



***Your Power Formula to Success*©
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Why does success seem to elude so many of us? What is Success anyway? Why do some people seem to have this confident air about them and everything seems to come easily...money, joy, happiness?

All of my life I've been a people watcher, an observer of life. In fact, I've been a professional student of watching people and wondering why so many talented people never seem to grab the golden ring and find success. Instead, they seem to never even live up to their own potential? What's the secret? Why do some people just have "it" and most of us just "want it" but never quite achieve "it".

I'm a speaker and author and recently spoke to a group of sales executives and representatives of a Fortune 500 financial services company. I asked them several questions about their quest for success. First, however, I began with a simple question, "What did you want more than anything in this life, and did you get it?" The answers were a resounding, "Yes" and "Yes." Can you relate? Think about your own success story and the potential odds up against you? Key was "how badly did you want it?"....amazing, what we believe, we can achieve! This is not astonishing new news is it? But then why are only about 20% in any population very successful at what they are doing?

Let's look at the formula for performance: Skills + Knowledge + Feelings = Performance. What part of "if you believe, you can achieve" is the formula..... exactly right.... "FEELINGS." As a business leader/manager for over 30 years, I can tell you first hand that every person I ever managed had the skills and knowledge to do their jobs and be successful; however, not all of them FELT like doing their jobs every day.

The leadership/management development training I provide in my KISSuccess performance solutions™ manager training, helping managers and leaders understand and address exactly how to connect, not only the

skills and knowledge portion of the performance formula to the individual, but most importantly how to motivate and inspire people to FEEL connected to their jobs, company and managers on a daily basis!

Now, let's address the **SUCCESS Formula = Attitudes + Skills + Activities = Success**. Not so amazing, we see Attitudes (FEELINGS) in this formula as well. So what are the daily personal attitudes (or feelings) behaviors that successful people achieve every day, and consistently 365 days per year? Here's a partial list:

-Positive Mental Outlook -Assertive social style/follow up -Tenacious, persistent – Self-starter –Communicator, both written and verbal –.....just a few examples from the *Individual Success Behavioral Inventory* included in my new book, *Your Power Formula to Success*©.

So, where's the MAGIC? MAGIC is an acronym for Manage your priorities and your activities, Accept personal Accountability, Growth – both personally and professionally (successful people are constantly taking classes, listening to CD's, watching Success Videos, reading about Success – their cars are virtual mobile universities!), Interpersonal Skills, and finally be initiators of Change.

Last year, I interviewed internationally acclaimed Hypnotist, Thomas Nicoli on my Empowerment Radio Talk show in Chicago on the topic of Success. Tom Nicoli, BCI., CI., concurred that the formula for success lies within each one of us but must be brought from the unconscious mind to the conscious awareness level. We just have to understand our own breakdowns and break through to achieve our highest potential.

By understanding that we can control our feelings on a daily basis, and committing (feelings) to success is key to achieving it. Seek out a coach, mentor, reading materials, CD's and DVD's, books and tapes as inspiration and motivation to help you achieve the success in life that you so richly deserve. Remember, whatever you believe you can and will achieve!

Read *Your Power Formula to Success* and receive:

- Individual Success Behavioral Inventory
- The Power Success Formula
- 100 "Tough Love" Success Tips
- The M.A.G.I.C. for Success Inventory
- The Major Saboteurs that Block our Success

About the Author:

Peggy Pattison, former college professor of business, gained her practical expertise

in performance development while leading large teams and Coaching Sr. Leaders of employees in Fortune 500 Companies through the dynamics of mergers/acquisitions, downsizings, reorganizations, and restructures. She is the author of KISS Performance Solutions,,,,,Management/Leadership Training Series.

Peggy Pattison, Author, Speaker, is currently one of America's top performance coaches. Get her FREE Report: One POWER Formula to SUCCESS at <http://www.PeggyPattison.com>.

Words: 735