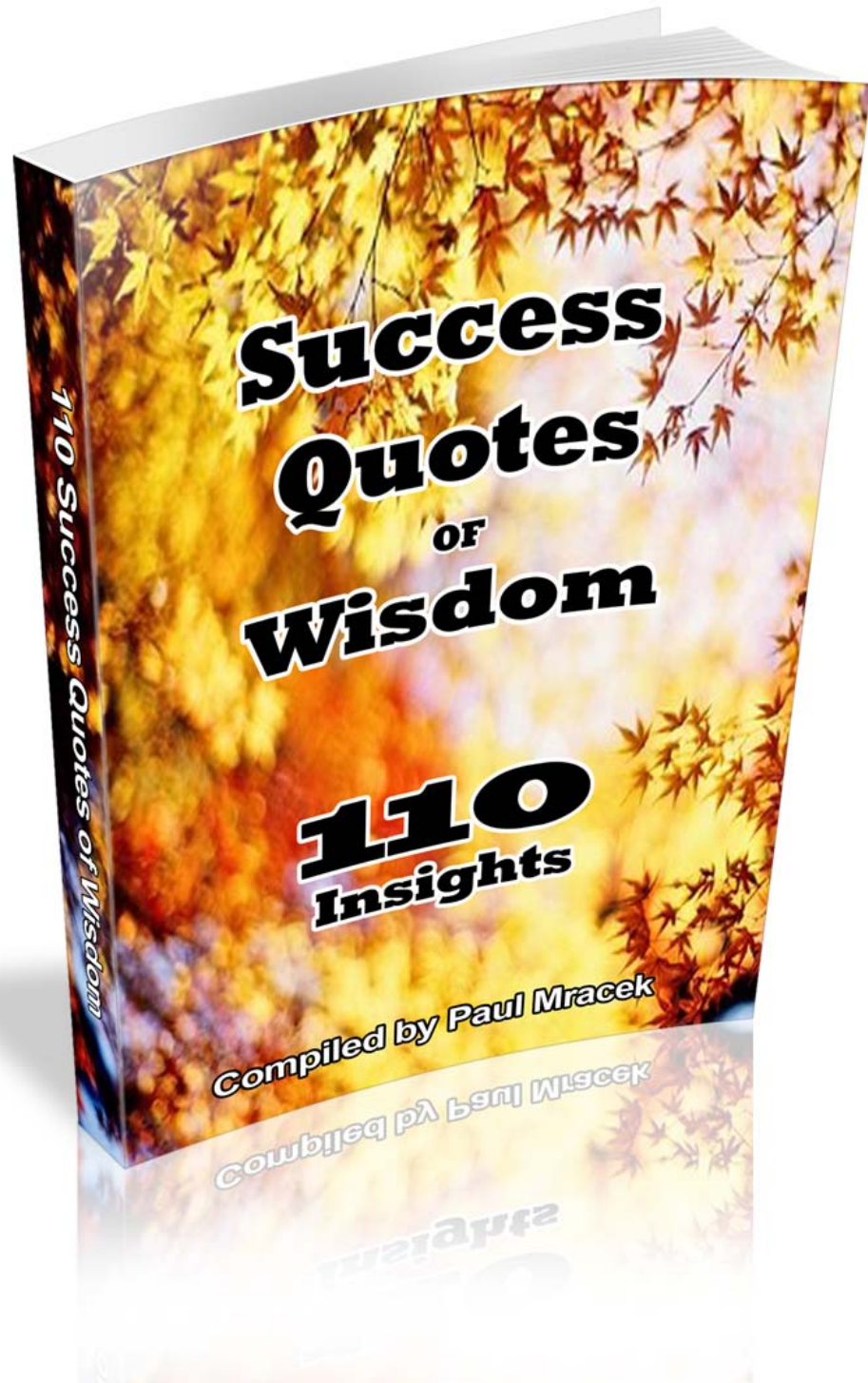


110 Success Insights



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Introduction

Welcome to this ebook from Kotan Australia, whose vision is to provide the foundation by which leaders are built and become Masters in any facet of their life. The secrets that have been taught for hundreds of years in Asia through meditation, yoga, qigong and in Martial Arts have over recent times started to be released to the rest of the world through the writings of Sun Tzu – The Art of War and Management – and Chin-Ning Chu – Asian Mind Games and Thick Face Black Heart to name just two.

The focus in these Arts is to empower each individual with the tools, skills and knowledge required to live a well-balanced life, and in doing so achieve the success you not only want but deserve.

Success through discipline in training can be directly applied to business, personal or professional outcomes by following the concepts covered. These concepts I believe apply equally well to any situation you will come across in your life.

Success's foundation is Passion plus Persistence plus Purpose. These three fundamentals apply to everyone and everything. As I have often seen and experienced during my training in Martial Arts, having information only is a poor substitute for knowledge; knowledge without understanding and action achieves nothing. This is where 95% of people are, without having the passion in what they believe, a clear purpose and focus and finally the persistence and discipline to see things through.

Listening to many people over the years there are two common words that are constantly used, can you guess what they are...nearly everybody today uses them. They are "Think" and "Try" and those who constantly use these words are living in "Hope", that what ever they do will work out in the end.

Years of training in martial arts and experience in business have shown me that to achieve your outcomes your "Mindset" is the key that determines success. "Knowing" not "Hoping" your outcome is what will determine the end result.

As you create new beliefs, you create new behaviours... your body follows your mind...this is the "**Success Mindset**". The common element in everything is YOU or ME, i.e. People.

To achieve the outcomes and the success that you want we need to have an understanding of the principles of "People", because in all cases we are dealing with PEOPLE and we need to click into what is important to them (you)...

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VERY QUICKLY... otherwise we lose them forever, whether it be as a friend, student, customer or client.

In this ebook we will be looking at a selection of inspirational quotes and insights, that reflect the wisdom of knowledge and experience of others who have known how to be successful in what ever they do, whether it be at work, rest or play. These insights are based on principles I have found can be applied across all areas and has been the "What" that has driven my success in business as a CEO of a multi million dollar international company, a Master of Martial Arts and a respected member of the community.

Whether you believe it or not, your success is intertwined with others; we must all interact and depend on other people to get things done. No matter what we do in business, socially or at home we are always dealing with people...and they can make or break you or your business. Understanding how to communicate, build rapport quickly, and personality drivers are just some of the keys to "Success".

It's often said that the meaning of communication is the response you get from others, are you getting the response and result you expect? Are you getting the attention you want?

Interested in knowing how to be able to do that...and finding out how to improve your relationships or turn prospects into long term customers and clients and achieve the success you want and deserve?

Great...well lets get started...as these 110 insights will provide the foundation for you to start the process of change towards your "Success Mindset".

To your Success... and of course...enjoy ☺

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Who Is Paul Mracek?

Before we get started I want to give you a bit of an overview about my story. I have always found that it helps to have an understanding and appreciation of the person talking to you... it helps with whether you choose to believe what I say or ignore it...that is of course your choice in the end.

The most common reaction I find from people is, "What the heck is the warrior mindset?" That's good, as that's exactly what you should be asking. As the old saying goes *"If you keep doing what you've always done, you'll keep getting what you've always had!"*...if you're happy with that, then don't read further, this is not for you.

"Why"...is it important to you, to achieve your outcomes and be successful?
"What"...difference would it make to you between hoping to have more time to spend with your family, greater financial security (especially in today's environment), better relationships and knowing that you will achieve them in your life?

"How"...would it help you to know exactly the process needed to achieve your outcomes, to leave the old "trial and error" approach behind you?

"What If"...you could increase your business performance, improve your relationships and knew that you could achieve the outcomes, to get the success you deserve?

What would it do for you or your family? How would it make you feel?

Yeah...I know it sounds like an old cliché, however seeing the way people change, the belief they get in themselves, knowing that their success is a given...this drives my passion and is my success.

If you have been over to my blog at :

www.paulmracek.com

you will see a short overview about me, so just in case you haven't been there yet here it is: " I'm a "fifty-something", tech-engineer, with three awesome kids (who have grown up way too fast), who is at a "tree change" and starting to suffer from the empty nest challenge.

For those of you who want to know more...and I know there are quite a few of you out there, the longer version with a bit more content or background follows.

I have included this so that you can see that there is a wealth of experience and a solid basis behind the process, teaching and coaching that is behind "The Success Mindset".

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PROFILE:

Master Practitioner Kotan Method
7th Dan Black Belt - Martial Arts
Chartered Professional Engineer
Fellow: Australian Institute of Management
Graduate: Australian Institute of Company Directors
Coach & Practitioner: NLP, TLT & Hypnosis

I've worked for small and large companies all over the world, travelling and working across Asia, Europe, North America and Australia.

I've managed, as CEO / Managing Director, many highly successful businesses / projects with many people across different cultures for the last 25 years in many industries, including:

- **Sales** (Trading/ Wholesale: international and domestic, Resale)
- **Manufacturing** (Automotive, Equipment, Electrical)
- **Building** (House and Commercial construction)
- **Recreational Water** (Pools & Spa)
- **Services** (Repair & Maintenance, Comfort – Heating & Cooling)
- **Aftermarket** (Whitegoods, Industrial, Commercial)
- **Mining** (Transport and Logistics)

Because of this experience and training across communication, strategic planning, to analysis, problem solving, and successful implementation I found that many people suffered from the same problems and lacked the knowledge and/or capability to make significant changes in their lives, and as a result it impacted directly on the business and more importantly in their personal lives.

Over time I established a number of common drivers which related to learning and communication modes. These provide a pointer as to how best to approach or work with people to be able to achieve outcomes for them, you and your business...you know it, it's the old "Win/Win".

Those that I worked directly with, not only made significant changes but more importantly created value to themselves and their businesses as well as for those around them.

These learnings are the basis of the "Success Mindset" and I have used them in business for many years and in many countries...I know that they work when applied the right way... and of course with empathy.

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What's In It For You?

The most asked question is "What's In It For Me" – WIIFM Factor?

That's easy - "Achieving The Success You Have Always Wanted!"

What would this do for you? How would it make you feel?

I work with you to give you solutions to your specific problems, which are practical and based on real knowledge and experience. Learn how to make your goals "Outcomes" by being Specific, Measurable, As if now, Realistic and Time sensitive, i.e. S.M.A.R.T.

You will learn to identify and understand the 4 key steps of

1. Why 2. What 3. How 4. What If

in everything that you do and use this to discover and utilise your most productive strategies, values, etc., that are already at your disposal but which are not being utilised to their maximum.

What makes me unique? I have gained my knowledge through practical "blood, sweat and tears" experience. That experience allows me to form strategies to identify and overcome the obstacles that prevent people from achieving their goals.

You get to learn from a person with a wealth of experience from Graduate Engineer to CEO/Managing Director in small business and multinationals across Australia and Asia, selling to people and organisations in Europe and the USA.

You get the understanding and insights of discipline, direct action and hidden meanings from a Master in Martial Arts and how to apply the "Warrior Mindset" to achieve success in business and life.

I have the compassion and understanding of a person who works with and in the community to provide to those who are in need, so that they can enjoy life and achieve a sense of worth.

So enjoy! You will, I am sure, be pleasantly surprised about the results you can achieve and also where you can use these principles of the "Success Mindset" to achieve your outcomes....

So what is behind the "Success Mindset"?....glad you asked that!

Come over to www.thekotanmethod.com and find out...I look forward to hearing from you!

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1. Most successful men have not achieved their distinction by having some new talent or opportunity presented to them. They have developed the opportunity that was at hand." Dale Carnegie
2. "Would you like me to give you a formula for success? It's quite simple, really. Double your rate of failure. You are thinking of failure as the enemy of success. But it isn't at all. You can be discouraged by failure or you can learn from it, so go ahead and make mistakes. Make all you can. Because remember that's where you will find success." Thomas J. Watson
3. "When a man feels throbbing within him the power to do what he undertakes as well as it can possibly be done, this is happiness, this is success." Orison Swett Marden
4. "The great successful men of the world have used their imagination...they think ahead and create their mental picture in all its details, filling in here, adding a little there, altering this a bit and that a bit, but steadily building - steadily building." Robert Collier
5. "The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather in a lack of will." Vincent T. Lombardi
6. "No one ever attains very eminent success by simply doing what is required of him; it is the amount and excellence of what is over and above the required that determines the greatness of ultimate distinction." Charles Kendall Adams
7. "My list of ingredients for success is divided into four basic groups: Inward, Outward, Upward and Onward." David Thomas
8. "There's no limit to what a man can achieve, if he doesn't care who gets the credit." Laing Burns, Jr.
9. "The greatest form of maturity is at harvest time. That is when we must learn how to reap without complaint if the amounts are small and how to reap without apology if the amounts are big." Jim Rohn
10. "Failure seems to be regarded as the one unpardonable crime, success as the all redeeming virtue, the acquisition of wealth as the single worthy aim of life. The hair raising revelations of skullduggery and grand scale thievery merely incite others to surpass by yet bolder outrages and more corrupt combinations." Charles Francis Adams
11. Few men have the natural strength to honor a friend's success without envy." Aeschylus
12. "A most important key to successful leadership is your ability to direct and challenge the very best that is in those whom you lead." Anonymous

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13. "If at first you do succeed try not to look too surprised." Anonymous
14. "Persistence gives confidence and continued right mental attitude followed by consistent action will bring success. When you have that knowing inside of you, fear has vanished and the obstruction to a life of all good removed." Anonymous
15. "Discipline yourself to do the things you need to do the things you need to do when you need to them, and the day will come when you will be able to do the things you want to do them!" Zig Ziglar
16. "Whatever task you undertake, do it with all your heart and soul. Always be courteous, never be discouraged. Beware of him who promises something for nothing. Do not blame anybody for your mistakes and failures. Do not look for approval except the consciousness of doing your best." Bernard Mannes Baruch
17. "The most successful men in the end are those whose success is the result of steady accretion. . . It is the man who carefully advances step by step, with his mind becoming wider and wider — and progressively better able to grasp any theme or situation — persevering in what he knows to be practical, and concentrating his thought upon it, who is bound to succeed in the greatest degree." Alexander Graham Bell
18. "Experience shows that success is due less to ability than to zeal. The winner is he who gives himself to his work, body and soul." Sir Thomas Fowell Buxton
19. "Success in business implies optimism, mutual confidence, and fair play. A business man must hold a high opinion of the worth of what he has to sell and he must feel that he is a useful public servant." R.H. Cabell
20. "Motivation will almost always beat mere talent." Norman R. Augustine
21. "They may forget what you said, but they will never forget how you make them feel." Carol Buchner
22. "Greatness lies not in being strong, but in the right use of strength." Henry Ward Beecher
23. "A mind troubled by doubt cannot focus on the course to victory." Arthur Golden
24. "Do what you can, with what you have, where you are." Theodore Roosevelt
25. "The world can only be grasped by action, not by contemplation...The hand is the cutting edge of the mind." Jacob Bronowski
26. "Any coward can fight a battle when he's sure of winning; but give me the man who has the pluck to fight when he's sure of losing." George Eliot
27. "Many of life's failures are people who did not realize how close they were to success when they gave up." Thomas Edison
28. "Obstacles are those frightful things you see when you take your eyes off your goal." Henry Ford
29. "The art of being wise knows what to overlook." William James

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30. "What comes out of you when you are squeezed is what is inside you." Wayne Dyer
31. "Too many people overvalue what they are not and undervalue what they are." Malcolm Forbes
32. "Anger makes you smaller, while forgiveness forces you to grow beyond what you were." Cherie CarterScott
33. "Not every successful man is a good father. But every good father is a successful man". R. Duvall
34. "If you are to be, you must begin by assuming responsibility. You alone are responsible for every moment of your life, for every one of your acts". Antoine de SaintExupery
35. "To make our way, we must have firm resolve, persistence, tenacity. We must gear ourselves to work hard all the way. We can never let up". Ralph Bunche
36. "Though no one can go back and make a brand new start, anyone can start from now and make a brand new ending". Anonymous
37. "The real contest is always between what you've done and what you're capable of doing. You measure yourself against yourself and nobody else". Geoffrey Gaberino
38. "Always bear in mind that your own resolution to success is more important than any other one thing". Abraham Lincoln
39. "What we have done for ourselves alone dies with us; what we have done for others and the world remains and are immortal". Albert Pike
40. "Success consists of going from failure to failure without loss of enthusiasm". Winston Churchill
41. "The entrepreneur is essentially a visualized and actualized... He can visualize something, and when he visualizes it he sees exactly how to make it happen". Robert Schwartz
42. "Attach yourself to your passion, but not to your pain. Adversity is your best friend on the path to success". Author unknown
43. "To achieve the impossible, one must think the absurd; to look where everyone else has looked, but to see what no else has seen". Author unknown
44. "Avoid having your ego so close to your position that when your position falls, your ego goes with it". Colin Powell
45. "I am more afraid of an army of 100 sheep led by a lion than an army of 100 lions led by a sheep". Talleyrand
46. "Always bear in mind that your own resolution to succeed is more important than any other one thing". Abraham Lincoln
47. "There is nothing so useless as doing efficiently that which should not be done at all". Peter Drucker.

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48. "Try not to become a man of success but rather try to become a man of value". Albert Einstein
49. "Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful". Albert Schweitzer
50. "If I have been of service, if I have glimpsed more of the nature and essence of ultimate good, if I am inspired to reach wider horizons of thought and action, if I am at peace with myself, it has been a successful day". Alex Noble
51. "To follow without halt, one aim; there is the secret of success. And success? What is it? I do not find it in the applause of the theater; it lies rather in the satisfaction of accomplishment". Anna Pavlova
52. "Your ability to learn faster than your competition is your only sustainable competitive advantage". Arie de Gues
53. "There are no gains without pains". Benjamin Franklin
54. "Yesterday I dared to struggle. Today I dare to win". Bernadette Devlin
55. "The distance between insanity and genius is measured only by success". Bruce Feirstein
56. "How many cares one loses when one decides not to be something but to be someone". Coco Chanel
57. "A successful person is one who can lay a firm foundation with the bricks that others throw at him or her". David Brinkley
58. "Small opportunities are often the beginning of great enterprises". Demosthenes
59. "The man who is anybody and who does anything is surely going to be criticized, vilified, and misunderstood. This is part of the penalty for greatness, and every man understands, too, that it is no proof of greatness". Elbert Hubbard
60. "The thing always happens that you really believe in; and the belief in a thing makes it happen". Frank Lloyd Wright
61. "It is common sense to take a method and try it. If it fails, admit it frankly and try another. But above all, try something". Franklin D. Roosevelt
62. "How far you go in life depends on you being tender with the young, compassionate with the aged, sympathetic with the striving and tolerant of the weak and the strong. Because someday in life you will have been all of these". George Washington Carver
63. "The greatest compliment that was ever paid me was when one asked me what I thought, and attended to my answer". Henry David Thoreau
64. "Give me a stock clerk with a goal and I'll give you a man who will make history. Give me a man with no goals and I'll give you a stock clerk". J.C. Penney
65. "Those who try to do something and fail are infinitely better than those who try nothing and succeed". (adapted) Lloyd Jones

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66. "Greatness is not in where we stand, but in what direction we are moving. We must sail sometimes with the wind and sometimes against it but sail we must and not drift, nor lie at anchor". Oliver Wendell Holmes
67. "The person who tries to live alone will not succeed as a human being. His heart withers if it does not answer another heart. His mind shrinks away if he hears only the echoes of his own thoughts and finds no other inspiration". Pearl S. Buck
68. "We learn wisdom from failure much more than from success. We often discover what will do, by finding out what will not do; and probably he who never made a mistake never made a discovery". Samuel Smiles
69. "You have reached the pinnacle of success as soon as you become uninterested in money, compliments, or publicity". Thomas Wolfe
70. "Six essential qualities that are the key to success: Sincerity, personal integrity, humility, courtesy, wisdom, charity". William Menninger
71. "Try not to become a man of success but rather to become a man of value". Albert Einstein
72. "If your success is not on your own terms, if it looks good to the world but does not feel good in your heart, it is not success at all". Anna Quindlen
73. "What's money? A man is a success if he gets up in the morning and goes to bed at night and in between does what he wants to do". Bob Dylan
74. "Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great." Mark Twain
75. "You will never change your life until you change something you do daily. The secret of your success is found in your daily routine." John C. Maxwell
76. "Know where to find the information and how to use it That's the secret of success". Albert Einstein
77. "Most great people have attained their greatest success just one step beyond their greatest failure." Napoleon Hill
78. "Success is doing ordinary things extraordinarily well." Jim Rohn
79. "Success is not measured by what you accomplish, but by the opposition you have encountered, and the courage with which you have maintained the struggle against overwhelming odds." Orison Swett Marden
80. "It is high time that the ideal of success should be replaced by the ideal of service". Albert Einstein
81. "There is no failure except in no longer trying. There is no defeat except from within, no insurmountable barrier except our own inherent weakness of purpose. Elbert Hubbard
82. "Time is the most precious element of human existence. The successful person knows how to put energy into time and how to draw success from time".

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Denis Waitley

83. "To be successful, you must decide exactly what you want to accomplish; then resolve to pay the price to get it". Bunker Hunt
84. "To establish true self-esteem we must concentrate on our successes and forget about the failures and the negatives in our lives". Denis Waitley
85. "You make a living by what you get, but you make a life by what you give". Author unknown
86. "You may have a fresh start any moment you choose, for this thing that we call "failure" is not the falling down, but the staying down". Mary Pickford
87. "Your vision will become clear only when you can look into your own heart. Who looks outside, dreams; who looks inside, awakens". Carl Jung
88. "Your work is to discover your work and then with all your heart to give yourself to it". Buddha
89. "Real success comes in small portions day by day. You need to take pleasure in life's daily little treasures. It is the most important thing in measuring success". Denis Waitley
90. "Some of the world's greatest feats were accomplished by people not smart enough to know they were impossible". Doug Larson
91. "Some people dream of success... while others wake up and work hard at it". Author unknown
92. "Instead of thinking about where you are, think about where you want to be. It takes twenty years of hard work to become an overnight success". Diana Rankin
93. "It is hard to fail, but it is worse never to have tried to succeed". Theodore Roosevelt
94. "It is literally true that you can succeed best and quickest by helping others to succeed". Napoleon Hill
95. "It is only as we develop others that we permanently succeed". Harvey S. Firestone
96. "It is the height of absurdity to sow little but weeds in the first half of one's lifetime and expect to harvest a valuable crop in the second half". Percy H. Johnston
97. "It is wise to keep in mind that no success or failure is necessarily final". Anonymous
98. "Success does not come to those who wait... and it does not wait for anyone to come to it". Author unknown
99. "Success doesn't "happen". It is organized, preempted, captured, by consecrated common sense". F. E. Willard
100. "Success has nothing to do with what you gain in life or accomplish for yourself. It's what you do for others". Danny Thomas
101. "Success is a matter of adjusting one's efforts to obstacles and one's abilities to a service needed by others". Henry Ford

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102. "Success is a state of mind. If you want success, start thinking of yourself as a success". Dr. Joyce Brothers
103. "If you hear a voice within you say "you cannot paint," then by all means paint, and that voice will be silenced". Vincent Van Gogh
104. "If you want to be successful, find someone who has achieved the results you want and copy what they do and you'll achieve the same results". Anthony Robbins
105. "If you want to succeed, you should strike out on new paths rather than travel the worn paths of accepted success". John D. Rockefeller

106. "If your work is becoming uninteresting, so are you. Work is an inanimate thing and can be made lively and interesting only by injecting yourself into it. Your job is only as big as you are". George C. Hubbs
107. "In a world where there is so much to be done, I felt strongly impressed that there must be something for me to do". Dorothea Dix
108. "In any moment of decision the best thing you can do is the right thing, the next best thing is the wrong thing, and the worst thing you can do is nothing". Theodore Roosevelt
109. "Success is always temporary. When all is said and done, the only thing you'll have left is your character". Vince Gill
110. "Success is focusing the full power of all you are on what you have a burning desire to achieve". Wilfred A. Peterson

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References

"110 Success Insights" is only one of a number of resources that is available to help you, including improved health by reducing stress in your work, social and / or home life, relationships at work or home, yoga, meditation, etc. Their origins are from Alternative Healing Modalities and it uses a more natural approach which has a more lasting and balance effect.

In addition there are a number of resources available to you, that can provide you with increased information and knowledge on how to take charge of your life by gaining a greater awareness on mind and body balance. This will provide you with a set of tools to use in most situations to achieve the outcomes that you not only want but also deserve.

Further details on the range of resources and FREE downloads and articles on mind and body balance, success, health and wellbeing, motivation, Qigong, Yoga, as well as how to use this knowledge to improve your performance and results in business and at home are waiting for you at the following sites:

- **Kotan Australia** – www.kotanaustralia.com
- **The Kotan Mehtod** – www.thekotanmethod.com
- **Life Balance Starts Here** – www.lifebalancestartshere.com
- **Yoga Articles and Videos** – www.lifebalancestartshere.com/yoga/
- **Paul Mracek Blog** – www.paulmracek.com
- **Teate Energy Healing** – <http://teateenergyhealing.ning.com/>

This site is a social network site and is free to join and has a number of interesting free downloads

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Next Steps – Success Mindset

The next step is about changing the mind to achieve the “Success Mindset”. This develops your thinking, attitude and behaviors to achieve **Results**. Kotan Australia has a number of books available as well as a Mastermind Training Program that will help you tackle your greatest challenges and conquer them. The two (2) key publications in the series are listed below, so don't miss out:

i. **Kotan – The Way To Mind And Body Balance**

Extensive reference book that covers in depth many more areas of business success, tools and how to practically achieve work life balance

ii. **The Kotan Method – Step By Step Action Guide**

This book is part of the Mastermind Training Program conducted by Paul Mracek; where he gives you his personal insights and learning's from over 20+ years in business and as a Master Instructor in Martial Arts

To find out more about these books and other services being offered by Kotan Australia Pty Ltd you can visit the websites for details:

<http://KotanAustralia.com/>

While you are there why not join the free membership program to keep you updated with additional principles and tools as they are released.

You can also keep in touch with me directly at my blog at <http://paulmracek.com/> it would be great to hear how you, or your family and your business is going.

To Your Success!

Paul