



2) Now imagine your life if all your goals were met. What would your ideal existence be? Don't limit yourself to only financial aspirations this time. What would your career be like? Your relationships? Your leisure time? Be as detailed as possible and, again, use a separate sheet of paper if necessary.

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3) Referring back to question 2, imagine various strategies for making this ideal life become a reality.

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# ORGANIZED PLANNING

Your achievement can be no greater than your plans are sound.

When creating and adopting a plan for success, it may be necessary to have several alternatives in reserve. If the first plan you adopt does not work successfully, replace it with a new plan; if this new plan fails to work, replace it in turn with still another, and so on, until you find a plan that does work.

When making plans, keep these facts in mind:

- You are engaged in an undertaking of major importance; to be sure of success, you must have plans that are faultless.
- You must have the advantage of the experience, education, native ability, and imagination of other minds; this is in harmony with the methods followed by every person who has accumulated a great fortune.

Although the Master Mind principle is discussed at greater length later in this program (see Page 26), it is advantageous to become familiar with the concept in regard to organized planning. The following are steps to take to build practical plans, and they include several tips on using the Master Mind principle.

- a) Ally yourself with a group of as many people as you may need for the creation and carrying out of your plan or plans for the accumulation of money.
- b) Before forming your Master Mind alliance, decide what advantages and benefits you may offer the individual members of your group, in return for their cooperation.
- c) Arrange to meet with the members of your Master Mind group at least twice a week, and more often if possible, until you have jointly perfected the necessary plan or plans for the accumulation of money.
- d) Maintain perfect harmony between yourself and every member of your Master Mind group. If you fail to carry out this instruction to the letter, you may expect to meet with failure.

For each of the following important factors of leadership, rate yourself on a scale of 1 to 5, 1 indicating the greatest need for improvement.

1) Unwavering courage

1      2      3      4      5

2) Self-Control

1      2      3      4      5

3) Keen sense of justice

1      2      3      4      5

4) Definiteness of decision

1      2      3      4      5

5) Definiteness of plans

1      2      3      4      5

6) Habit of doing more than paid for

1      2      3      4      5

7) Pleasing personality

1      2      3      4      5

8) Sympathy and understanding

1      2      3      4      5

9) Mastery of detail

1      2      3      4      5

10) Willingness to assume full responsibility

1      2      3      4      5

11) Cooperation

1      2      3      4      5

# PLANNING TO SUCCEED

Everyone enjoys doing the kind of work for which he or she is best suited. An artist loves to work with paints, a craftsman with his hands. A writer loves to write. Those with less definite talents have preferences for certain fields of business and industry.

The following are steps that will help lead you to exactly the job that will guarantee your success.

- a) Decide *exactly* what kind of a job you want. If the job doesn't already exist, perhaps you can create it.
- b) Choose the company or individual for whom you wish to work.
- c) Study your prospective employer, e.g., policies, personnel, and chances of advancement.
- d) By analyzing yourself, your talents and capabilities, figure out what you can offer this prospective employer. Plan ways of giving advantages, services, developments, ideas that you believe you can deliver successfully.
- e) Forget about "a job," and forget whether or not there is an opening. Concentrate on what you can give.
- f) Once you have your plan in mind, arrange with an experienced writer to put it on paper neatly and in detail.
- g) Present it to the proper person with authority, and he or she will do the rest. Every company is looking for men and women who can give something of value — ideas, services, or connections. Every company has room for the man or woman who has a definite plan of action advantageous to that company.