

# The Secret to Success Begins By **NOT** Being On Someone Else's Plan



At a recent conference, I once again heard these words "***If you don't have a plan and work that plan, you are on someone else's plan and working that plan.***" From my 20 plus years in business and education, one of the most consistent behaviors I observe is the lack of a written plan.

Many people wonder why they are not successful and they fail to realize that **success begins with a written Action Plan**. Yet, a common day activity quietly reveals the power of the written word.

Everyone has experienced the value that a simple, written grocery list has. When that written list is forgotten, the trip to the grocery store usually ends up costing one if not all of the following:

- **Money** because we spent more than originally planned
- **Time** because we walked up and down aisles that we hadn't planned
- **Frustration** because we failed to purchase everything on the plan
- **Redo's** because we had to return sooner than planned
- **Control** because the grocery store marketing experts now are in control

This simple list not only has value, but the **value is significant** due to the costs associated with not having a written list. *So if a simple written grocery list has significant value, then where is the written plan for the rest of your life?*

If **you don't have a written plan** to achieve the success that you desire, then what **you are really saying to yourself** and others is that this simple, **written grocery list has more value than your ENTIRE future!**

So if **you want to achieve success, begin today**, and start committing your dreams and goals to writing. Keep these written lists in an organized binder and review them weekly, monthly and yearly. *Since you haven't used chisels and stone*, you can easily review them and make the necessary course corrections because life is full of change. **The secret to success is only a pen or pencil and a sheet of paper away.**

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