Personal Development

Jim Rohn’s First Pillar of Success: Part Two
Welcome to Week Two of The Jim Rohn One-Year Success Plan. We hope you’ve had a great first week and are ready for this week’s journey.

Last week we summarized the purpose and goals for The Jim Rohn One-Year Success Plan and introduced our first month’s topic—Personal Development.

We discussed the key ingredients foundational to this program being successful. I want to reiterate the points because these distinctions will be the centerpiece of our program:

✦ **Having a plan that is doable** for even the busiest of people.

✦ **Long-term perspective** focusing on the person you will become and the results you achieve one year from now.

✦ **Having a specific focus** for 30 days at a time on a core building block or Pillar of Success, allowing us to focus on 12 individual core areas over the period of a year.

✦ **Using weekly e-mail** to bring continuity, accountability and synergy.

✦ **Using supplemental audio programs and books** for listening in the car and reading at night, along with monthly conference calls and more.

You’ve already achieved more than half the victory because you made the commitment to be part of this ongoing program that addresses core building blocks essential to success. You do not have to get in a hurry, speed things up or feel stressed when you are behind. Just realize you are heading down the right road with a predetermined plan to arrive in a better, happier and more productive place.

Below, Jim Rohn will walk you through Point Two on Personal Development—Having a Plan. Then, Chris will review last week’s audio lesson and this week’s action strategies.

Thanks, and make it a great week!

*Kyle Wilson*
Hi, Jim Rohn here! Welcome to Week Two. Again, what an exciting opportunity to be able to take this next step together on our one-year journey.

Last week we discussed the fact that this is indeed a journey, a process, a destination and an adventure we are taking together.

We also introduced our first Pillar of Success, Personal Development, and the four main components that are our focus this month:

1. The Invitation—We looked at the possibilities, and I challenged you to accept the invitation to join me on this unique journey of self-development and discovery where you’ll set and reach higher goals, go for your dreams, change certain unpleasant things about yourself and make a significant difference in the lives of others.

2. The Plan—This week, we’ll talk about the plan. All good things in life are upstream, but the natural flow of life is that downward, negative pull. To combat that downward pull, you need a plan, a map to help you reach your desired destination. We’ll talk about the plan and break down the keys to creating and following a successful plan.

3. Association and Influence—we are affected by everything around us, including what we read, what we watch, who we talk with and who we spend time with. It all plays a part in how we view our world, our relationships, our opportunities, but mostly ourselves. Next week, we’ll discuss the importance of our associations and the influence they have.

4. Learning and Education—all 12 Pillars of Success we’ll study over the next year will involve personal development, becoming a student and learning. This is the foundation—one of the basics or fundamentals to becoming more, having more and doing more. We’ll cover this key aspect in two weeks.

Bonus Point—personal development is about having a celebration; creating your own unique, only-you-deserve-it-because-you-did-it, one-of-a-kind celebration!

Last week we discussed the invitation, and I congratulate you for accepting this invitation to be, do and have more in your life. The Bible says if you search, you will find, and that is what you and I are in the process of doing. We have accepted the invitation to be seekers so we can be finders of the better things life so openly offers to those who choose to partake in the process. This next year, let’s see what we can do with the soil, seed, sunshine, rain and the miracle of possibilities to turn what we have into a life filled with the equities of treasure, family relationships, enterprise, gifts galore and everything you want.

Now let’s move on to this week’s topic—The Plan.

As we all know, our results are only as good as our plan. Mr. Shoaff taught me it’s not what happens that determines the major part of our future, because what happens, happens to us all. Instead, he taught me the key is what we do about it. If we start the process of change by developing a plan, doing something different in this next year than we did the previous year, it won’t matter how small those efforts are in the beginning. Start doing different things with the same set of circumstances—ones we’ve always had and cannot change—and see what miracles occur. When we start the miracle process and change ourselves, then everything changes. And here’s what is interesting—the difference between success and failure is so subtle. Let me explain by giving you my definitions of failure and success. Failure is a few errors in judgment repeated every day. The man says, “Well, I didn’t walk around the block today and it didn’t kill me, so it must be okay.” No. It is that kind of error in judgment after six years that has him out of breath and panting as he walks from his car to his office. You can’t make those kinds of mistakes; they will end up costing you.
Now, here is my definition of success: a few simple disciplines practiced every day. Do you see the distinction? A few disciplines.... Here’s a little phrase we’ve all heard, “An apple a day keeps the doctor away.” And my question to you is, “What if that’s true?” How simple and easy is that plan?

The fact is, when you look at successful people, you will almost always discover a plan behind their success. They know what they want, they work out a plan that will get them where they want to go, and they work their plan. It is the foundation for success. We, as humans, have the unique ability to effect change in our lives; it is through our own conscious choice when we engage in the miracle process of personal development that we are able to transform our nature and our lives.

We want this first year in our program to be a success for you—a smashing success. That means you will need to have a plan, and then methodically work that plan. It is the combination of the materials and your open attitude toward learning, driven by the diligent following of a plan that is right for you, that will make this year the kind of success we know you want it to be. So let me challenge you to be no less sincere, be no less committed to the advancement of your philosophy, the set of your sail, your plan.

So, what are some good ideas on developing a plan that will work well and take you to the finish line powerfully and in style? Here are some major points to keep in mind (Chris will give you the action steps at the end).

**Develop the Plan for You.** Some people are very detail-oriented and they will follow an intricate plan closely. Others are a little more freewheeling and not really detail people. That is okay, too. In all the years of my speaking to audiences worldwide, people have asked the question, “What plan is the right plan?” And my answer: the plan that fits you. Your plan, the one you develop that is unique to you and for you. You see, each of us is unique and motivated by different factors, and you’ve got to develop one right for you, one that fits you. Some plans will not be as intricate as others, but we all must have a plan, along with goals in that plan, to move us along through the program. If you are a free spirit type, don’t tell yourself you have to spend two hours a day with a book, CDs and a journal. It probably won’t happen, and you will get discouraged! Whatever your personality, your strengths and your weaknesses, develop the plan around them! This is not a one-plan-fits-all proposition.

**Establish Times to Spend Working on the Material.** It may be every Sunday night. It may be 20 minutes each morning. It may be in the car listening to the CDs every Monday, Wednesday and Friday. Whatever it is, set the times and do it. In your step-by-step plan, put down points you can accomplish every week. They should be specific and achievable. Develop the discipline, and take those steps every day to move you closer to your goals and where you want to be.

**Keep a Journal.** Take notes. It may be on paper, it may be on a micro-recorder. Mr. Shoaff taught me not to trust my memory, but to write it all down, to find one place to gather the information that effects change. That advice has served me well all these years. Record the ideas and inspiration that will carry you from where you are to where you want to be. Take notes on the ideas that impact you most. Put down your thoughts and ideas. Brainstorm about where you are going and what you want to do. Record your dreams and ambitions. Your journals are a gathering place for all the valuable information you will find. If you are serious about becoming wealthy, powerful, sophisticated, healthy, influential, cultured, unique, if you come across something important, write it down. Two people will listen to the same material, and different ideas will come to each one. Use the information you gather and record it for further reflection, for future debate and for weighing the value that it is to you.

“If you don’t design your own life plan, chances are, you’ll fall into someone else’s plan. And guess what they may have planned for you? Not much.”

—Jim Rohn

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**Reflect.** Create time for reflection—a time to go back over, to study again the things you’ve learned and the things you’ve done each day. I call it “running the tapes again” so the day locks firmly in your memory and serves as a tool. As you go through the material in this plan, you will want to spend time reflecting on its significance to you. Here are some good guidelines for times to reflect: At the end of the day, take a few minutes and go back over the day—who you talked to, who you saw, what they said, what happened and how you felt, what went on. A day is a piece of the mosaic of your life. Next, take a few hours at the end of the week to reflect on the week’s activities. I would suggest at least one half-hour. You can also spend a few minutes reflecting on how this material should be applied to your life and circumstances. Take a half day at the end of the month and a weekend at the end of the year to capture and review your experiences so that they never disappear, to ensure your past is even more valuable and serves your future well.

**Set Goals.** We’ll cover goal-setting in the upcoming weeks, so, for now, let’s just remember your plan is the road map for how you will achieve your goals. Of all the things that changed my life for the better (and most quickly), it was learning how to set goals. Mastering this unique process can have a powerful effect on your life, too. I remember shortly after I met Mr. Shoaff, he asked me if I had a list of my goals, and, of course, I didn’t. He suggested that because I lacked a set of clearly defined goals he could guess my bank balance within a few hundred dollars... and he did! Well, Mr. Shoaff immediately began helping me define my view of the future, my dreams. He taught me to set goals because they are the greatest influence on a person’s future and the greatest force that will pull a person in the direction they want to go. But your future must be planned, well-designed, to exert a force that will pull you toward the promise of what can be.

**Act.** Act on your plan. So many times, what separates the successful from the unsuccessful is that the successful simply do it. They take action, they aren’t necessarily smarter than others; they just work the plan. Over the years, I’ve taught the time to act is when the emotion is strong, because if you don’t, here’s what happens—it’s called the law of diminishing intent. We intend to act when the idea strikes us, when the emotion is high, but if we delay and we don’t translate those feelings into action fairly soon, the intention starts to diminish. A month from now it’s cold, and a year from now, it can’t be found. So set up the discipline when the idea is strong, clear and powerful—that’s the time to work the plan, to engage in the discipline; otherwise, the emotion is wasted. And here’s what is interesting: All disciplines affect each other; everything affects everything. That’s why even the smallest action is important—because the value and benefits you receive from that one little action will inspire you to do the next one and the next one.... So step out and take action on your plan because if the plan is good, then the results can be miraculous.

Like we said last week, we are at the beginning of a fantastic journey that is going to help us become all that we want—so let’s get going!

Chris Widener is going to walk you through this week’s Action Steps and recommended listening.

Until next week, let’s do something remarkable!

*Jim Rohn*
Hello, Chris Widener here. It is great to be joining you again this week.

Last week we discussed listening to CD One from *The Jim Rohn New Millennium* (also watching the first part of DVD One if you are a Gold Member).

Here is the recap of CD One:

I love this CD because it lays such a tremendous groundwork for all of life and the success we all want to achieve.

I was particularly struck by a few thoughts:

First, it was a great reminder to me that we get what we deserve. Some people may have been taken aback by Jim when he said he deserved the applause he gets. But he did! He worked hard and earned it. The same can be true for you and me. Whatever we put our minds and actions toward will give us many great things that we indeed deserve. What a fulfilling moment when we realize our hard work and perseverance have brought us where we want to be and that we deserve to be there. Powerful!

I love Jim’s illustration about ideas—how all accomplishments start out as ideas. He told a story of walking his friends through the house that wasn’t really there yet, but he had made it real in his mind. Stephen Covey calls this “first creation.” This is another key part of the one-year program—seeing where you want to be one year from now.

I was also struck by the overriding element that we do not merely succeed for ourselves, but for others. We don’t just go to the top of the mountain by ourselves, but we help others up as well. We don’t just gain monetary wealth so we can stare at a big pile and congratulate ourselves. We gain material wealth to help others! We are not given strength to dominate others, but to serve others. When we become the servant of others, we achieve greatness.

Here are additional notes to reflect on:

To succeed, we should not neglect the assembly. There is huge value in coming together for a higher purpose—this is part of the synergy, the collective thought. This of course ties right in with our one-year program.

How to turn nothing into something:

✦ Have ideas and use your imagination
✦ Believe what you imagine is possible for you
✦ Go to work and make it real
✦ Appreciate and welcome the disciplines

You need others—you cannot succeed by yourself. Each of us needs all of us.

Success is about producing more than we need so we can give to others.

The best way to make the most of this material is to start by being thankful for what you already have.
To succeed in extraordinary times and unprecedented opportunity, we need to:

✦ Learn multiple skills
✦ Learn the disciplines
✦ Be eager to learn
✦ Argue later—just take it in for now
✦ Be a student, not a follower

Debate brings refinement of ideas. Debate with yourself and others—and be a good listener.

Enlightened self-interest means we want to succeed so we can help others!

First you survive, then you succeed!

Reaping is the reward for the planter. If you want to reap, you must do the work of planting.

Keep knocking, and the door will eventually open.

There is a big difference between what you need and what you deserve.

Giving starts the receiving process.

Laws of riches and wealth:

✦ Service to many leads to greatness
✦ The Bible says to find a way to serve many
✦ J.F.K. said to ask what you can do for your country
✦ Zig Ziglar says if you help enough people get what they want, you will get whatever you want out of life

See you next week,

Chris Widener

“The big challenge in life is to become all that you have the possibility of becoming. You cannot believe what it does to the human spirit to maximize your human potential and stretch yourself to the limit.”

—Jim Rohn
Questions for Reflection

Q. List two ways in which you can associate with others who are of a positive mindset and who also want to move toward success.

1. 

2. 

Q. Make a list of at least five people you can associate with regularly in order to form a good support system for yourself.

1. 

2. 

3. 

4. 

5. 

“The greatest gift you can give to somebody is your own personal development. I used to say, ‘If you will take care of me, I will take care of you.’ Now I say, ‘I will take care of me for you if you will take care of you for me.’”

—Jim Rohn
Most of the action steps related to personal development focus on the areas (goals, income, relationships, health, etc.) we will discuss more in depth later in this program, so this is the foundation work, with additional detailed information to come each month.

1. Take some time this week to dream and imagine your future. See what the future you (the life you desire to have, the person you desire to be) will look like one year from now.

2. Write down six main things (more if you like) you see in the person you will become one year from now. It can be related to your health, relationships, career, family, spiritual life, income, etc.
   A. 
   B. 
   C. 
   D. 
   E. 
   F. 

3. Write down six things you want to do on a weekly basis that will contribute to becoming the person you see above, and circle the ones you are not currently doing. These will be your main focus. If your health is great but your relationships suffer, keep your health curve up, but start focusing on a few things you need to do for your relationships.
   A. 
   B. 
   C. 
   D. 
   E. 
   F.
4. Make a list of 20 things you are thankful for in your life. Set a goal to review your list each day this week.

1. 
2. 
3. 
4. 
5. 
6. 
7. 
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9. 
10. 
11. 
12. 
13. 
14. 
15. 
16. 
17. 
18. 
19. 
20. 

5. Start seeing yourself and thinking in terms of the person you see yourself becoming a year from now. Act and think as that person would.
6. Each day this week, do at least one selfless act for someone.

Monday: ____________________________________________

Tuesday: ____________________________________________

Wednesday: _________________________________________

Thursday: ___________________________________________

Friday: ______________________________________________

Saturday: ____________________________________________

Sunday: _____________________________________________
A Look Forward

CD TWO OF THE JIM ROHN WEEKEND EVENT—EXCELLENT IN THE NEW MILLENNIUM

A look forward—Here is what is coming up on CD Two from The Jim Rohn New Millennium series:

✦ Personal Development—what it is and how to get it!
✦ How books will enable you to succeed
✦ The difference between profits and wages
✦ The Law of Seasons and how it affects your life
✦ The three parts to personal development
✦ And from Zig Ziglar:
  • Radical changes in small steps
  • Attitudes and skills

And more!

Notes for CD Two from The Jim Rohn New Millennium series:
Week Two