

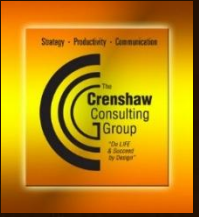
Personal Development & Achievement Quotes

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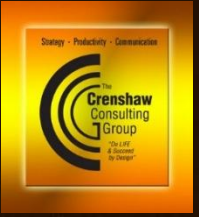
www.personal-achievement-secrets-revealed.com



The Journey to Ultimate Achievement

**“The journey to the
‘ultimate achievement’
never ends.”**

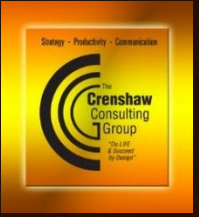
—Genero Crenshaw



It all begins with YOU!

**“It doesn’t matter *who you are*,
or where you come from,
the ability to triumph begins with you.
ALWAYS.”**

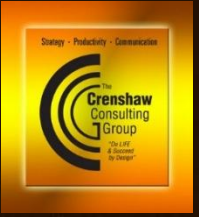
—Oprah Winfrey



Personal Change Paradox

“The curious paradox is that when I accept myself just as I am, then I can change.”

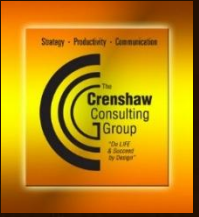
—Carl Rogers



Critical Elements of Mastery

Empathy
Acceptance
Deep Passion

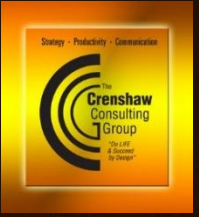
—Genero Crenshaw



Be Yourself

“The man who is neither bent upon pleasing his fellows nor afraid of offending them will enjoy great peace.”

—Thomas a Kempis

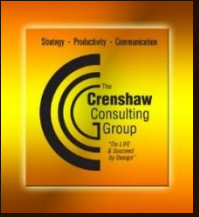


Change Is An Internal Process

“Trying to change the outer is like seeing your unshaven face in the mirror and trying to shave the mirror.”

—Joe Vitale

Best-selling author and co-star of *The Secret* movie

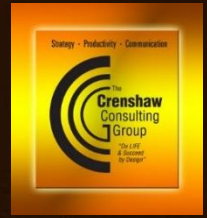


Best vs Good

“The best is the enemy of the good.”

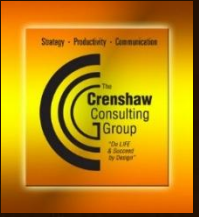
—Voltaire

You need more than ability
to attain significant achievements



“Ability is a poor man's wealth.”

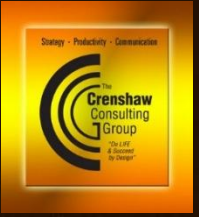
—John Wooden



DECIDE → ACT

**“The idea is to make decisions and act on them
-- to decide what is important to accomplish,
-- to decide how something can best be
accomplished, to find time to work at it and to
get it done.”**

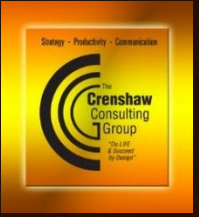
—Karen Kakascik



Adversity can be valuable

“Adversity is the state in which man mostly easily becomes acquainted with himself, being especially free of admirers then.”

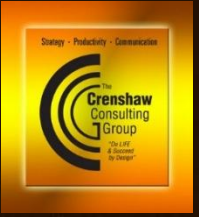
—John Wooden



Character vs Reputation

“Be more concerned with your character than your reputation, because your character is what you really are, while your reputation is merely what others think you are.”

—John Wooden

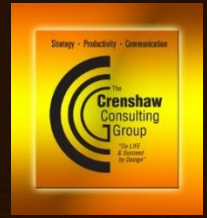


Do everything you can to Achieve

“Do not let what you cannot do interfere with what you can do.”

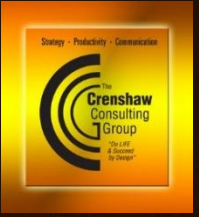
—John Wooden

True an achievement is only significant if it requires you to use your full ability



“Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability.”

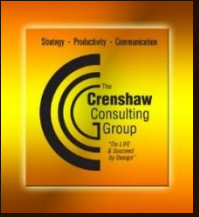
—John Wooden



Failure to change causes extinction

**“Failure is not fatal,
but failure to change might be.”**

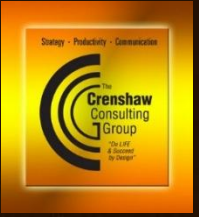
—John Wooden



What you do vs How you do it

“It isn't what you do, but how you do it.”

—John Wooden

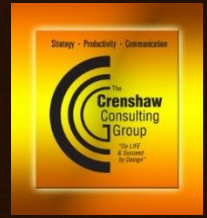


Little Solutions fix Big Problems

“It's the little details that are vital. Little things make big things happen.”

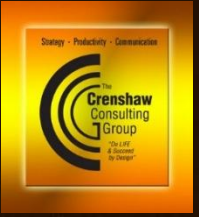
—Genero Crenshaw

Keep Learning



**“It's what you learn after you know it all
that counts.”**

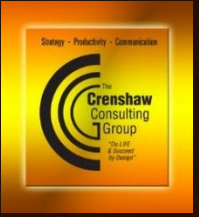
—John Wooden



Only Achievement is Achievement

“Never mistake activity for achievement.”

—David Allen

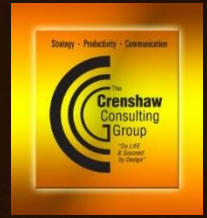


Success requires doing your best

“Success comes from knowing that you did your best to become the best that you are capable of becoming.”

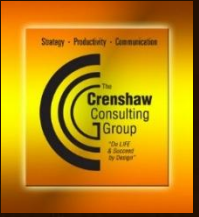
—John Wooden

True Success means you did your best
to become...all you can be



**“Success is peace of mind which is a
direct result of self-satisfaction in knowing
you did your best to become
the best you are capable of becoming.”**

—John Wooden

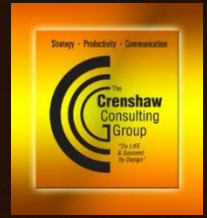


Talent Fame & Conceit wisdom

**“Talent is God given. Be humble.
Fame is man-given. Be grateful.
Conceit is self-given. Be careful.”**

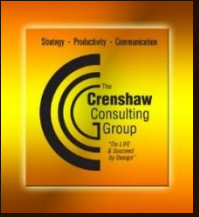
—John Wooden

Praise or Criticism shouldn't define You



“You can't let praise or criticism get to you. It's a weakness to get caught up in either one.”

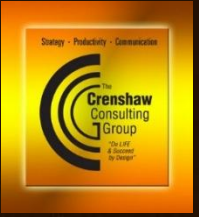
—John Wooden



Empower others

“You can't live a perfect day without doing something for someone who will never be able to repay you.”

—John Wooden

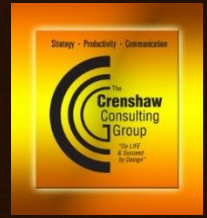


Give if your all

“I firmly believe that any man's finest hour, the greatest fulfillment of all that he holds dear, is that moment when he has worked his heart out in a good cause and lies exhausted on the field of battle — victorious.”

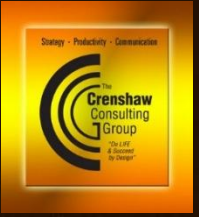
—Vince Lombardi

Find something that make you enthusiastic



“If you aren't fired with enthusiasm, you will be fired with enthusiasm.”

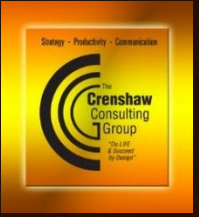
—Vince Lombardi



Leadership takes effort

“Leaders are made, they are not born. They are made by hard effort, which is the price which all of us must pay to achieve any goal that is worthwhile.”

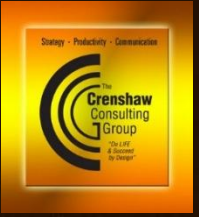
—Vince Lombardi



Chase perfection → get Excellence

“Perfection is not attainable, but if we chase perfection we can catch excellence.”

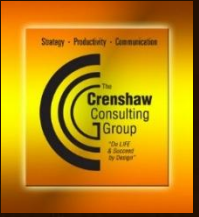
—Vince Lombardi



Practice → get Better

“Practice does not make perfect. Practice only make you better, which is a great goal in itself.

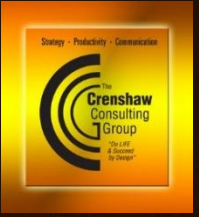
—Genero Crenshaw



The result is what matters

“Some of us will do our jobs well and some will not, but we will be judged by only one thing—the result.”

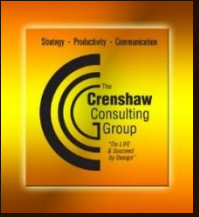
—Vince Lombardi



Be purposeful

“Success demands singleness of purpose.”

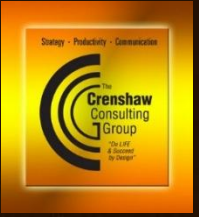
—Vince Lombardi



It takes will to achieve continuously

“The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will.”

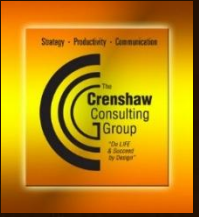
—Vince Lombardi



Perseverance

“The greatest accomplishment is not in never falling, but in rising again after you fall.”

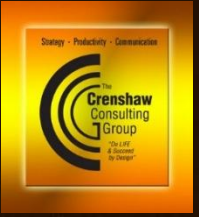
—Vince Lombardi



Make the most of what you have

**“The measure of who we are is what we do
with what we have.”**

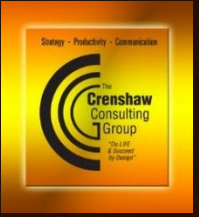
—Vince Lombardi



Commit to Excellence

“The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.”

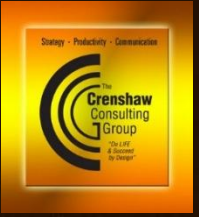
—Vince Lombardi



Nothing is impossible

“We would accomplish many more things if we did not think of them as impossible.”

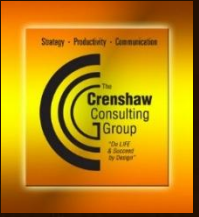
—Vince Lombardi



How are we judged?

“We judge ourselves by what we feel capable of doing while others judge us by what we have already done.”

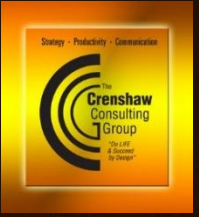
—Longfellow



Don't just make a living, make a Life!

“I've learned that making a 'living' is not the same thing as 'making a life.’”

—Maya Angelou

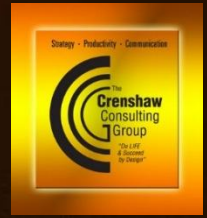


Accept that failure is a possibility

"You must accept that you might fail; then, if you do your best and still don't win, at least you can be satisfied that you've tried. If you don't accept failure as a possibility, you don't set high goals, you don't branch out, you don't try – you don't take the risk."

—Rosalyn Carter
Former First Lady

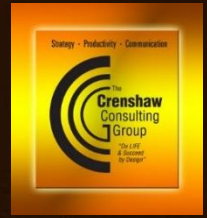
What is your family and close friends perception of you?



“More often than not, family members are interacting with you based on old and often inaccurate perceptions, not current reality. Take that into account.”

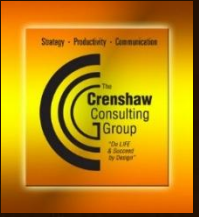
—Alan Weiss

The 'What' and 'Why' should precede the 'How'



“Before someone can understand ‘how’ effectively, they usually need to know ‘what’ and ‘why,’ first.”

—Alan Weiss

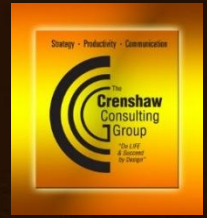


Get on a good road

“The high-speed Acela train can only reach its maximum speed of 150 MPH during two brief stretches of its six-hour run from Boston to Washington. Vehicles—and people—can’t perform at their best if they’re not on good roads.”

—Alan Weiss

4 Keys to Communication and Influence



Four keys to superb communications and influence:

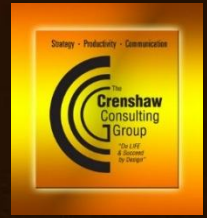
A. Read with comprehension

B. Speak with influence

C. Write with expression

D. Listen with discernment

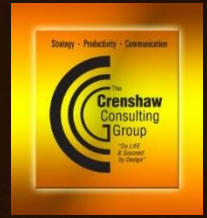
Personal Development requires Personal Education



**“Education is the great engine to
personal development.”**

—Nelson Mandela

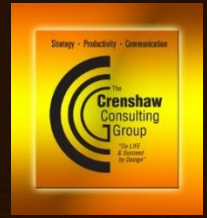
Improve yourself in order to improve your circumstances



**“Men are anxious to improve their
circumstances, but are unwilling to improve
themselves.”**

—James Allen

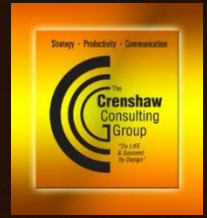
Learn



**“Know thyself well;
learn the things that are and all that is.”**

—Tehuti

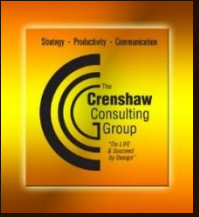
Self development makes you able to deal with challenges and change



"The power of self-development will enable you to triumph despite unforeseen challenges and unexpected changes. "

The more you work on self-development the more it will work for you."

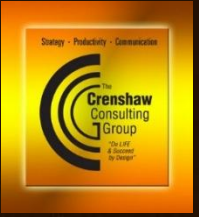
—Al Duncan



Find out who you are

“When I discover who I am, I’ll be free.”

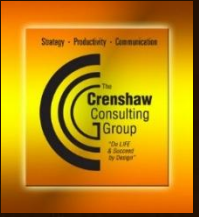
—Ralph Ellison



Grow and move forward consciously

“Self-development should be a perpetual process. In life you are either growing or rotting. You’re moving forward or backwards; there is no standing still.”

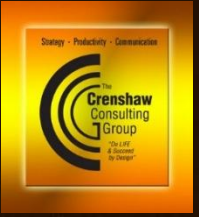
—Al Duncan



Do what you know you should

**"Most people aren't unsuccessful in life because they don't know what to do. They are unsuccessful because they don't DO what they know how to do.
Knowledge is power IF...you use it."**

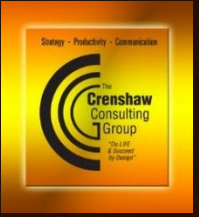
—Al Duncan



Time investment

**"Stop spending your time;
start investing your time."**

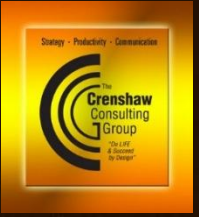
—Al Duncan



Achievement without fulfillment

"High achievement without fulfillment is a broken way of life."

—Al Duncan

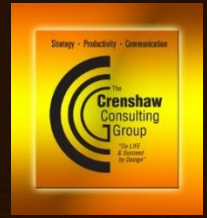


What's wrong vs Right with you

**"It's not a question of what's wrong with you,
it's a question of what's right with you."**

—Al Duncan

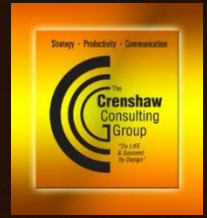
Your Beliefs and Your Perception determine Your Reality



**"Your beliefs and perceptions determine the
boundaries of your world."**

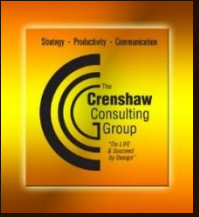
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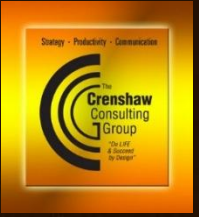
—Al Duncan



Happiness is a Choice

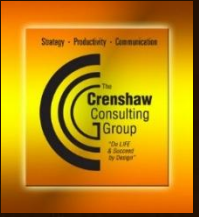
"The trick is in what one emphasizes. We either make ourselves miserable, or we make ourselves happy. The amount of work is the same."

—Carlos Casteneda
Was an anthropologist and author



Acting Out of Fear

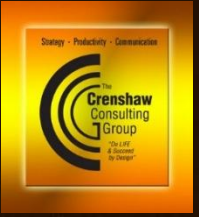
“When you do something out of fear, it will always result in failure. When you do something with faith, it will result in success.”



Why have Goals?

“What you get by achieving your goals is not as important as what you become by achieving your goals.”

—Zig Ziglar

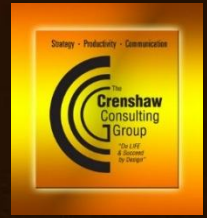


Be Yourself

“To be nobody but myself—in a world which is doing its best, night and day, to make you everybody else—means to fight the hardest battle which any human being can fight, and never stop fighting.”

—E. E. Cummings

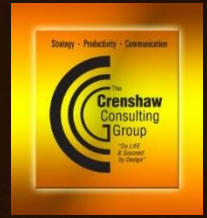
Professional development is not as important as personal development



**“when you work hard on your job duties
you will make a living
And
when you work harder on yourself
you will make a fortune!”**

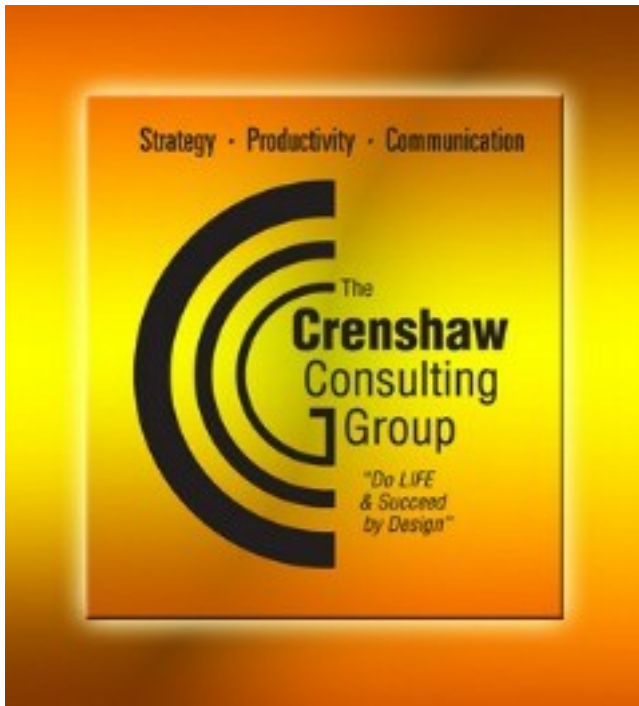
—Jim Rohn

Professional development is not as important as personal development



**“if you do not learn, you can not grow!
if you do not grow, you can not be happy!
if you can not be happy,
what else is there?”**

—Gertes



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Accelerating Your Personal & Professional Growth and Achievement

**“when you work hard on your job duties
you will make a living
And
when you work harder on yourself
you will make a fortune!”**

Often unrecognizable Habits

The following are flawed interpersonal communication patterns that create challenges and roadblocks in our interactions with others that were identified by Marshall Goldsmith, the world's leading executive coach, in his bestselling book: "What Got You Here Won't Get You There"

1. **Winning too much:** the need to win at all costs and in all situations — when it matters, when it doesn't, and when it is totally besides the point.
2. **Adding too much value:** the overwhelming need to add our two cents to every discussion.
3. **Passing judgment:** the need to rate others and impose our standards on others.
4. **Making destructive comments:** the needless sarcasms and cutting remarks that we think make us sound sharp and witty.
5. **Starting with "No," "But," or "However":** the overuse of these negative qualifiers which secretly say to everyone, "I'm right, you are wrong."
6. **Telling the world how smart you are:** the need to show people we're smarter than they think we are.
7. **Speaking when angry:** using emotional volatility as a management tool.
8. **Withholding information:** the refusal to share information with others to maintain an advantage over them.
9. **Failing to give proper recognition:** the inability to praise and reward.
10. **Claiming credit that we do not deserve:** the most annoying way to overestimate our contributions to any success.
11. **Making excuses:** the need to reposition our annoying behavior as a permanent fixture so people excuse us for it.
12. **Clinging to the past:** the need to deflect blame away from ourselves and onto events and people from our past; a subset to blaming everyone else.
13. **Playing favorites:** failing to see that we are treating someone unfairly.
14. **Refusing to express regret:** the inability to take responsibility for our actions, admit that we are wrong, or recognize how our actions affect others.
15. **Not listening:** the most passive-aggressive form of disrespect for colleagues.
16. **Failing to express gratitude:** the most basic form of bad manners.
17. **Punishing the messenger:** the misguided need to attack the innocent who are usually trying to help.
18. **Passing the buck:** the need to blame everyone but ourselves.
19. **An excessive need to be "me":** stating our faults as virtues simply because they're who we are.
20. **Negativity, "Let me explain why that won't work:** the need to share our negative thoughts even when we were not asked.

THE FOUNDATION TO EFFECTIVE PERSONAL DEVELOPMENT AND CONSISTENT UPWARD ACHIEVEMENT

Before you can get on an effective personal development plan—that starts from the inside out—and radiates to the outside—you have to determine who “you” are. How do YOU define yourself?

Ask me this question concerning my profession—and my answer is simple and immediate: “I help successful people in competitive environments reach their full potential by helping them remove the invisible walls to continuous upward achievement, the barriers of the mind, memory and interpersonal communication ability. Those words describe how I see myself as a professional. They are engrained into my being so much so that might as well be tattooed on my forehead.

When I was a teenager, I was one of the homies back in San Diego. That’s how I saw myself. Later on I was a college student on the fast track to success. Then I became a father, a man, in that order. Eventually, I evolved into a family man, community activist and the concise professional definition described earlier. Now tell me; Who do you think you are?

I have two questions to ask you about the *identity* you described:

1. Who influences your *identity* the most you or others?
2. Is your *identity* influenced more by your past or your future?

At its core, our identity is determined by two dynamics complementing and competing with one another. One vector represents the interplay between our *past* and our *future*. The other vector tracks the tension between the image *others* have of us and our *self* image.

Involving Stakeholders Process

Involving Stakeholders	
DO NOT	DO
<ul style="list-style-type: none"> Stick with your fan club Expect instant help Take up too much of their time 	<ul style="list-style-type: none"> Include as many as you can Keep the process upbeat Vary involvement as needed

DO NOT	DO
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Step 1. ASK

<ul style="list-style-type: none"> Wait for a “better time” to ask Act skeptical or doubtful Put yourself down 	<ul style="list-style-type: none"> Be concise Be specific Be positive
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Step 2. LISTEN

<ul style="list-style-type: none"> Use “No,” “But,” or “However” Make excuses Show impatience or anger 	<ul style="list-style-type: none"> Pay undivided attention Capture what is said Clarify what you heard
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Step 3. THANK

<ul style="list-style-type: none"> Use a dejected tone Act artificial Be insincere 	<ul style="list-style-type: none"> Say “Thank You” quickly Use first name (if appropriate) Be genuine
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Step 4. THINK

<ul style="list-style-type: none"> Engage in “delusional” thinking Prove the input is wrong Validate “this is the way that I am” 	<ul style="list-style-type: none"> Assess benefits of changing Assess cost of not changing Decide if it is worth it
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Step 5. RESPOND

<ul style="list-style-type: none"> Critique feedback/FeedForward Respond to too many things Over-commit 	<ul style="list-style-type: none"> Be brief Be positive Be future focused
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Step 6. CHANGE

<ul style="list-style-type: none"> Procrastinate Give in to “feeling like a phony” Expect instant success 	<ul style="list-style-type: none"> Implement suggestions in parallel Maintain momentum Make change visible
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Step 7. FOLLOW-UP

<ul style="list-style-type: none"> Dwell in the past Brag, gloat, or show off Become complacent 	<ul style="list-style-type: none"> Check your ego at the door Politely push for specifics Reinforce the process
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Genero, What Else Could We Do Together?

Hey, thanks for asking! You have several options if you like what you heard at the workshop...

1. **You can email the answer to this question:** If you had 30 seconds to ask Genero any question about accelerating your personal or professional development or my “Hidden Secrets to Continuous Upward Achievement, what would your single most important question be?

Email your first name and question directly to me at: genero@crenshawconsultinggroup.com with the subject line: *Here's my question Genero*

2. **Hidden Secrets to Continuous Upward Achievement Manual** — Sold stand alone for \$149 on website. At events for \$100 Available to you for \$80 when you also answer the question: If you had 30 seconds to ask Genero any question about accelerating your personal or professional development or how to remove the invisible walls to Continuous Upward Achievement, what would your single most important question be?

The manual gives you the secrets to breaking through the invisible walls to achievement. It includes not only the secrets but also the strategies, tactics and implementation methods and ideas. It also includes a 20 minute complimentary phone consultation.

3. **Hidden Secrets to Continuous Upward Achievement 10--Week Group Coaching** classes begin the second week of January, April, July and September. Registration: \$1,500; payment 10 days in advance \$1,200; previous customer \$1,000.

“In this program Genero provided the foundation, tools and resources to answer key personal questions smartly and always with an eye toward making sure I could implement them into my life immediately and long term. As a business owner that was exactly what I needed to get to the next level of success taking my business from 35 million in revenue to over 100 million the following year.
— Terrell J Siret Sales

4. **Personal Achievement Mentor Program** you work with me privately 1-on-1. Unlimited coaching on any aspect of getting you to remove the barriers to reaching your full potential. Strategies, tactics, exercises to unlock your reservoir of potential. Tactics to make things happen faster and more consistently and day-to-day implementation guidance. Minimum six month commitment at \$750 per month.

Bottom line: I look forward to working with you in whichever of these ways **makes the most sense for you** and your personal and professional needs, wants and goals.

Thanks for sharing some of your time with me at the 2011 Boost Conference in Palm Springs

Take care and “increase your personal value and help someone else to improve every day!

Genero Crenshaw

Ps no matter where you may be today, no matter what obstacles may be in your way, U can still be GREAT!