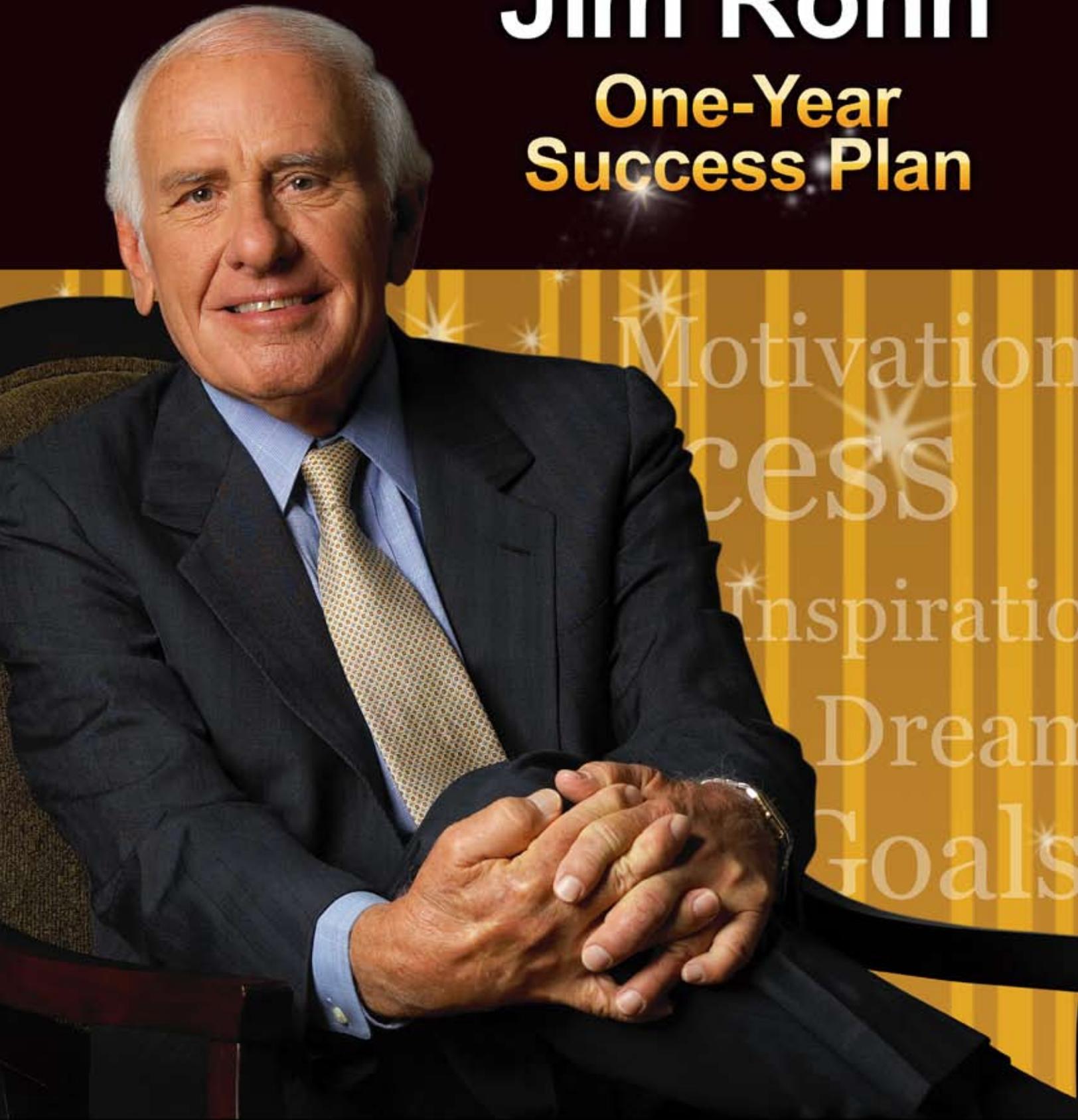


Jim Rohn

One-Year Success Plan



A Comprehensive Resource and Success Plan Designed to Help
You Reach All of Your Goals over the Next 12 Months!

Welcome

We would like to officially welcome you to *The Jim Rohn One-Year Success Plan!*

This is the most exciting venture we have ever embarked upon, and we are so glad that you have made the decision to be a part of it.

We believe this program is one of the most comprehensive resource and success plans ever created; it is designed to help you achieve your desired goals.

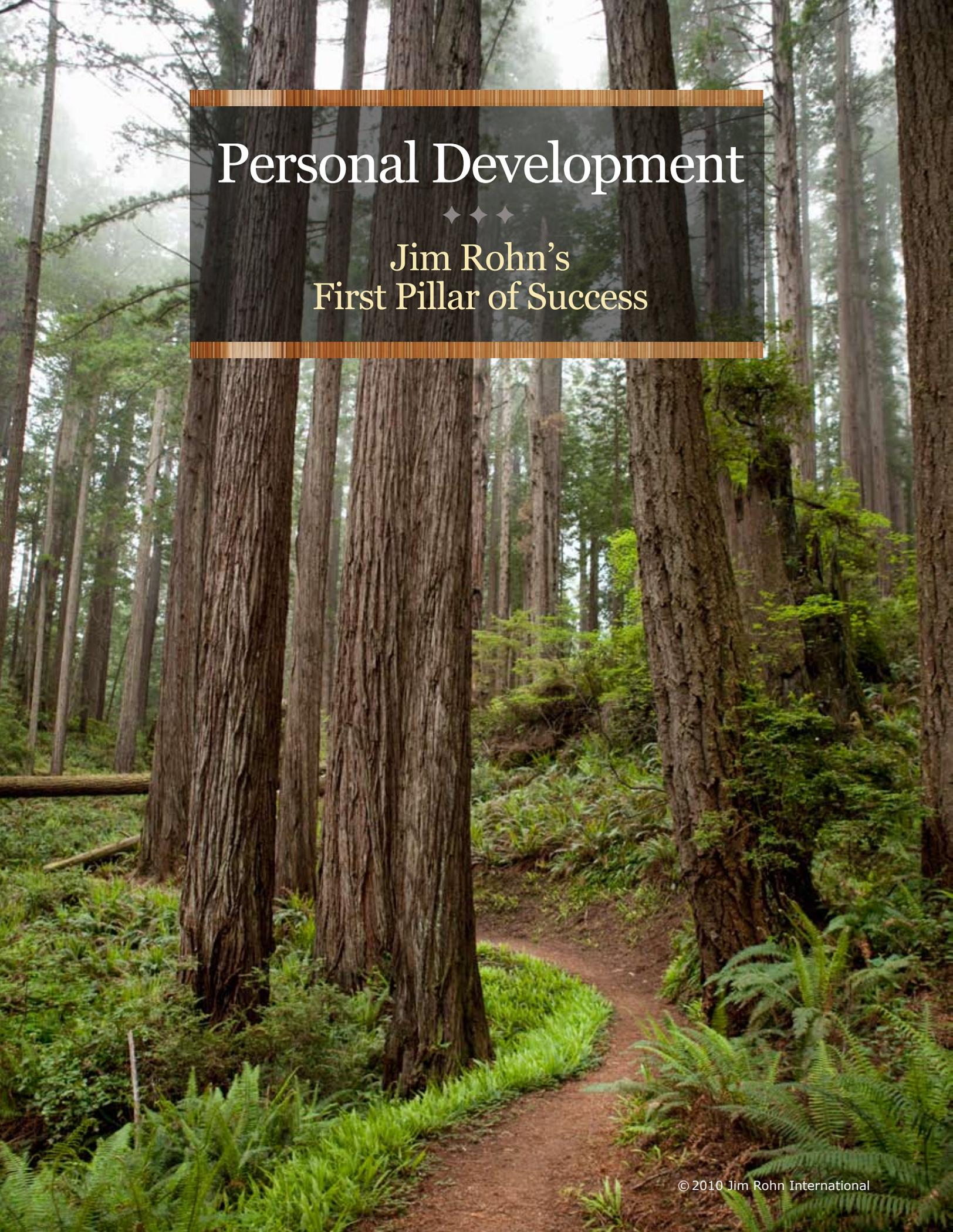
Most of us have the desire to either improve (successful people are always the first to act on their desire to continually grow) or we have a need or challenge in one or more of the areas of time, money, faith/belief, managing an ongoing game plan, balance, new skills, leadership, health and relationships. As we all know, there can be a huge need/benefit to having an outside support system that can, on a weekly basis, provide a plan, tools, follow-up communication, cutting-edge training, leadership, and perhaps most important, synergy.

As a result, we have created a program that involves a one-year game plan, 12 Pillars of Success, weekly communication, written resources, audio resources (listen while in your car), monthly conference calls, and special bonus books and audios—all from premier trainers. This plan empowers you to grow and continually transform yourself over a one-year (daily/weekly/monthly) period of time while focusing on a new Pillar of Success each month.

Let's begin the journey!

The 12 Pillars of SUCCESS

- Month 1** **Personal Development**—Become the person you truly desire to be by engaging in a lifelong strategy of skills, knowledge and self-improvement (which will also place you in the upper echelon of your particular industry).
- Month 2** **Goal-Setting**—Achieve a sense of purpose behind every action, as well as multiply your long-term success quotient by having a set of clearly defined 10-year goals.
- Month 3** **Health: Spiritual/Physical/Emotional**—Improve your looks, confidence, energy, quality and length of life by having a consistent health/fitness philosophy and maintaining a health plan.
- Month 4** **Money: Financial Independence/Getting Out of Debt/Saving/Giving**—Place yourself ahead of 85% of the population and increase your odds of achieving financial independence by retirement age by 90%, simply by having a sound financial philosophy and proven investment plan.
- Month 5** **Relationships**—Improve your ability to be a more effective and loving parent, spouse and friend by improving your relational skills.
- Month 6** **Time Management**—Gain between 10 and 15 additional 40-hour workweeks per year (multiply one to two hours a day by 365 days a year) by applying more productive time-management methods each day.
- Month 7** **Networking/Referrals**—Tap into one of the greatest resources we possess, and have a more powerful, positive influence in the marketplace by utilizing our current relationships and networking base.
- Month 8** **Selling/Negotiating**—Increase your production by 10–50% without investing more time or effort by improving your selling, networking and negotiation skills.
- Month 9** **Communication/Presentation**—Increase every level of performance related to your company, staff and yourself, as well as all your personal relationships, by mastering the art of communication.
- Month 10** **Leadership**—Multiply your efforts and have a positive influence over a larger sphere of people by learning effective leadership and management skills.
- Month 11** **Accelerated Learning**—Quickly improve your skills and aptitude to gain and retain knowledge in any area (communication, time management, leadership, etc.) through memory and speed-reading techniques and more.
- Month 12** **Legacy/Contribution**—Take the time to apply your skills in making a difference in your community and world—something that will have an impact on future generations.

A photograph of a forest path with large trees and ferns. The path is a narrow dirt trail winding through a dense forest. The trees are tall and slender, with thick, textured bark. The ground is covered in lush green ferns and other forest floor vegetation. The lighting is soft and natural, suggesting a misty or overcast day. The overall atmosphere is serene and peaceful.

Personal Development



Jim Rohn's
First Pillar of Success

Week One

There are many ingredients to creating success, but we made the decision based on our observations and conversations over the years to create a program built on these core ingredients:

- ◆ **Having a plan** that takes into account the fact that people are very busy and have very full schedules. This is big; we want to do it all, but sometimes you have to start modestly, fall in love with the process, and as a result, make learning and growing a priority. Because of this, we will go at a pace that is doable for even the busiest people.
- ◆ **Long-term perspective.** This will be a marathon, not a sprint. Win the war, not the battle. You've heard the cliché, but it is true: The real success of this program will be based on the person you become and the results you have achieved one year from now.
- ◆ **Having a specific focus** for 30 days at a time on a core building block or Pillar of Success. Then use that Pillar as a foundation to build on the following month. This allows us to focus on these 12 individual core areas over a period of a year, without becoming overwhelmed.
- ◆ **Using weekly e-mail** to bring continuity, accountability and synergy. It's easy for most of us when we don't have to call all the plays. The weekly e-mails will help you to jump in and get going without having to create the beginning motion.
- ◆ **Supplemental audios and books** for listening to in the car (for Silver and Gold Members) and reading at night. This is important, so we all receive multiple injections of ideas and strategies in a variety of ways throughout the week and month.
- ◆ **Conference calls** from industry leaders focused on the specific topic that month—again, a variety of voices and input.
- ◆ **Plus, bonus downloadable books** and audios as we go.

Our job is to deliver the above to you. And even more important is your job to take the above and invest yourself into the process. Some weeks and months you will be more involved in the process than others. That's okay. The key here is the plan, not the amount. Just stay with the plan, and as you participate, you will see remarkable growth appear in your life overall and in the results you have within the specific areas in which we focus.

We look forward to taking the journey together with you!
Kyle Wilson

“Persons who reach the higher rungs in business management, selling, engineering, religious work, writing, acting and in every other pursuit get there by following conscientiously and continuously a plan for self-development and growth.”

—David J. Schwartz



Personal Development

Personal development is a journey because you will not get there overnight. But you will get there. Step by step, you will get a little bit closer, a little bit farther down the path. It is a journey because it is both a process and a destination (though you will find that when you get “there,” you will have another destination in mind, one that is still farther down the road).

It is a journey because it will be fun, just as an adventure you embark on would be. It is a journey because it will be hard at times and it will take time. You will plug away and wonder when you will get there, but you will be making progress, getting closer and closer with each passing mile you travel. This is exciting!

So what are the keys to personal development? This is a good question and one in which you should pay careful attention to the answers.

FOUR MAIN THOUGHTS ON PERSONAL DEVELOPMENT

First, I believe the personal-development road is an invitation sent to all, but recognized by few. It seems to me that those on the personal-development road oftentimes are somehow invited into a special banquet hall to take a sneak peek at what is possible. This glimpse invites those rare questions that most people simply don’t ask themselves. What if I decided to set and reach higher goals? What if I decided to go for my dreams? What if I could change certain unpleasant things about myself? What if I could significantly make a difference in the lives of others? It is from this special sneak preview and these new questions that a new life begins to evolve. Why? Because of your new vision and possibilities. Yes, it can be said that personal development opens up a whole-new world of potential and possibilities for you and for those you affect.

Secondly, personal development requires a plan. I’ve often said that all good things in life are upstream, but the natural flow of life is downstream. So you need a plan. You need a map to help you get where you want to go. (We will cover this more in depth in Week Two.)

Third, personal development is about association and influence. We are affected by everything around us. What we read, what we watch, who we talk with, who we spend time with—they all play a part in how we view our world, our relationships and our opportunities, but mostly ourselves. (We will cover this more in depth in Week Three.)

And fourth, personal development is about learning and education. All 12 Pillars of Success we study over the next year will involve personal development, becoming a student and learning. (We will cover this more in depth in Week Four.)

Bonus Point: Personal development is about having a celebration! Yes, you heard me right. Every investment needs to have a payoff. And, yes, the payoff will be the person you become and the results you receive, BUT also go ahead and create your own unique, only-you-deserve-it-because-you-did-it, one-of-a-kind celebration! So, yes, along the way we will encourage you to celebrate your progress. On small milestones, have small celebrations. At larger milestones, have bigger celebrations. And that is all part of the personal development equation.

“No one limits your growth but you. If you want to earn more, learn more. That means you’ll work harder for a while; that means you’ll work longer for a while. But you’ll be paid for your extra effort with enhanced earnings down the road.”

—Tom Hopkins

PERSONAL DEVELOPMENT—THE INVITATION

We will cover each of these four points more in depth over the next month, but I want to focus on the first one this week: Personal Development—the Invitation. We have all received an invitation to a party or an event, and are then faced with the decision to go or not. Obviously, multiple outcomes can result from our decision. But here are two specific outcomes we've all probably experienced:

- 1.** We went, in spite of our hesitations or difficulties, and it was a great, maybe even a life-changing, experience. Perhaps we met our future spouse or a lifelong friend, or had an experience we will treasure for a lifetime.
- 2.** We didn't go, but our spouse or friend did, and they told us how much we missed out on what could have been a life-enhancing experience.

I'm pretty sure almost everyone participating in this program is already a student of personal development and growth or you probably would not be participating. But I want to thank you and congratulate you for accepting this invitation to step out and into a program that makes so many bold promises. I want you to know that we have committed ourselves to doing our part of the equation. I believe that by accepting the invitation, you are taking that all-important first step. And now our journey begins, hand in hand. This is not a sprint and we are not in a hurry. Let's watch as the very process and commitment itself begins to take us in the direction of high achievement, goal accomplishment and TRUE success (true success is living the life you truly desire to live—spiritually, physically, relationally and mentally—as you have defined it).

You've taken the first step, now let's let each week's lessons and ideas, along with the monthly conference calls and recommended audio and reading lessons, take us where we desire to go!

Next, Chris Widener is going to walk you through this week's Action Exercises and recommended listening.

Until next week, let's do something remarkable!
Jim Rohn

Week One

Hello, I'm Chris Widener, and it is great to be joining Jim and all the great guests we have lined up over the next 12 months. This is truly an exciting project and one that I'm very honored to be part of!

I want to reiterate what Jim said about the invitation, and about timing in general. Yes, personal development takes place all of the time, but there are also moments of time when we are more apt and able to grow. I believe this is your time!

You have to be ready. Jim said that when the student is ready, the teacher will appear. This is true. And I believe—no, I know—that you are ready because of your participation in this yearlong development program. You are set to go and to grow. That's great!

If you are a Silver or a Gold Member, you have received, or will be very shortly receiving, the 20 CDs from *The Jim Rohn Weekend Event—Excelling in the New Millennium* (Gold also receives this on DVD).

In addition to our weekly e-mails and monthly conference calls, I will be directing you toward the next week's recommended listening and reading, in addition to doing an overview of the previous weeks.



As we focus this month on personal development, I would like to elaborate on Jim's point about being a student. Reading is the core of any personal-development program. Jim says on CD Two that books are what you step on to take you to a higher shelf. The higher your stack of books, the higher the shelf you can reach. Want to reach higher? Stack some more books under your feet! Reading is what brings us to new knowledge. It opens new doors. It helps us understand mysteries. It lets us hear from successful people. Reading is what takes us down the road in our journey. Jim said, "Everything you need for a better future and success has already been written."

Personal development is whole life. Some people might only want to get rich, and thus allow other parts of their lives to suffer. Others might just want to be healthy, thus letting the other parts suffer. Jim's perspective was that success in personal development is whole life: physical, spiritual and mental. All through this journey, we will focus on different areas of your life so you can arrive at your destination a well-rounded and balanced person.

Here are some other things to think about regarding personal development:

It will take discipline. Each and every day, you must take another step forward toward your destination. This is a discipline. Some days it may mean going to the gym. Some days it will mean listening to a CD. Some days it will mean having a difficult conversation with the goal of restoring a relationship. All of these are things we must discipline ourselves to do.

It will take perseverance. Many people start. Successful people finish. All of them hit hard times. All of them are tempted to quit. People who will always stay at the average level are those who will not persevere. Those who succeed are the ones who, regardless of the size of the obstacle, persevere. Onward they move.

It will take a plan. This is one of the key strengths of this program. We give you a plan. We keep you on track. We nudge you to work the plan and the plan will see you through. Jim has more than 40 years of knowledge and experience working for you in this plan. Take advantage of it. Follow it.

See you next week,
Chris Widener

Questions for Reflection

Q. Are you ready—really ready? Are you tired of being where you are and excited to get where you want to be?

Q. Will you make the commitment to read? Think about one great book you have read and the changes it brought about in your life. Now imagine what this next year is going to do for you!

Q. If personal development is whole life, then which area of your life is in the best shape? Which is the worst? Take some time to think through where you are so you can evaluate where you stand and how you are going to grow in the next year.

Q. How disciplined are you? Is it something you struggle with, or is it a strength of yours?

Q. Which are you more focused on: intake (learning, gathering information) or output (doing, taking action)? We all have a bias, so to speak. The answer to this will determine how you need to make adjustments over the coming year.

“The few who do are the envy of the many who only watch.”

—Jim Rohn

Action Steps This Week

Here are four action points for you this week.

1. Write down three great books you have read and three great books you want to read. Now, buy one (or pull it off the shelf) and start. (I recommend Jim's *Five Major Pieces to the Life Puzzle*, his *Seasons of Life*, and Napoleon Hill's book *Think and Grow Rich*. If you have already read these books or just have something else in mind, that's fine; just start the process of reading daily.) Jim and I recommend reading the Bible or a book that will spiritually enhance your life in the morning and reading what is on your recommended reading list at night.

2. Take at least one tangible action to make yourself stronger in the following area that you are weakest in: physical, spiritual or mental. For example, if you are weakest in the physical arena, then walk a mile three times this week.

3. Take an area you lack discipline in, and set up a pattern for yourself to follow this week and then do it!

4. Lastly, celebrate the fact that you have accepted the invitation to go on the journey of self-growth and personal development. Regardless of the challenges you may be facing, today is a new day, the beginning of infinite possibilities. As Jim said, "You cannot change your destination overnight, but you can change your direction." Congratulations on taking that step.
