

# Successful or Unsuccessful?

Here are 31 commonly found qualities, personality traits, and habits that make successful people the way they are. As you read this list, think: How many items pertain to you? What areas do you need to work on?

Have a “Can Do” Attitude  
Believe That “I Will Figure It Out”  
Focus on Opportunity  
Love Challenges  
Seek to Solve Problems  
Persist Until Successful  
Take Risks  
Be Unreasonable  
Be Dangerous  
Readily Take Action  
Always Say “Yes”  
Habitually Commit  
Go All the Way  
Focus on “Now”  
Demonstrate Courage  
Embrace Change  
Determine and Take the Right Approach  
Break Traditional Ideas  
Be Goal-Oriented  
Be on a Mission  
Have a High Level of Motivation  
Be Interested in Results  
Have Big Goals and Dreams  
Create Your Own Reality  
Commit First — Figure Out Later  
Be Highly Ethical  
Be Interested in the Group  
Be Dedicated to Continuous Learning  
Be Uncomfortable  
“Reach Up” in Relationships  
Be Disciplined

**\*\*\*None of the things on this list is a superhuman quality. Every single one is attainable. Don't use just one or two of the techniques. Start thinking and operating with them, and they will become a part of you. Use them all.**