



You Did it Before: Now Do it Better

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June 2012

For a person in business, being successful is the greatest sensation. You first envision a product or service; then, create it or are taught it; then, execute it masterfully and voila! You are a success.

Great successes also have a downside. As a success, you get more attention; expectations are higher; and there is a fear that it will never be repeated. For example, many stories exist about Academy Award winners who are depressed after receiving the prestigious gold statue for fear that was the peak of their career.

Clients come up with a wide assortment of reasons why they'll not be able to repeat noted successes. "That was the best year of my life professionally; now the economy is ruining it...I'm frustrated that I will not make the numbers this year that I made last year."

That's simply not true. With confidence, diligence, creativity, a sense of humor and imagination, you can not only repeat your esteemed successes, you can bypass them over and over again.

**Don't fall for excuses. You're bigger than that.
If you don't believe in your own success, then it will never happen.**

If you are in any sort of rut (professionally or personally) or spending too much time reminiscing about past successes, it's time for you to take control. This is your life. No one can make it successful except you. No one is to blame for your lack of motivation but you.

Make a plan of action and take control with my **'Top '7' Tips to Reclaim Success'**.

1. **Clarify your personal keys to success.** Reflect upon your greatest successes. What specifically about you created those successes? Are you smart, innovative, hard working, likeable, eager to learn? Do you possess strong values that attract people?
2. **Identify what sets you on fire.** What makes you feel really alive? Is it the element of competition; making a difference in people's lives; creating a clever new product? Your excitement makes it fun for others to work with you.
3. **Highlight your current fear.** Something is holding you back from succeeding now. What is it? Speaking it out loud will help you understand it more clearly. Find a trusted advisor with whom to discuss this fear. Ignoring it will only give it power over you.
4. **Invite failure.** Most truly-successful individuals love telling stories of past failures because it demonstrates their tenacity. Walt Disney was fired by a newspaper editor because "he lacked imagination and had no good ideas." He went bankrupt several times before he built Disneyland.
5. **Strengthen your vision.** I recently visited a Portland client who was thrilled with his new business model, bustling office, and employees. Two years ago he was consumed with how ineffective the leadership was at his company. I had to practically pry a vision of what he really

wanted out of him. Now, he is amazed that every element of that vision has come true. Focus on what you want, not upon what you don't have.

6. **Institute daily acts of creativity.** Make a plan of action; list those whom you trust to help or guide you; wear a new color; change or start your exercise routine; eat something new. Being more creative in any aspect of your life will create new neurons in your brain to aid in your professional creativity. Shake things up.
7. **Get in the game.** Get out of your office; your motivation needs a change of scenery. Meet with people who energize you—clients, customers, superiors and successful peers. Attend events that inspire you. Join organizations that stimulate your thinking—City Club, Toastmasters, Rotary.

You are not the same person you were when you experienced your last great success. You are wiser, stronger, savvier and more experienced today. I challenge you to use one or all of my **Top '7' Tips to Reclaim Success** to become wildly accomplished in any aspect of your life.

Read all of Ann's Writing and Wisdom at: <http://gvasuccess.com/writing-and-wisdom.htm>

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