

TOP SECRET

Inside Information

FROM THE COMFORT KILLERS

ON SUCCESS

STRATEGIES

ASSESSING YOUR OWN SUCCESS

MEASURE BY THE SATISFYING SENSE THAT ALL YOUR ENERGIES AND SKILLS ARE BEING TESTED

CRUSH YOUR ECONOMIC PERFORMANCE

LOOK FOR MORE CHALLENGING SITUATIONS THAT OFFER GREATER STIMULATION

PLAY THE GAME BECAUSE THE GAME ITSELF PROVIDES A WELCOME OPPORTUNITY FOR SELF RENEWAL — (PLAY THE GAME TO WIN)

HIGH ACHIEVERS ARE ABLE TO MONITOR THEMSELVES TO ACHIEVE A LEVEL OF PERFORMANCE AND A DEGREE OF SATISFACTION THAT ARE BEST FOR THEM

solid NETWORKING.



DOING BUSINESS



EXCHANGING INFO



APPOINTMENTS



GIVE/GET SUPPORT

1) Make a list of 100 contacts (Rank them in four groups)

- Group A: 10 vital contacts whose aid you need. You should contact them within the year
- Group B: These contacts may be able to help you in 3-5 years from now (see them periodically)
- Group C: Make a note to keep in touch with these contacts. It is possible they can help but it's hit or miss. (75% of contacts in this category)
- Group D: Cross them off your list. These contacts not only can't help, they can hurt your career.

The background of the entire image is a close-up photograph of several hands of different skin tones. The hands are positioned to form a heart shape in the center. The image is slightly blurred, giving it a soft, ethereal feel. A semi-transparent grey rectangle is overlaid on the image, containing the text and decorative elements.

FOCUS ON • •

FRIENDSHIP AND SUCCESS.

POSITIVE EXCHANGE OF ENERGY

GOOD RELATIONSHIPS.

AUTHENTIC GIVING

AUTHENTIC RECEIVING

Questions to Ask Yourself

A red, rectangular stamp with a distressed, ink-like texture is tilted diagonally. It contains the words "INSIDER" and "INFORMATION" in a bold, sans-serif font, stacked vertically. The background is a solid, textured orange color.

**INSIDER
INFORMATION**

Are our value systems compatible?

Are we interested in each other's activities?

Do we confront each other over controversial personal issues?

Do we respond to each other straight forwardly?

Do we derive strengths from our meetings?

LOOKING LIKE
A WINNER
INSIDE
+ outside



Looking Like a Winner

Some people have an unmistakable aura of success because they've really made it. But those on the way up can look like winners if a few basic tactics are followed.

HANDLING YOURSELF IN COMPANY: A

- 1) Don't be cheap
- 2) Avoid under tipping
- 3) Stay current. Contribute to conversation
- 4) Meet important people
- 5) Don't be bashful

HANDLING YOURSELF IN COMPANY: B

- 1) Answer correspondence within 24 hours
- 2) Dress well
- 3) Go for quality over quantity
- 4) Dress according to what you have to do or whom you have to see

HANDLING YOURSELF IN COMPANY: C

- 1) Act like you belong
- 2) Don't gawk or whisper
- 3) Look people in the eye
- 4) Take the lead in conversation