

Ask the Coach

by Bill Lovett

Achieving Success

“Success is not measured by the heights one attains, but by the obstacles one overcomes in its attainment.”

Booker T. Washington

Success! We desire it. We covet it. We seek it. It's that elusive dream that we all want. No one sets out to achieve failure - only success.

But do we have the persistence to hang in when things get difficult...when obstacles appear. Or do we falter out of lack of conviction, lack of creativity or lack of desire? Do obstacles overcome us or do we use them as stepping stones to achieving our dreams?

No matter how we define success I have found over the years that there is only one formula that can assure our achieving the success we desire. That formula is:

$$S = f (P + O)$$

Success is a function of preparation plus opportunity.

It involves the following steps:

1. Having a **clear vision** of what the success will look like when you achieve it.
2. **Preparation** - doing everything that possible to become equipped when the opportunity presents itself.
 - gaining the necessary skills, knowledge and attitudes that will get you the results you desire
 - having the patience and belief that the opportunity will present itself
 - developing relationships that will support and challenge you
3. **Capitalizing** on the opportunity when it does occur. Constantly putting yourself in the right places where the opportunities happen. Always looking for them. Being able to recognize the opportunities when they appear.

All along the way are obstacles that get in our way and must be overcome if we are to succeed - fear, lack of confidence, impatience, and cutting corners - just to name a few. How you handle these obstacles will determine whether or not you achieve success.

Remember. To achieve the success you desire, you must be constantly preparing yourself physically, intellectually, emotionally and spiritually in order to capitalize on the opportunities when they appear. Therefore on a daily basis, you are either preparing for opportunities that may appear or capitalizing on the ones that you have prepared for. Be alert and be prepared to celebrate your success.

Bill Lovett is a Executive Coach and President of Lovett Associates. For the last twenty years he has specialized in helping people move themselves or their businesses from where they are to where they want to be by focusing on follow through on goals, personal accountability, and measurable results.