PERSONAL GROWTH| PROFESSIONAL DEVELOPMENT | THINKING | WISDOM

Zig on... Success – What It Is and Isn't

Take the time to examine your life and take small steps to gain balance.

by **Zig Ziglar**

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What is success? It is many things to many people. Here are a few signs of success:

Success is closing the door to your office at the end of the day with a smile of satisfied contentment crossing your face.

It's knowing that you did a good job and that those who interacted with you had a positive experience.

Success is looking forward to getting home and seeing the people you love. It's being mentally and emotionally free to share yourself with them and to be interested in them.

Success is being loved by the people you love.

Success is sitting down to pay the bills and knowing that you have enough money to cover them, this month *and* next month. It's knowing that you have taken measures to ensure the financial security of your family in the event of your demise.

Success is knowing where to turn when it seems that there's nowhere to turn. Having a spiritual life is akin to eating food and drinking water. It's necessary!

Success is having interests or hobbies to call your own. It's things that you personally anticipate doing again and again. Having interests gives you joy and peace.

Success is waking up in the morning and feeling food. It's knowing that you eat right and exercise regularly and that you do everything you personally can to ensure continued good health.

Success is turning out the lights, slipping under the covers, and thinking to yourself, "It just doesn't get much better than this!" It's whispering a prayer of gratitude to your Creator before you fall into a deep, restful sleep.

And here are a few things that success is *not*:

Success isn't calling home from work for the fourth time this week, apologizing because you're going to miss dinner with the family again.

Success isn't hurrying into the house and hiding behind closed doors or the television set because "After the day I've had, I need my space!"

> **Success isn't having all the riches in the world and still trying to figure out how to have *more* of all the riches in the world.**

Success isn't physically going to a worship service and mentally writing a to-do list for when you get home.

Success isn't all work and no play.

Success isn't burning the candle at both ends and living on a diet of food that's delivered through little windows.

Success isn't spending mental energy figuring out how to explain why your project isn't going to come in on time, why you have to miss your child's school play, why you can't pay the bill in full as you promised, why

your eyes are red and your blood pressure is going through the roof, why you're canceling your golf game, and why you just don't find any joy in living.

> **Success is directly related to having a balanced life. If any one area is out of sync, all the areas of your life suffer. Take the time to examine your life and take small steps to gain balance.**

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Based on the principles of founder, Zig Ziglar, the Ziglar Way conveys powerful life improvement messages that transcend barriers of age, culture and occupation. Delivered through personal development training and corporate training programs, the Ziglar Way has impacted more than a quarter of a billion lives.

The Ziglar Way—a philosophy is born

The personal and professional development strategies you discover

through Ziglar are all built on or related to a basic philosophy. A philosophy developed by Zig Ziglar more than 50 years ago.

A World War II veteran who grew up poor in Yazoo City, Mississippi, Zig worked in a succession of sales companies early in life. As his sales skills grew so did his interest in motivational speaking. During speeches, his messages of hope, encouragement and faith showcased his way of life—forming the Ziglar Way.

How the Ziglar Way makes a difference

Taking action, common sense, fairness, commitment and integrity form the basis for this way of life. And when you live by this philosophy you'll live a balanced life while achieving significance at both work and home.

All Ziglar programs focus on these key items - old and new. That's why Ziglar programs from the past continually change lives while newly developed personal and corporate training programs at Ziglar remain consistent with this basic philosophy.