is a very common reason why people feel exercise is uncomfortable. You will never get time in life, you have to take out time for yourself, for your healthy body, for your fitness because it rightly said **Health is Wealth**.

## 2. PHYSICAL EFFORTS

Everyone wants to do things that are as easy as pie. As exercise demands physical efforts, many people don't want to exert themselves. But remember **No Pain No Gain**.

## 3. NO NEED TO EXERCISE

Many people think that they are healthy and feel they don't need to exercise.

## 4. LACK OF PATIENCE

Meditation needs patience, and many lack it.

# 4 VERY IMPORTANT TIPS TO DO EXERCISE WITH COMFORT

## 1. MAKE A DAILY ROUTINE

It will help you to plan your day and prioritize your work, do perfect time management. Keep special time for exercise.

## 2. ANNOUNCE

Make an announcement to your family, friends about your daily exercise plan. Once you commit, you will automatically start doing exercise.

## 3. CHOOSE A PARTNER

Choose one friend as your exercise partner. In each other's company, you will start exercising, that too regularly.



#### 4. BE PATIENT

Everything in life takes some time, to get tuned to. Have patience while doing meditation. Initially you may not be able to concentrate but over the period of time you will get tuned to it and you can do meditation with ease without losing your patience.

### C. NEW JOB AND RESPONSIBILITY

Let's learn about the reasons why people are uncomfortable with the new job, new responsibility:

#### 1. ACCUSTOMED

They are accustomed to certain daily routine work at workplace and very comfortable with this regime.

#### 2. FEAR

They fear whether they will be to perform and shoulder the new job new responsibility.

#### 3. ADJUST

How to adjust to the new work culture, new colleagues.

### TIPS TO BECOME COMFORTABLE WITH THE NEW JOB, NEW RESPONSIBILITY

#### 1. CHANGE YOUR MINDSET

Whenever you get a new job or new responsibility, first accept the fact that you are going to shoulder the new

job, new role and new responsibility. Be ready to do it with a positive mindset and be comfortable with this uncomfortable feeling.

## **2. FACE THE FEAR**

Once you accept the new responsibility, take a challenge that you are going to be a super-performer. This way, you will find that you are facing the fear of performance and handling the new responsibility with ease and confidence.

## **3. BE FRIENDLY AND FLEXIBLE**

Whenever you are in new work culture, be friendly with all your co-workers. Be flexible to adjust to the new environment and culture.

# **D. TRANSITION FROM JOB TO BUSINESS**

Here are some reasons why people are uncomfortable with the transition from job to business

## **1. SAFE CHOICE**

You feel job is a safe choice. At least you get a fixed monthly income in your account which can take care of your daily requirements.

## **2. DOUBT**

You doubt your ability whether you will be successful in business.

### 3. FINANCIAL ISSUE

You think that you need piles of money to start a business and you have a financial issue

### 4. THINKS IT'S RISKY

You feel that it is risky to leave a job and get into business because of fear of failure.

## **TIPS TO BECOME COMFORTABLE WITH THE TRANSITION FROM JOB TO BUSINESS**

### 1. BE COURAGEOUS BE BOLD

Don't be afraid of switching over to business. Initially, you will feel uncomfortable and encounter the pinch of it but continue with courage, be bold and say to yourself with confidence 'I can do it'.

Most importantly, think of the money you are going to make in business which will be much higher than the salary you get every month.

With foolproof planning and hard work, you can make the transition from job to business trouble-free and rewarding.

### 2. BELIEVE IN YOUR ABILITY

Don't ever doubt your ability, instead think that you strong, capable and able to do business and you can turn the table around.

### 3. FINANCIAL ISSUE

If you take the examples of many highly successful people of the world, they made their empire on their own, without any financial backup. Lately, I had a conversation with my friends who are doing great in business. Most of them affirmed that they started their business with no money in their pocket and today, they are successful businessmen. Therefore, it not necessary to have money to start a business.

You just need an **idea**, a **goal** and a **burning desire** to succeed.

### 4 THINK OF BUSINESS AS A GREAT OPPORTUNITY

Instead of thinking about risk, think it's as a great opportunity to explore your idea, your dream, your goal. Grab the opportunity and be comfortable with uncomfortable without feeling that it's risky.

There could many other areas where you feel uncomfortable, embrace it and keep going. Once you know the entire strategy, you automatically start feeling comfortable.

If you want to succeed in life, put yourself in uncomfortable situations more often. Then you will learn the art of being comfortable with uncomfortable with the tips shared above.

## CHAPTER 20

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### Bulldoze IM from the word IM-Possible



“

Believe in your dreams and  
that anything is possible.

”

- Usain Bolt



## Chapter 20

### Bulldoze IM from the word IM-Possible

Do you dream, do you imagine? Let me rephrase this question Do you dream big; do you imagine big? Many of you perhaps do not.

*“If you can imagine it, you can achieve it. If you can dream it, you can become it.”*

—William Arthur Ward

Most people often see small dreams assuming that big dreams are impossible to achieve. Here, I would like to state that nothing is impossible. You can achieve your biggest dream if you think it's possible.

Let me ask you another question, did you ever imagine or think that a cricketer could score **100 centuries and a double century** (200 Runs in one-day international match)? Earlier, the answer was no. Because everyone thought it was impossible. But one man proved everyone wrong. Yes, you have guessed it right, he is none other than the God of cricket Sachin Tendulkar. He made impossible possible.

**6 sixes in an over** in any form of cricket were a very impossible thing to do but Yuvraj Singh made impossible-possible and hit 6 sixes in an over against England in Stuart Broad's over.

Anil Kumble took **10 wickets in an inning** in the test match against Pakistan, which was again an impossible thing to do but Anil Kumble made it possible.

Michael Phelps an American swimmer **won 8 gold medals** in a single Olympic game which no one had done before, but Michael made it possible.

Muthaiya Muralidharan took **800 test wickets** in his test career, an impossible thing made possible.

**434 runs scored** by the Australian team in a one-day international match was impossible and even more impossible to chase it. But the South African team made it possible by scoring **438 runs** and won the match.

Michael Jordon was kicked out of his high school basketball team. He missed more than 9,000 shots and lost 300 games. Now, he is known as the **best basketball player** of all time.

Stephen Hawking had a disease- amyotrophic lateral sclerosis which progressed gradually and Stephen became completely paralyzed. To make things worse, after a throat surgery, Stephen lost his ability to speak. Despite such a trail of setbacks, Stephen became **one of the most eminent scientists**.

So, let me ask one more question, what are the attributes that are common in all the achievers who made impossible things possible?

It's their thinking, it's their belief, it's their passion, it's their determination, it's their dedication, it's their hard



work, it's their positive and never-give-up attitude, it's their consistent actions.

I am now going to share another leaf from my life which is very small in comparison to all legendary personalities. But I thought to write about it in this chapter because I feel it was impossible for me to bounce back after a failure.

I failed in Diploma in engineering for 2 consecutive years and had lost all hopes. But in Pharmacy, I secured the first rank and then from working in a medical shop as a sales assistant, I progressed to becoming Manager Regulatory Affairs in a pharmaceutical company. And now, I work as a Positive Energy Influencer, motivational speaker, Student Empowerment Enthusiast. I have come a long way. It was really impossible for me after my failure but I made it possible.

## **IF I CAN DO IT, ANYONE CAN!**

You can also dream big, and with above-mentioned traits of the achievers you can make the impossible possible. **It's Possible.**



## CHAPTER 21

---

### **Gratitude is the strongest Trigger for Happiness**



“Gratitude is the fairest blossom  
which springs from the soul.”

- Henry Ward Beecher



## Chapter 21

### Gratitude is the strongest Trigger for Happiness

God has created this wonderful Universe. Have you ever thought about the Universe which gives us so many things, like Nature which includes Sky, Sun, Stars, Moon, Mountains, Sea, Lakes, Rivers, Waterfalls, Land, Soil, Trees, Leaves, Fruits, Birds, Animals, Food, Water, Air, Oxygen, Fire, etc.? God created human beings, who, unlike others, can talk and express feelings.

Every human being gets an abundance of these supplies from all these natural creations, resources like:

- Light and energy from Sun, Calmness from Moon
- Water from Rivers, Crop from Land and Soil
- Oxygen from Trees which also protects us from extreme heat, yield us medicinal leaves, fruits
- Birds and Animals enhance the beauty and give us happiness

But all above natural creations, resources never ask anything in return.

*“Gratitude turns what we have into enough, and more.  
It turns denial into acceptance, chaos into order, confusion  
into clarity...it makes sense of our past, brings peace for  
today, and creates a vision for tomorrow.”*

**—Melody Beattie**

Human beings as parents, upbringing their children's and make a lot of sacrifices. Relatives, friends, our professional colleagues, boss, all known and unknown people, and overall society help us in one or the other way.

You get shelter as Home along with all things required for daily routine.

Have you ever realized that you are taking so many things from Universe, Nature and Everyone? Have you ever paid gratitude, said thank you to Universe, Nature, Parents, Relatives, Friends, Professional Colleagues, your Boss and the Possessions you have?

*“In ordinary life, we hardly realize that we receive a great deal more than we give, and that it is only with gratitude that life becomes rich.”*

**—Dietrich Bonhoeffer**

Gratitude means being thankful for everything you have in your life. Everyone should pay and practice gratitude and say thank you. Appreciate, recognize, praise, respect, admire, acknowledge when anyone does anything good to you, or when you achieve something.

Pay gratitude to God, Nature, Parents, Relatives, Friends, all known unknown people, to all your possessions. Be more compassionate and kinder to everyone, to the entire Universe.

Every morning, as you wake up, begin your day by saying these words-

**I am very happy and thankful for this new fresh and energetic day. I express my gratitude to the entire Universe, Nature, Parents, Relatives, Friends, to all the Possessions.**

Along with verbal gratitude, keep a notebook and write in it every day. Every day, remember all the moments you want to be thankful for and express your gratitude. Make it a daily routine.

Start paying attention to good things happening in your life, notice them, pay gratitude even if you are going through challenging times. Gratitude helps you deal with your challenging times with ease and you will experience good things happening in your life. That's the magic of Gratitude.

Gratitude creates positive emotions, it creates positive environment due to which you feel happy and satisfied. Gratefulness magnifies your overall well-being, helps in building good and strong relationships.

*“Let us be grateful to the people who make us happy;  
they are the charming gardeners who make  
our souls blossom.”*

**—*Marcel Proust***





# BOOK SUMMARY

I have shared the important universal success principles in this book that enabled me to surge ahead and I have achieved desired success. These principles are universal and hence, if they help me to surge ahead and experience success, you too can use these principles and surge ahead.

I want all of you to implement these principles in your day-to-day life to develop positive attitude, build confidence, overcome your limiting beliefs and challenges, set clear and specific goals, take result-oriented actions with consistency.

Human potential is the only truly infinite resource which exists in the world. Every individual has great potential and unique ability. Unleash your true potential and identify your unique ability to convert your dream into reality.

Believe that you can do it and you will.

Wishing you all great success in all aspects of your life,

Be Positive. Stay Positive.

With Love and care

***Positive Nitin***

*Positive Energy Influencer*

*Motivational speaker*

# CALL TO ACTION

1. What is your Passion?

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2. What is your personality type?

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3. What are 5 important goals of your life?

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4. What action you will take to achieve your goals?

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5. What are your moral values?

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6. Daily morning give following positive statements to your mind and write down in a Journal and visualise it

I am the best

I am powerful

I am fearless

I am unstoppable force of nature

I love myself

I am hopeful

I think like a winner

7. Write your strengths

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8. What are your limiting beliefs and weaknesses and how you will overcome it?

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9. Write 5 formulas given in this book to stay positive

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10. Write the Action formula given in this book

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*The author would like to interact with you  
and have your feedback.*

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**Email:** [positivenitin1@gmail.com](mailto:positivenitin1@gmail.com), [sanrosatinp@gmail.com](mailto:sanrosatinp@gmail.com)

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*Thank You*

