

Jim Rohn

Jim Rohn passed away in 2009 but continues to teach and inspire millions with his timeless lessons.

The Major Key to Your Better Future Is *You*

How do you become an above-average person? Work on you.

(BY JIM ROHN)

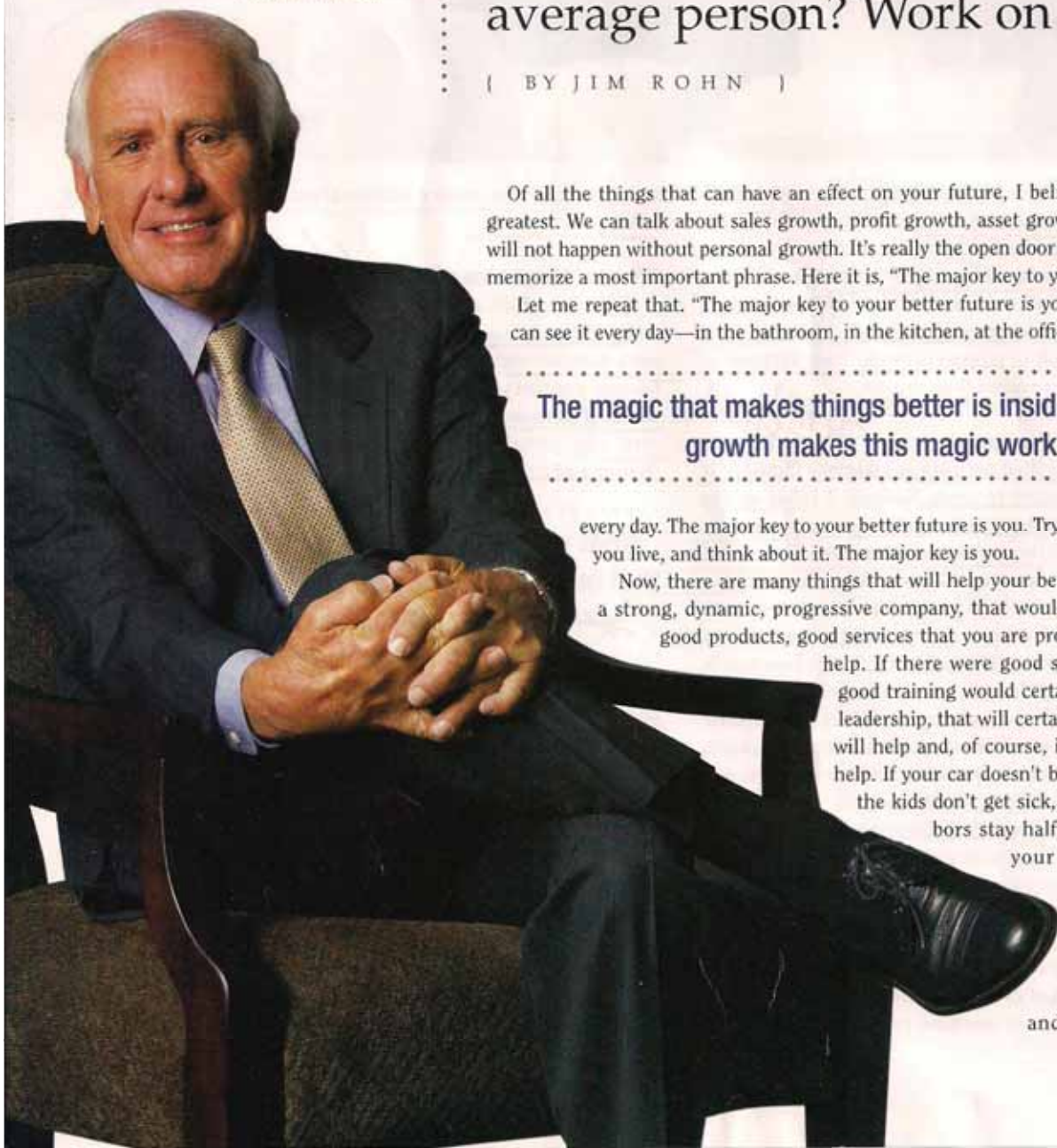
Of all the things that can have an effect on your future, I believe personal growth is the greatest. We can talk about sales growth, profit growth, asset growth, but all of this probably will not happen without personal growth. It's really the open door to it all. I'd like to have you memorize a most important phrase. Here it is, "The major key to your better future is you."

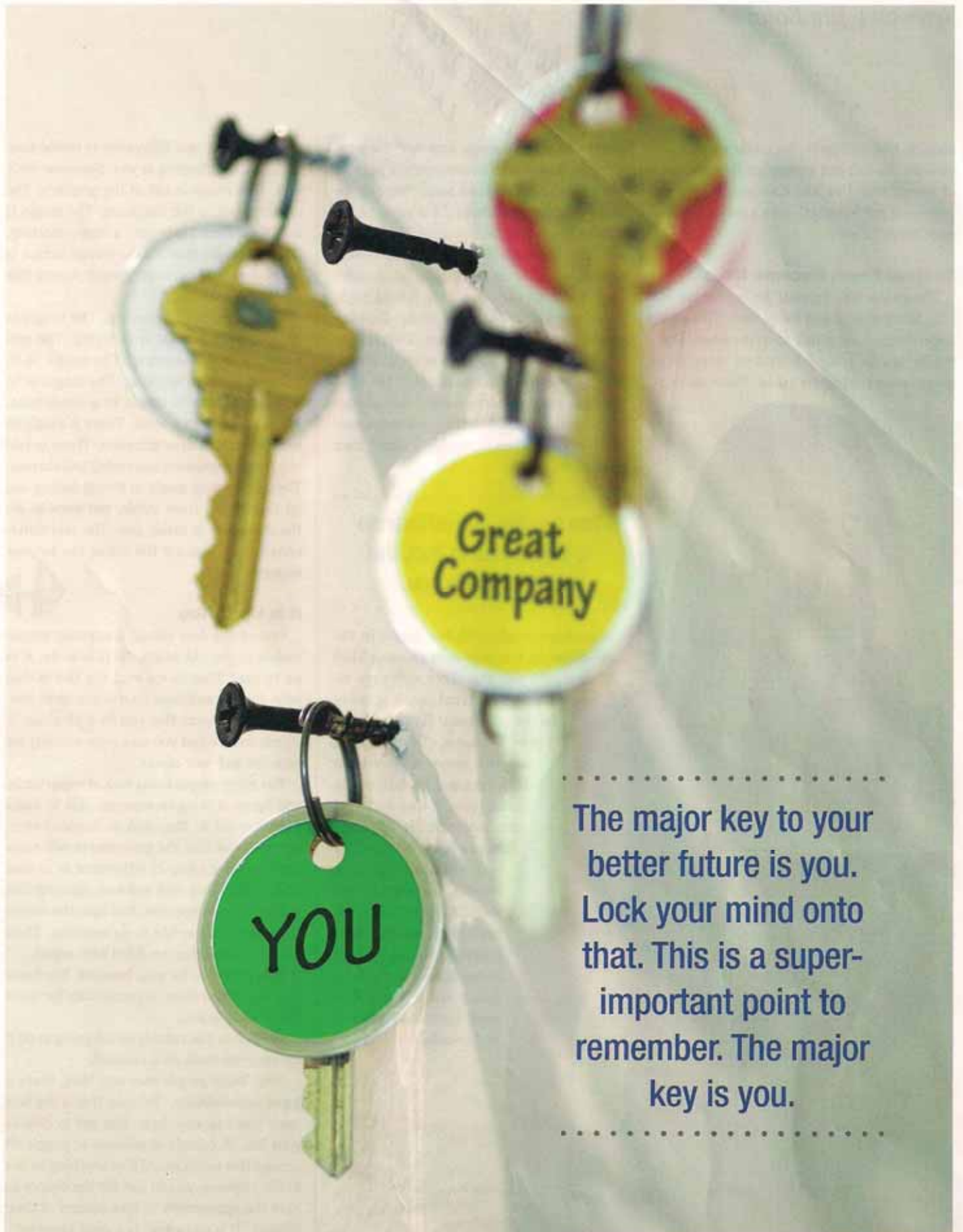
Let me repeat that. "The major key to your better future is you." Put that someplace you can see it every day—in the bathroom, in the kitchen, at the office—anywhere you can see it

The magic that makes things better is inside you, and personal growth makes this magic work for you.

every day. The major key to your better future is you. Try to remember that every day you live, and think about it. The major key is you.

Now, there are many things that will help your better future. If you belong to a strong, dynamic, progressive company, that would help. If the company has good products, good services that you are proud of, that would certainly help. If there were good sales aids, that would help; good training would certainly help. If there is strong leadership, that will certainly help. All of these things will help and, of course, if it doesn't storm, that will help. If your car doesn't break down, that will help. If the kids don't get sick, that will help. If the neighbors stay halfway civil, that will help. If your relatives don't bug you, that will help. If it isn't too cold, if it isn't too hot, all those things will help your better future. And if prices don't go much higher and if taxes don't get much





.....

The major key to your better future is you. Lock your mind onto that. This is a super-important point to remember. The major key is you.

.....

How do you develop an above average income?

heavier, that will help. We could go on and on with the list; but remember this, the list of things that I've just covered and many more—all put together—play a minor role in your better future.

To Have More, Become More

The major key to your better future is you. Lock your mind onto that. This is a super-important point to remember. The major key is you. A friend of mine has always answered when asked, "How do you

develop an above-average income?" He says, "Simple. Become an above-average person. Work on you." My friend says, "Develop an above-average handshake." He says, "A lot of people want to be successful, and they don't even work on their handshake. As easy as that would be to start, they let it slide. They don't understand." My friend says, "Develop an above-average smile. Develop an above-average excitement. Develop an above-average dedication. Develop an above-average interest in other people." He says, "To have more, become more." Remember: Work harder on yourself than you do on your job. For a long time in my life, I didn't have this figured out.

You see the real difference is inside you. In fact, the difference is you.

Strangely enough, with two people in the same company, one may earn an extra \$100 a month and the other may earn an extra \$1,000. What could possibly be the difference? If the products were the same, if the training was the same, if they both had the same literature, the same tools. If they both had the same teacher, the same compensation plan, if they both attended the same meetings, why would one person earn the \$100 per month and the other person earn the \$1,000? Remember there is a difference.... The difference is personal, inside—not outside—inside.

You see the real difference is inside you. In fact, the difference is you. Someone once said, "The magic is not in the products. The magic is not in the literature. The magic is not in the film. There isn't a magic meeting, but the magic that makes things better is inside you, and personal growth makes this magic work for you."

The magic is in believing. The magic is in daring. The magic is in trying. The real magic is in persevering. The magic is in accepting. It's in working. The magic is in thinking. There is magic in a handshake. There is magic in a smile. There is magic in excitement and determination. There is real magic in compassion and caring and sharing. There is unusual magic in strong feeling and all that comes from inside, not outside. So the difference is inside you. The real difference is you. You are the major key to your better future.



It Is Up to You

One of the first things successful people realize is the old adage, "If it is to be, it is up to me." That is, for you, the fact is that your success and your course are up to you. This doesn't mean that you do it all alone. It simply means that you take responsibility for your life and your career.

Too many people today look at opportunity and figure it is up to someone else to make sure they get it. They look at financial security and hope that the government will make sure they live safely in retirement or in case of disability. They wait and wait, figuring that it is up to someone else. And then the wait is over, and it is too late to do anything. Their life is over and they are filled with regret.

This isn't true for you, however. You know that you must take responsibility for your life. It is up to you.

The fact is that nobody else is going to do it for you; you must do it yourself.

Now, some people may say, "Jim, that's a lot of responsibility." Friends, that is the best news you can ever hear. You get to choose your life. Hundreds of millions of people all around this world would give anything to live in the situation you do just for the chance to have the opportunity to take control of their destiny. "It is up to you" is a great blessing!





Here's why:

1. You get to chart your own destiny. Maybe you want to start a small business and stay there. That's great, because you can choose that. Maybe you want to create a small chain of stores. Maybe you want to have a net worth of \$100 million. That's OK, too. The idea is that you get to choose. You can do whatever you like. Different people have different dreams, and they should live them accordingly.

2. You can reap what you sow. Sleep in and go to work late and reap the return. Or, get up early and outwork the others and earn a greater return. Place your capital at risk and earn a return, or place it at greater risk and perhaps reap a greater return. You decide what you will sow and, thus, what you will reap.

3. No one else can stop you from getting your dream. Yes, there will always be things that come up and people who may not like what you are doing, but you can just move on and chart your own course. There is great freedom in that.

4. You experience the joy of self-determination. There is no greater pride than knowing you set your mind on something and accomplished it. Those who live with a victim mentality never get to experience the joy of accomplishment because they are always waiting for someone else

Work harder on yourself than you do on your job.

to come to the rescue. Those who take responsibility get to live the joy of seeing a job well done.

Let me ask you a question: Where will you be in five years? 10 years? Or 25 years? Do you know? Do you have an idea? Have you ever dreamed about it or set a goal for it? Are you willing to take responsibility and recognize that it is up to you?

You will be wherever you decide to be in those time frames. You decide. It is up to you.

And that is very exciting! **SMH**

Jim Rohn, a renowned business philosopher, shared his success principles for more than 40 years with more than 6,000 audiences and 4 million people worldwide. Jim passed away in the winter of 2009, but continues to impact lives through his legacy and timeless principles.