

The ABC's of Success

by Tammy Kohl

The ABC's, or the alphabet is something that every child learns at a very early age. It is the foundation for all communication. It provides the characters, signs, and symbols upon which we build both written and verbal communication. In addition, the alphabet is defined as the first elements or principles similar to a branch of knowledge. Using the alphabet as a model gives everyone the ability to relate to the message and integrate new ideas.



There is an "ABC" model for success, and fortunately this model can be easily applied to our business. Although the model is simple - the implementation of the model is not. Understanding of, and commitment to the concepts is critical.... for only when 100% is applied will the concepts produce success.

To understand how the specific pieces of the model can increase your business success, review the model and rate yourself on a scale of 1-10 (10 being the best and 1 being the least desirable).

ABC's for Success

Rating	Concept
	Attention to Detail: The smallest detail counts even when you do not think someone else is looking
	Boldness: Willingness to think and act with limitless creativity
	Courage: Moral strength to venture, persevere, and withstand difficulty - no matter what
	Decisiveness: The ability to make the right decisions linked directly to current goals
	Enthusiasm: Clearly defining your goals and providing positive emotion to every required task
	Failure: A bad outcome that is not to be repeated, but is a lesson to be learned from and not dwelled upon
	Generosity: The art of letting your heart speak at the right moment
	Humor with Humility: The ability not to take life too seriously with a freedom from arrogance and boastful pride
	Integrity: Absolute fidelity of truth
	Judgment/Justice: The ability to make wise decisions and equitable as well as impartial
	Knowledge: The commitment to constantly obtain and apply it to your personal and professional world
	Loyalty: Always being faithful to the promises that you make
	Motivation: Find yours, understand it, and build from it
	New Ideas: They are the foundation for success
	Opportunity: Realize that one always exists and have the courage to seek it out and capitalize on it

	Persuasiveness: The capacity to communicate your passion and beliefs
	Renewal: Regenerating, rejuvenating, and reenergizing, of yourself, your ideas, and your plan
	Satisfaction: Give yourself credit when credit is due
	Tact: Treating everyone in a respectful and appropriate manner
	Unselfishness: Finding ways to help and provide for others-first
	Virtue: The embodiment of good qualities that allows you to influence people on the basis of your character
	Wisdom: Soundness of thoughts, decisions, and actions
	Zeal: Eagerness to pursue your plans, your goals, and your vision

In those areas where you rated yourself between 1-7, there is probably some personal dissatisfaction. Developing a goal around that area will provide the focused activity needed for improvement. Where your rating fell between 8-10 give yourself credit for truly credit is due!

Based on this quick exercise ask yourself which parts of the model do you want to improve? What committed action will you take? or Will you choose to let success pass you by because of a few missing pieces?

Personal and professional success is 100% in your control. Have you made the commitment to pursue the actions necessary to ensure your success? What are you waiting for?

Tammy Kohl is the president of Resource Associate's Corporation – a world-class leader in learning and development through organizational training and leadership development. Since their inception in 1978, their unique approach has not changed: to help people become more productive and effective by linking individual performance to organizational performance. You can find more information by visiting www.resourceassociates.com

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