# MAXIMUM ACHIEVEMENT

# Strategies and Skills That Will Unlock Your Hidden Powers to Succeed

## **BRIAN TRACY**

#### **MAIN IDEA**

There is a direct link between the quality of your thoughts and the quality of your life. In particular, your external circumstances and achievements are an accurate reflection of whatever you think about most of the time.

By exercising control over those things you think about consistently, you can experience a greater sense of power, purpose and direction. Individual levels of achievement are based on accessing the normally hidden reservoirs of potential that lie deep within every member of the human race.

The way to be happy and successful (by any definition you set for yourself) lies in finding the right combination of thoughts and actions and then integrating those thoughts and accomplishing those actions in your own life. When you can do this on a consistent and regular basis, you will be happy and successful.

#### 1. THE 7 LAWS OF MENTAL MASTERY

By using the seven laws of mental mastery, you can create in reality whatever life you can imagine. The 7 laws are:

- 1. The Law of Control
- 2. The Law of Cause and Effect
  - 3. The Law of Belief
- 4. The Law of Expectations
  - 5. The Law of Attraction
- 6. The Law of Correspondence
- 7. The Law of Mental Equivalency

#### 2. THE MASTER PROGRAM

Your Master Program controls all aspects of how you think and feel about your life. Significantly, you can reprogram your Master Program to more accurately align it with where you want to go and what you want to achieve.

The Master Program of your subconscious mind is your self-concept - the bundle of beliefs about yourself and your life. You always act consistent with your inner beliefs. Therefore, to change how you act, first change what you believe and your external actions will soon fall into alignment.

#### 3. THE MASTER MIND

It is possible to harness your mental powers in the quest for maximum achievement. Do this by using the Master Mind methods and techniques.

#### 4. THE MASTER SKILL

The Master Skill of success is to set goals and then make specific and concrete plans for achieving those goals.

#### 5. THE MASTER POWER

Use of the superconscious mind enables a person to accomplish virtually any goal that can be imagined.

#### 6. THE MASTER DECISION

Before you can activate your higher powers for personal and business success, you must decide to accept complete and total responsibility for who you now are, where you are and for everything you will become.

#### 7. THE MASTER GOAL

The Master Goal of any person's life is to achieve inner peace. This is done by organizing every aspect of your life to generate the greatest happiness for yourself and for the people closest to you.

#### 8. MASTERING HUMAN RELATIONSHIPS

At least 85-percent of your success in life is going to be determined by your ability to get along with other people in a personal or business context. Therefore, mastering human relations is essential to long-term success.

#### 9. MASTERING PERSONAL RELATIONSHIPS

The most important thing in life is love and developing close personal relationships with your husband or wife. These relationships are essential to your self-esteem and happiness, and ultimately reflect in anything you endeavour to achieve in your business career.

#### 10. MASTERING THE ART OF PARENTING

The most enduring relationship in life is that of a parent and a child. Being a good parent can literally impact on everything else you set out to accomplish with your life.

#### 11. MASTERY: THE POWER OF LOVE

The happiest achievers in the world are those people who continually and habitually look for ways to show love, kindness and affection to the people around them. Love is the most powerful force in the universe and the key to fulfilling your greatest potential.



#### MAKE YOUR LIFE A MASTERPIECE

#### Main Idea

The quality of your thinking ultimately determines the quality of your life. Your external circumstances will unerringly reflect whatever you spend the majority of your time thinking about.

#### Supporting Ideas

The seven ingredients of success, encompassing every quality a person can include in their definition of success, are:

1. Peace of mind.

Peace of mind is the natural result of living a life which is closely aligned with those values and convictions you consider to be most important. When your actions are in total harmony with your inner beliefs, you feel good about yourself and your life's labours and you experience happiness and peace of mind.

2. Health and energy.

The body has a natural bias towards good health and high levels of energy. In many cases, people simply need to stop doing those things that are detrimental and they will become healthy with no further effort.

3. Loving relationships.

Without other people being involved, anything you achieve can seem hollow. Creating an environment in which you feel fulfilled through forming long-term friendships and close associations with other people is an important and vital dimension of success.

4. Financial freedom.

When you have enough capital reserves or investment income to no longer worry day-in and day-out about how to pay your bills, you've achieved true financial freedom. The amount of money it takes to achieve this goal varies from person to person.

5. Worthy goals and ideals.

To achieve inner happiness, you need a clear sense of direction and the feeling of achieving something meaningful with your business career.

6. Self-knowledge and self-awareness.

When you understand the experiences and situations that have shaped your attitudes towards life, you have the key to achieving even more in the future.

7. A sense of personal fulfillment.

A deep sense of personal fulfillment comes from achieving everything of which you are capable. By realizing your full potential in life, you will feel happiest and healthiest.

Each of these ingredients suggest individual targets which can set the parameters of a successful and happy business life. By incorporating these elements in a description of where you would like to end up, you begin the process of achieving these goals.

#### **Key Thoughts**

"You can't help the poor by becoming one of them."

Abraham Lincoln

"Nature understands no jesting; she is always true, always serious, always severe; she is always right, and the errors and faults are always those of man. The man incapable of appreciating her, she despises and only to the apt, the pure and the true, does she resign herself and reveal her secrets."

Goethe

"Happiness has been defined as the "progressive realization of a worthy ideal". You can only be happy when you are working step by step toward something that is really important to you."

Brian Tracy

"W. Clement Stone, the multimillionaire, is famous for being an "inverse paranoid". This is someone who believes the universe is conspiring to do him good. An inverse paranoid sees every situation as being heaven sent either to confer some benefit or teach some valuable lesson to help make him successful. This form of inverse paranoia is the foundation of a positive mental attitude. This is the most outwardly identifiable quality of a high-performing man or woman."

- Brian Tracy

"There is nothing either good or bad, but thinking makes it so."

- Shakespeare

"If I see myself today as I was in the past, my past must resurrect itself and become my future."

William James

"A man becomes what he thinks about most of the time."

- Ralph Waldo Emerson

"Within every adversity is the seed of an equal or greater opportunity or advantage."

Napoleon Hill

"We didn't lose. We just ran out of time."

- Vince Lombardi

"A man can bear any what if he has a big enough why."

Nietzsche

"There are no unrealistic goals, only unrealistic deadlines."

- Don Hutson

"In England during the darkest days of World War II, in the fall of 1941, Prime Minister Winston Churchill was urged by members of his cabinet to make peace, to seek some kind of accommodation with Hitler. Churchill refused. He said something would happen to bring America into the war, and that would change the entire equation. When he was pressed on this point and asked how he could be so confident, he replied, "Because I study history and history shows that if you hold on long enough, something always happens"."

- Brain Tracy

"One must be something to be able to do something."

Goethe

# **Summaries.Com**

## The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

### Knowledge is Power — Invest in Your Future

For just \$2 per week, you will...

- > Learn from the mistakes and success of the smartest people in business;
- > Get fresh ideas, strategies & motivation that could be worth millions to you;
- > Follow emerging trends, so you can catch the wave before your competitors do;
- > Catch up on the classics you always wanted to read.

