Title: Ten Tips for a Successful Life, Inspired by “The Greatest Salesman in the World.”

Og Mandino’s [“The Greatest Salesman in the World”](https://www.amazon.com/Greatest-Salesman-World-Og-Mandino/dp/055327757X/ref=sr_1_1?crid=3LGCWBT1O68YF&keywords=greatest+salesman+in+the+world&qid=1567703130&s=books&sprefix=greatest+salesm%2Cstripbooks%2C285&sr=1-1) is a classic guide to success that has profoundly impacted the lives of millions of people around the world, me included! Inspired by the ten ancient scrolls for success outlined in the book, here are my top ten tips for a successful life. Follow these principles on a daily basis and you’ll overcome any obstacle in your path and win. Here’s how:

1. **Be decisive**

Being decisive doesn’t necessarily mean making quick decisions. It’s always smart to do the research and consider the implications of your choices but, when that process is done, make a decision and live with the consequences. How do you start to be more decisive? As Napoleon Hill once said, “The way to develop decisiveness is to start right where you are with the very next question you face.” Good advice!

1. **Have a prioritized daily to-do list**

Time and priority management are vital keys to success but, with so much technology at our fingertips, sometimes we can mistakenly believe we’re achieving more than we are. Just because something seems more efficient doesn’t mean it’s more effective! I’m a firm believer in the power of paper. The physiology of sitting down and writing out a to-do list is different to just making notes on your phone or another device. When you write something down, it has a deeper connection. So, yes, have the technological reminders, but put pen to paper first.

1. **No Plan B**

Will Smith said, “There’s no reason to have a Plan B because it distracts from Plan A.” Having no Plan B means having 100 percent focus. If you’re divided in your attention, your belief, your confidence, your energy or your resources then your results will be divided too. So be all in and get after it with hard work, commitment and passion.

1. **Affirm your gifts**

You have been blessed with your particular gifts, so you must cherish them and use them to the best of your ability. Speak it out and affirm your special gifts to yourself. As Mohammad Ali said, “It’s the repetition of affirmations that leads to belief. And once that belief becomes a deep conviction, things begin to happen.” Once you’re comfortable self-affirming your own gifts, you can share them with other people when appropriate – in a real estate transaction, for example.

1. **Understand the difference between intensity and contentment**

It’s vital to have intensity and focus about the work that you do. But you must also strive to have contentment in the pursuit, not just in the outcome. What’s the part of what you do that brings you joy? Maybe it’s handing keys to a first-time home buyer, for example. Find joy in the work you do and the people you serve and hold the outcome with an open hand and you will have intensity and contentment at the same time. It’s not a simple thing, but it is a very powerful thing.

1. **Master your emotions**

When it comes to success, mastery is a vital concept. On Buffini & Company’s [The Pathway to Mastery program](https://buffiniandcompany.com/training/pathway-to-mastery/essentials.aspx), our clients progress from Essentials to Advanced to Mastery. To go from stability to success to significance personally, the ladder is the same. On the pathway for your emotions, your business and your life, you need to fire up with events, shore up the fundamentals and the gaps with training and rise up above the competition, your circumstances and the environment with coaching.

1. **Differentiate between joy and happiness**

Many people confuse joy and happiness. Joy is a state or condition – it’s constant. Happiness, on the other hand, is an emotion that comes and goes – it’s temporary. Joy is internal whereas happiness is external. You can’t always be both joyful and happy at the same time but, even when everything is not necessarily perfect in your life, you can always find joy in the simple things, such as a walk on the beach or time spent hanging out with family or friends.

1. **Think in terms of decades**

As Bill Gates once said, “Most people overestimate what they can do in a year and underestimate what they can do in ten years.” Small steps in the right direction every day will get you where you want to be with time, so don’t be discouraged if you feel you’re not progressing fast enough. Focus on mastering the fundamentals first and you will get there sooner than you think.

1. **Take massive action**

Once you decide to pursue something, take decisive action and be all in. As Thomas Jefferson once said, “Do you want to know who you are? Don’t ask. Act! Action will delineate and define you.” In other words – don’t talk about what you plan to do – go do it!

1. **Never go it alone**

A famous African proverb says, “If you want to go fast, go alone. If you want to go far, go together.” Relationships are at the heart of everything. Work to build and improve your relationships and not only will you achieve phenomenal success in your business; you will be happier and healthier in body and mind than ever before.

Principles don’t change. Use these ten ancient scrolls for success in your everyday life and you’ll always be ready and prepared for whatever comes your way. Remember, change and transformation are possible – your best days are ahead!

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Keywords: The Pathway to Mastery, Buffini & Company Pathway to Mastery program, Pathway to Mastery program