



Success Is A Numbers Game

By: Taft Mohair

We Do What We Have Been Taught!

Everyone desires to be SUCCESSFUL! But not everyone has been taught the Principles of Success. In the past ten years I have had the pleasure of working with tens of thousands of people and I have discovered that in addition to not being taught the Principles of Success that very few people **STUDY** Success. These two discoveries drove me to ask the question, 'How can someone DO what they have not been TAUGHT?'

Let's look at it from a different angle. In all of your years of academic training, spiritual training, and or on the job training, at what point was [Success Principles 101](#) offered. At what point during your formal education did any of your teachers spend time on topics such as: The Law of Sowing and Reaping; the Law of Attraction; Definiteness of Purpose; and or Affirmations.....to name a few?

Success Is A Process!

If we really give the subject matter some thought everyone in every endeavor seeks success, unless something is mentally or emotionally wrong. Those seeking success in most cases have never been trained on success and end up hitting their head up against the proverbial brick wall. Hitting our heads leads to frustration, and frustration in many cases leads to giving in to the desire to quit. Success is a process! That process involves frustration, hitting our head, falling off the horse, making mistakes and work ethic, vision, perseverance and more. *The person you BECOME in the process of mastering these success traits is tremendous and more valuable than the income you generate or recognition you receive!*

Success Principle: Success Is A Numbers Game!

My mentor, Jim Rohn, always says 'What we lack in skill we can make up in numbers!' Success in any endeavor in life demands that we go through the numbers.

The real estate investor may research 35 properties before closing on one investment property.

The car salesperson may have to sort through 30 car viewers before identifying a car buyer.

The network marketer may have to expose 25 people before he or she gets their first recruit.

In each situation we must go through the numbers. The **unseen** benefit of going through the numbers is your skill will increase! Therefore what you lack in skill initially can be made up **by going through massive numbers in a disciplined and consistent manner.** Even though you may not have the success traits mastered initially, going through the numbers enables

you to create the success you desire, explode your income and most of all GROW!

Action Exercises

Here are some action items you can execute starting today to put this Success Principle into action.

1. Make a decision today to commit to going through the numbers independent of your potential clients response. All successful people make quick decisions and TAKE MASSIVE ACTION!
2. Set a goal for the next 30 days. Break that goal into weekly and daily activity. Go through your numbers in a consistent and disciplined manner! This may be you piquing 15 people per day or asking 8 people per day for a referral. *The number is not as important as building the habit of discipline and consistency!*
3. At the end of each 7 day period review the previous week. Take notes on "What I did great!" and "What I need to work on!"
4. Interview the top producers in your field and do what they did without fail!

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