

The Zen of Success

Kilstein Life Mastery System
Harlan D. Kilstein Ed.D.

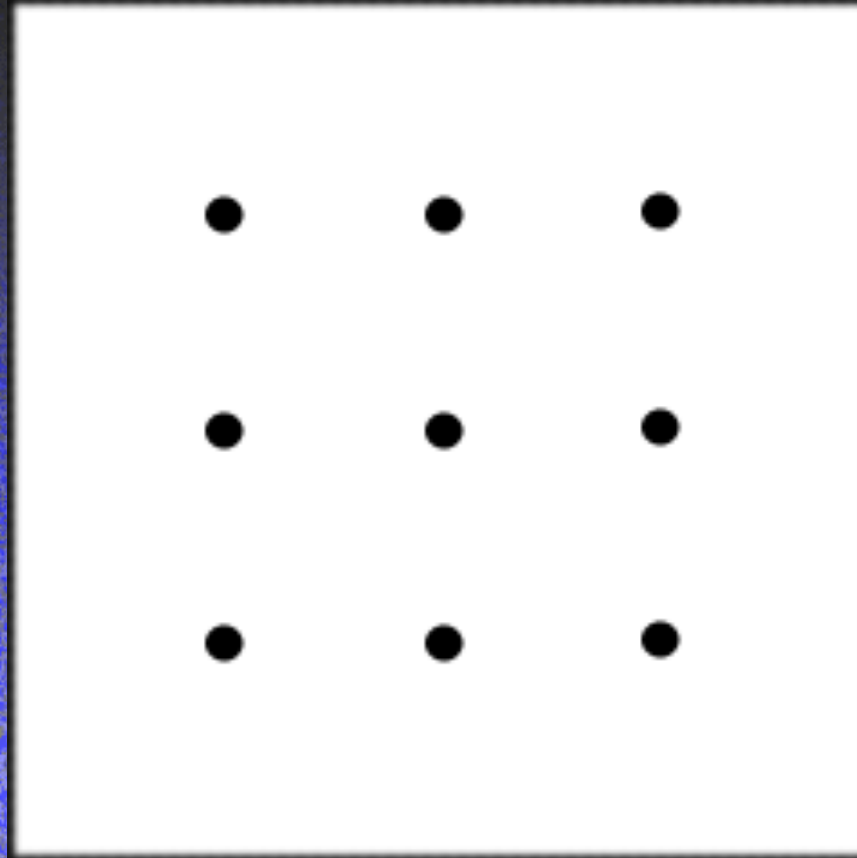
Why Zen?



The Zen of Success

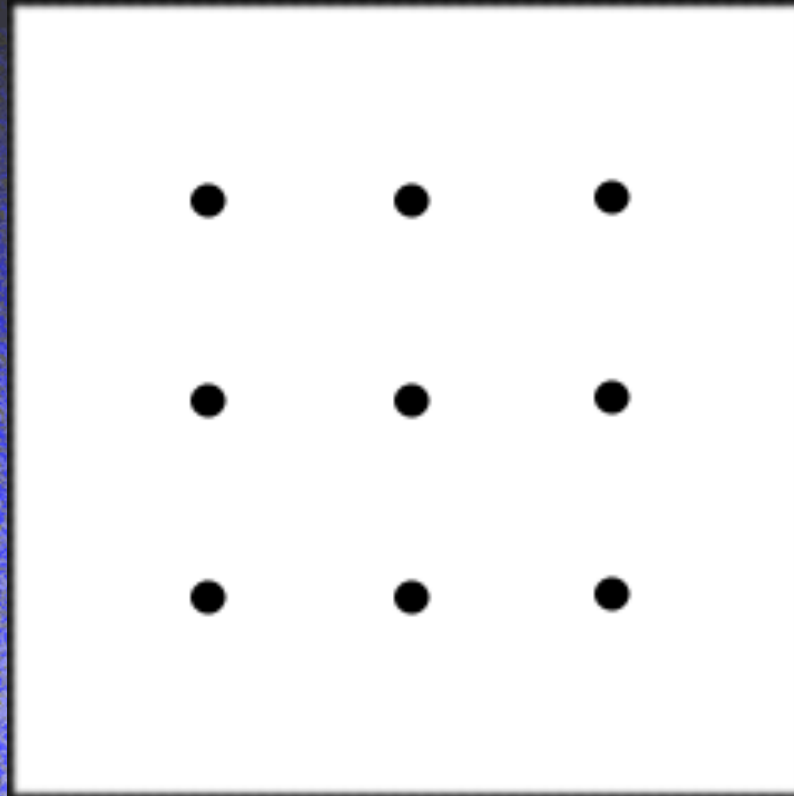
Once upon a time, there old farmer who had worked his crops for many years. One day his horse ran away. Upon hearing the news, his neighbors came to visit. "Such bad luck," they said sympathetically. "May be," the farmer replied. The next morning the horse returned, bringing with it three other wild horses. "How wonderful," the neighbors exclaimed. "May be," replied the old man. The following day, his son tried to ride one of the untamed horses, was thrown, and broke his leg. The neighbors again came to offer their sympathy on his misfortune. "May be," answered the farmer. The day after, military officials came to the village to draft young men into the army. Seeing that the son's leg was broken, they passed him by. The neighbors congratulated the farmer on how well things had turned out. "May be," said the farmer.

The Nine Dots Puzzle



Using 4 lines, connect the dots without lifting the pen from the paper.

Most People Never Lifted The Pen



They Live In Fear Of Making a Mistake.

The Expert Who Wasn't



Success Came from Making Mistakes

- He didn't make a mistake like this again.
- He didn't give up and say, "Oh I've made a mistake no one will ever take me seriously."
- He became one of the most recognized experts in the field.
- His response to a mistake was to add more energy and care to his work.
- Mistakes may be one of the keys to success.

Meet Joe Sugarman The King of Direct Marketing?



Amazing Number of Success Stories

- BluBlocker Sunglasses
- Soviet Challenge
- Pocket CB
- Pocket Calculator
- Magic Baloney
- Digital Watches

But He Had A Huge Number of Failures

- Batman Credit Cards
- Musical Producer Failures
- Huge Battle With the FTC
- Tap Your Phone
- Mickey Math
- Laser Beam Mousetrap

But if you asked Joe...

His failures taught him
everything he needed to
become successful.

Zen Thinking

- No Matter What, Always Be Honest.
- Celebrate Your Failures.
- Dive Into Your Problems.
- Focus Your Energies.
- Be The Difference.
- Spend Time Planning.
- Take 100% Responsibility For Your Failures
- Don't Take Responsibility For Others' Inactions

Zen Actions

- Keep Your Ego In Check.
- Become An Expert In Your Niche.
- Giving Up Is Not An Option.
- The Truth Will Always Emerge.
- Success Is A Moving Target
- Be Humble When You Succeed.
- There Are Cycles To Business
- Always Give Your Best.
- Dealing With Success

Never Give Up

- Ask for help, you may be missing something obvious.
- Set a limit to how long you chase after something that's dead.
- If something doesn't work the way you expected, learn from it and move on.
- You may have discovered something valuable en route.

Most People Work Too Hard To Be Successful

- People spend their hours focused on making money but accomplishing little.
- Spending more hours is a great way to master a skill.
- But there is an upper limit.
- How much planning time do you do?
- What are you doing for YOU?
- What do you do that you enjoy?
- Remember to enjoy the journey not just the destination.