

# **How Long Does Success Take?**

**A short special report by Dr.Mani**

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# HOW LONG DOES SUCCESS TAKE ?

It is almost midnight. I'm putting the finishing touches on my new collaborative project, created in partnership with 3 amazing people. I'm expecting it to bring in a high six figure income this year.

But it wasn't always like this. Not even 2 years ago. Back then, I did not even dare imagine such numbers. Never thought I could be so 'successful'.

What has changed? What was responsible for such a dramatic improvement in my attitude, in my results, in my life? And how can these lessons be useful to you?

I spent 2 full hours collecting my thoughts. Jotted down notes. Sorted them in categories into 'talking points'

And then I wrote this report.

It has the compiled, consolidated, carefully analyzed observations based on almost a decade of experience working on my online business. It contains the distilled knowledge and wisdom of my rich experiential data, and I share it with you in the fond hope that you will benefit from it too.

In this powerful short report, I reveal the '**secrets**' about what works – and what doesn't – based upon proven concepts I have validated from personal experience.

So...

**Are you ready to begin? Great.**

First, take a look at these numbers:

1996 – 0  
1997 – 0  
1998 – 39  
1999 – 127  
2000 – 344  
2001 – 3,000  
2002 – 7,964  
2003 – 27,109  
2004 – 96,436

Guess what these numbers are?

They are data from my online income records – and represent, in dollars, the income I made from my work online PER YEAR!

Not too impressive until recently, huh? I agree with you ☺ Which is the reason I named this report...

## So, How Long Does Success Take?

In my case, it took **8 years**

It could take you **8 minutes** – or even **8 seconds**

Or it could take you **8 years** – or maybe **8 decades**

**Does it matter to you?**

Are you more concerned with WHEN it will happen, than WHAT is the result?

To you, success may come quicker. Or easier. Bigger.

And that's great.

But remember this:

Always, whether known to you or not, there is something behind that success – making it possible.

**And 99 times out of 100, that something is INSIDE you.**

# Plan For Success

Stephen Pierce is my mentor. He tells a nice little story highlighting the importance of planning for success.

There's this guy who dreams of living in a nice house. He imagines the house in great detail. Where it will be, how it will look, what it will have, who will live in it – everything.

Trouble is, the minute he's finished dreaming, he wants to live in it!

In real life, however, there's a step in between. It's the missing piece of the puzzle. **It is ACTION.**

To make his dreams come true, this guy needs to take some action. He needs to find the money. He has to locate the right house – or build one. Only then can he live in the house.

Sadly, far too many people delay their own success because they lack an ACTION PLAN. They dream of success, but without action, they cannot experience the success they want so badly.

I had a plan. I had a purpose for my success. I had a vision.

Do you? If you don't, get to work on it - right now!

I've been a subscriber to Corey Rudl's newsletter since 1996. One of the best issues I remember is about creating your own business plan. When I followed it, and drafted out my own plan, I noticed improved results within a year – and they've never stopped getting better.

# Get Inspired For Success

And I had great inspiration. **My little 'heart kids'**

In real life, I'm a heart surgeon treating children born with heart defects. They've taught me a lot, these 'Little Wonders'.

Life dealt them a bad hand. Many won't see their tenth birthday, or fifth – or even their first. Unless they have major surgery. Their lives are on hold, under threat... all the time.

But they smile. Laugh. Play.

And LIVE.

They are survivors. Warriors in the battle of Life. And winners!

They inspire me.

What inspires you? Why do you do what you do? What purpose drives you to achieve more, get better, keep on persisting?

Identify it. Tap into the power of it. Use it to inspire your thoughts and deeds... to fuel your success.

## Choose Success

Imagine driving in a car to a place you want to go, and the road gets bumpy. What do you do?

You could stop, get out of the car, and curse your bad luck

You could turn your car around and go back to the smooth, quiet road to nowhere

Or...

**You could keep going on, determined to get where you're going – and knowing things will get better when you reach there.**

Not just keep going, but actually ENJOY the ride. And even be thankful that you've got a car, and that you know the way!

Stephen Pierce is fond of saying this:

## Every Dream Will Be Tested!

Anything worth getting is worth working hard to get - and worth waiting for.

If it is so quick and easy to achieve that anyone can get it, is it really going to be very desirable? Think of the things you – and most other people – want, dream about, strive for. Are they things ANYONE can get – quickly, easily?

On the wall behind my computer, I've pasted this inspiring quote by Theodore Roosevelt from 1899 –

"Far better to dare mighty things, to win glorious triumphs, even though checkered by failure, than to take rank with those poor spirits who neither enjoy much nor suffer much, because they live in the gray twilight that knows not victory, nor defeat."

So **decide you are going to succeed** – no matter what. It could take a long time. It could involve hard work. It could mean putting up with temporary discomfort.

**But You Will Choose To Do It**

## Keep Learning For Success

One of the critical elements I identified in becoming successful is learning. Constant, ongoing education. As you keep learning, you keep growing. Stop – and you cease to grow.

I've always invested in my education – at first, with my time (reading free material), and later, money.

For the first time, early last year, I had a windfall profit of \$20,000. I chose to invest \$5,000 of it in a mentorship program conducted by Jay Abraham, Stephen Pierce and Rich Shefren. It was the single biggest investment in my education – and that included medical school! 😊

Expensive? Well, let me put it this way – it was the equivalent of just over 4 YEARS of my non-Internet income!

Risky? Yes, it was – to me, at that point in time.

Still, I took the risk. And did it because of the potential benefits. It paid off. In less than a year, I've got back multiples of my investment – and can do many times more good with this profit than I could before.

Don't hold back in your learning. It is one of the surest ways to guarantee success. As my friend, Joshua 'Mr.NPOD' Shafran says,

*"If you know it, and they don't, it's a SECRET!"*

## Learn From Success

While learning is important, learning from the right person is even more important. Choose your teachers wisely, carefully. Following the wrong guide can be more harmful than not learning at all!

I've learned from some outstanding successes. People like Corey Rudl, Paul Myers, Jay Abraham, Stephen Pierce... and most of all, Allen Says. If there's a 'Marketing Genius', to me it's Allen.

His 'teaching' has brought the biggest profits for my business – and I even created a website - <http://www.DoWhatAllenSays.com> - to share some of these successes with others who may benefit from them too.

## Model Success

Find someone who you think is a success. Learn from his or her approach and strategy. Watch everything they do. Read everything they write. Listen to everything they say.

And think about it. Analyze it. Try it out and test it.

Pretty soon, something amazing happens – you'll see similar success in your business, your marketing, your life

And it's not just people. If you see a successful sales letter, model it on your sales page. If someone uses a successful marketing approach, model it in your own marketing. If you come across an exciting or innovative strategy that's also successful, try it out in your own business.

## Meet & Mentor With Successes

If you're working online, this is pretty difficult to do – unless you network actively.

I'm not a very outgoing or sociable person. I suspect most Internet marketers are not – otherwise, they'd be marketing in person, not on the Net! ☺

Still, despite all the 'advantages' of anonymity and 'work at home' convenience, it is important to go out and meet and interact with others. No great things were ever achieved alone. You always need others to help you – if you want to be a success.

It's because I realize the value and importance of networking that I hopped on a plane and flew 25 hours to a marketing seminar earlier this year.

### **And Met 7 Millionaires Over A Weekend!**

Would it happen if I'd stayed in my 'comfort zone', sitting at home in front of a computer screen? Of course not.

To get ahead, you need to get out of your zone of comfort and convenience – and do something different. Strange. Uncomfortable.

If you keep doing what you've always done, how do you expect to get anything different?!



# Become A Success

Yes, **become** a success – not by what you get, but what **happens** to you in the process.

Jim Rohn says: "I could give you a million dollars, but that won't make you a millionaire"

What he means is you don't get the character, attitude, mindset that goes into making a millionaire – even if you have a million dollars in your hand.

Zig Ziglar puts it even more powerfully with this quote:

"Life is a grindstone. Whether it wears you down, or polishes you up, depends upon what you are made of!"

The lessons you'll learn, the life experiences you'll gain, the attitudes and approaches you'll develop on your way to the top will be more important in defining your 'success' than any material reward you may receive.

And they'll also keep you at the top once you get there.

# Succeed With A Purpose

It's easy to get off target. A strong purpose serves as a guide, a compass, a homing device that brings you back.

I started my work online with a dream. Midway through, I lost direction.

It took the example of one of my Success Models – Willie Crawford – to get me back on track. In a heartfelt testimonial (which he still proudly displays on his homepage), I publicly made a commitment – and I have kept it since then.

Defining your purpose clearly, explicitly, even publicly, could be the most important determinant in your achieving success.

# Enjoy Success

Far too many people chase an elusive 'Success' – and never find it. Worse, they get frustrated, stressed out, unhappy in the aimless quest.

To enjoy success, you must appreciate it. Be grateful for what you have. Cherish and respect it.

All too often, we complain about things we do not have – and forget everything we have. One of my most powerful 'Success Secrets' is to delight in what I already have. It helps to have constant reminders of these facts in my daily life, where I work with unfortunate children born with life-threatening heart problems.

I even created a short movie around this theme for the "Congenital Heart Defects Awareness Day" event on February 14<sup>th</sup> – **A DAY FOR HEARTS** – [click here](#) to take a look at it.

## So, How Long Does Success Take?

The answer is obvious. **It really doesn't matter.** You could become a success overnight – or in a year, or two years. Just keep in mind the things other successful people do.

Most successful people

- **learn** – and keep learning
- **act** – and keep acting
- **help** – and keep helping

## And they succeed – and keep succeeding

You can too – with the right attitude, the right opportunity, the right system. I wish you enormous success in everything you do in your life.



Dr.Mani

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