

Thoughts on Successful People

3 principles that will make you a success.

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I was hired to do some training for a sales team from one of the largest companies in America. There were 16 people on this team. This year their sales (for the 16 of them) will be 250 million - that's right, a quarter of a billion - dollars! Needless to say, it was an excellent and fascinating time. I decided to learn a little bit myself so I watched them closely to see what kind of people they were and to see what common denominators they shared. Below is what I found. I think you will find the elements applicable to your own life.

The first thing I noticed about this successful sales team was that they had a sense of humor!

They simply weren't a terribly serious bunch of people. Instead, they saw that life was to be enjoyed and that means they were able to laugh a little bit. Sure, there were varying levels in this but they all had a sense of humor. They were able to laugh at circumstances, and they were able to laugh at themselves. It was quite refreshing and a core element of their success, I'm sure.

The second thing I found out about this group was that they did not achieve their success through pedigree, but through hard work.

They didn't come from families that gave them a free pass into the upper echelon of the corporate world and they didn't get a head start from upper crust universities. What got them to where they are now? Hard work! That's right, another example that if you put your mind to it, work hard and get in the right situation, you can achieve great things! These folks work long hours and are disciplined in the work they do. And it is paying off.

The third thing I noticed about this team is that they are learners.

They were always engaged in the learning process. During my sessions they were engaged and listening. You could see their minds processing the information. They were asking questions and applying the material to their work and their lives. They wanted to improve in any way that they could. It was also interesting to watch them in their team meetings led by their sales manager. They were very interactive and were learning from one another. None of them was above learning from a peer.

What did I see in these successful people? The same things that can make you a success as you apply the principles to your own life: ***A sense of humor, hard work, and a desire to learn at every turn.***



Chris Widener is an example of how anyone can overcome any odds to achieve a successful life and help others achieve the same. Chris has overcome many obstacles... living through his father dying suddenly when he was four, being sent away from his family to live with relatives at

age nine and becoming involved with drugs and alcohol by the age of twelve. Chris overcame those obstacles and has for the last ten years worked with some of the most financially successful families in America, helping them to achieve both personally and professionally. Now he can do the same for you!

Consulting Services

Chris Widener is proud to offer his consulting services to you. The following three areas are his specialty areas. If you have been considering the help of an outside source to help you in business or life issues, you'll want to read the following information.

Personal Growth

As a person who has worked for 10 years with people from all sorts of backgrounds, Chris Widener is an expert in personal growth. Our lives aren't just all business. We have intellectual pursuits, spiritual lives, families, hobbies, and recreation to think about too. For the best advice on how to maintain a balance in all of the areas of your life, Chris can be your own personal growth coach.

Business

Starting a new business or just want a boost for an existing one? Chris Widener is the resource you are looking for. Chris has a knack for taking complex issues and boiling them down to a step by step plan of action to help you achieve your business goals. Drawing from his own experience and a network of successful contacts, Chris can help guide you down the path of success.

Got problems? From small problems to large ones, Chris can help you get solutions! He will help you determine the problem, and then get you on your way to solving the problem in no time.

Sometimes you need an outside source to take a look at what you are doing and provide smart, creative advice. Email Chris today!

Speech Coaching

As a professional speaker, Chris is one of the best. Now, he can help you become your best whether you speak every day or simply have a once a year speech coming up. Chris has both on-site coaching and video assessments available. Email Chris today to find out how you can reach your peak as a speaker.

For strategy, advice, encouragement and an honest appraisal, give Chris
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