



**Autobahn Secrets of Success**  
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While enjoying nine hours of the beautiful rolling hills through rural Germany on the Autobahn recently between Heidelberg to Berlin to Frankford, I reflected upon its magnificent efficiency—its keys to success.

The official German term for the Autobahn is Bundesautobahn. The literal meaning of the word is “Federal Auto Track,” and that it was. Since I was enjoying the countryside, I should mention that I was not behind the wheel.

Benefits of German engineering are well known. The quality is always superb and the skill shown is great. Craftsmanship is combined with quality engineering to achieve widely-acclaimed and high-performance products. The Autobahn is no exception.

The 12,949 kilometer (8,046 mile) Autobahn is designed for one simple purpose—to get drivers to their destination safely, efficiently, and in a timely manner.

So how do the keys to Autobahn success relate to you? Let’s take a look.

No overnight success. The Autobahn was first conceived in the mid-1920s, began in 1935, and is ongoing today. Those who expect immediate results from their efforts are setting themselves up for failure. The same vision, tenacity, dedication, and strategy that slowly brought this auto track to reality will bring you long term success.

Know the destination. Drivers know where they are going and projected time it will take to get there. They make driving decisions based on this knowledge. Too many of us make daily choices based on where we are in this moment, rather than our long term destination.

Become an expert. It’s breathtaking to watch cars move in between lanes at speeds exceeding 100 mph with ease and only inches to spare. This takes skill and expertise. Take time and the necessary steps to become an expert in your field. Your life may not rely on it as on the Autobahn, but your livelihood may.

Know who to trust. These drivers know which other drivers to trust. I suspect before they put their lives in danger by moving in front of another driver, they spend a few moments studying the movements of that car. My clients too often run into tough situations in trusting the wrong people, and not placing trust where it is deserved. Of primary importance is trusting oneself.

Pace yourself. The left lane is for passing, period. One car passes and then gets quickly out of the way so the next car can proceed. The result: traffic moves smoother, efficiently, hassle free.

Drivers who wish to move more slowly simply stay out of the way of those who are more eager to move ahead. Not everyone moves at the same pace, nor should they. Know your place on your individual road to success. Some will move faster, some slower. Be true to yourself.

Respect other drivers. Drivers respectively didn't ride each other's bumpers or drive with their horns as in New York. Nothing was tossed out of windows, demonstrating a respect for the road. Each driver had their individual goals and respected that others had their own goals. The value of respect can never be underestimated. If one (individual or driver) feels disrespected, ill behavior will ensue.

Intense Focus. Distractions like unnecessary roadside signs, billboards, litter, are nonexistent on the Autobahn. What distractions prevent the intense focus that will bring you success—the Internet, texting, email, gossiping, paying attention to what others are doing rather than your own task at hand? How can you pull yourself back to what's truly important?

Successful drivers are aware of what is happening around them and in their rear view mirror. Yet, their primary focus is on the road ahead to reach their destination.

Autobahn drivers succeed through first thinking through what they truly want; taking the necessary time to plan it out; developing the necessary skills and expertise to execute; moving confidently into action and finally thriving. They attain their goal faster, easier and they arrive more relaxed.

In which of these steps to success do you excel? Which are you missing?

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