CLASSIC | PERSONAL GROWTH | PROFESSIONAL DEVELOPMENT

The Miracle of Personal Development

Unless You Change How You Are, You'll Always Have What You've Got

by **Jim Rohn**

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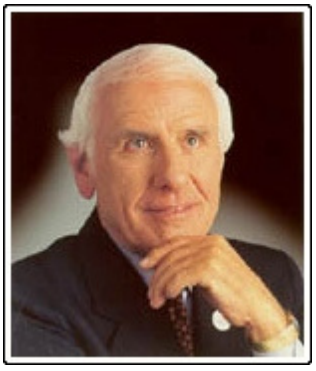

One day Mr. Shoaff said, "Jim, if you want to be wealthy and happy, learn this lesson well:

> ***"Learn to work harder on yourself than you do on your job."***

Since that time I've been working on my own personal development. And I must admit that this has been the most challenging assignment of all. This business of personal development lasts a lifetime.

You see, what you become is far more important than what you get. The important question to ask on the job is not, "What am I getting?" Instead, you should ask, "What am I becoming?"

> ***Getting and becoming are like Siamese twins: What you become directly influences what you get.***

Think of it this way: Most of what you have today you have attracted by becoming the person you are today.

I've also found that income rarely exceeds personal development. Sometimes income takes a lucky jump, but unless you learn to handle the responsibilities that come with it, it will usually shrink back to the amount you can handle.

If someone hands you a million dollars, you'd better hurry up and become a millionaire. A very rich man once said, *"If you took all the money in the world and divided it equally among everybody, it would soon be back in the same pockets it was before."*

It is hard to keep that which has not been obtained through personal development

So here's the great axiom of life:

--To Have More Than You've Got, Become More Than You Are--

This is where you should focus most of your attention. Otherwise, you just might have to contend with the axiom of not changing, which is:

--Unless You Change How You Are, You'll Always Have What You've Got--

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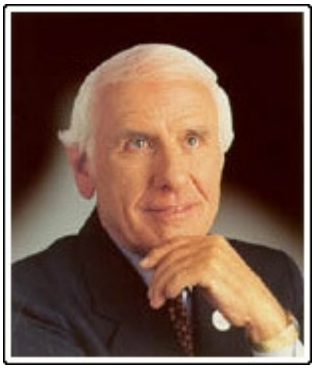

Jim Rohn is considered to be "America's Foremost Business Philosopher". He's been delivering his life and work-changing seminars for over 39 years... addressed over 6,000 audiences and four million people worldwide... he's the recipient of the 1985 National Speakers Association CPAE Award... authored 17 different books, audio and video programs... and, Mr. Rohn is internationally hailed as one of the most influential thinkers of our time.

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