



THE EVEREST *Leadership Academy*

# The 8 Traits Successful People Have in Common To Be Great

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## What Really Leads To Success?

- I wondered, “How did a guy like me, an average student with many disadvantages, end up becoming successful – while other people I knew, who seemed to have much more going for them, didn’t achieve much success?”
- One thing I noticed that successful people had in common – hard work



## The 8 Factors that Lead To Success

1. Passion – successful people love what they do
2. Work – they work very hard
3. Focus – they focus on one thing, not everything
4. Push – they keep pushing themselves
5. Ideas – they come up with good ideas
6. Improve – they keep improving themselves and what they do
7. Serve – they serve others something of value
8. Persist – they persist through time, failure, and adversity



## Secondary Factors that Lead To Success

1. A positive attitude
2. Setting goals
3. Having mentors
4. Taking risks

“All success traits are not necessarily inherited, we develop them by taking action”



## Passion

- “The only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do” – Steve Jobs CEO, Apple
- “ In the sixth grade Bill Gates was underperforming in school, and generally struggling with life. He did get counseling. Once he found his passion for software he took off”
- Michael Jordan said, “I play the game because I love it. I just happen to get paid “



## Work

- You can't just have inspiration. It's maybe 10% inspiration and 90% perspiration
- "I never did a day's work in my life – it was all fun." – Thomas Edison
- "I keep doing my job because it's fun. – Bill Gates, Microsoft
- "I played for fun for nine straight years. We happened to win championships." – Michael Jordan
- "Have you ever wondered why so many rich people don't retire? They're having too much fun." – Warren Buffett



## Focus

- “We become very confident when we know we can do one thing well.” – Norman Jewison, a renowned filmmaker
- Focus is about specializing in something and becoming an expert
- Go wide than focus – not a jack-of-all-trades
- “Singleness of purpose is one of the chief essentials for success in life.” – John D. Rockefeller, Jr.
- The ability to concentrate



## Push

- Push yourself; push your shyness; push through self-doubt
- Some things to push you:
  - Goals
  - Challenges
  - Deadlines
  - Discipline
  - Competition
  - Mentors



## Ideas

- Ideas light the way to success
- How to get ideas:
  - Have a problem
  - Look around
  - Listen
  - Ask questions
  - Borrow an idea
  - Make connections
  - Mistakes and failures lead to ideas



## Improve

- Get good at what you do
- Make it better, better, better
- Aim to do your best
- Practice, practice, practice – its all about repetition
- Focus on your strengths
- Outsource your weaknesses



## Serve

- Serve others something of value
- How to be a better server:
  - Forget about yourself. Focus on others
  - Put yourself in other people's shoes
  - See the other person's perspective
  - Listen to the people you serve
  - Big ego makes a poor server



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## Persist

- Take small steps
- Never give up
  - Don't let stumbling blocks get in the way. Try to learn from them, and not get defeated by them
  - Failing doesn't stop you. Quitting stops you
  - To succeed a lot, fail a lot – Albert Einstein once said, “Ninety-nine times the conclusion is false. The hundredth time I am right.”
- Don't look back
- Determination – keep going through failure, pain, and rejection



## Perspectives

- “I’ve missed more than 9,000 shots in my career. I’ve failed over and over and over again in my life. And that is why I succeed.”

Michael Jordan

- “ You don’t learn things out of books, you learn things by getting your hands dirty. You learn things by making stupid mistakes.”

Peter Drucker

- “ Find what you love. Do what you love. Then work won’t be work.”

Apple CEO – Tim Cook

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