

**The Keys to Success and Lasting Happiness  
and  
How you can Lead in Exemplary Ways**

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# A Working Definition

Success is the progressive realization of a worthy ideal or goal.

Remember



Success is a Journey not a Destination

# Visions and Goals

“A vision without a plan is just a hallucination.”

Will Rogers





# Setting Your Goals

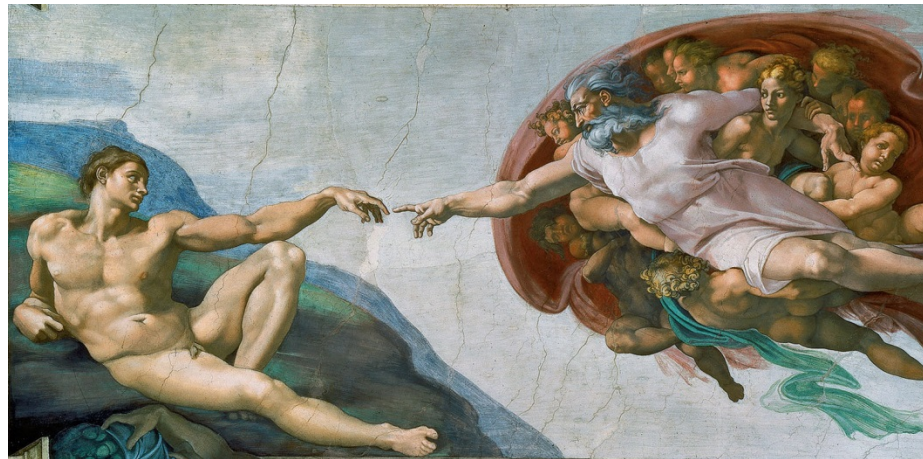
Should they be realistic?

or

Should they be lofty?

The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark.

Michelangelo



Whether you think that you can, or that you can't, you are right.



**Henry Ford**

# The **STAR** Principle for Setting Goals

**S**pecific

**T**imebound

**A**im High

**R**esonate For You



# The **STAR** Principle for Setting Goals

- I am enjoying working on and will finish all my college applications by...
- I will network and arrange for at least 3 interviews for summer jobs this year.
- I will write the preface, table of contents, a sample chapter, and book proposal for my book on ... by September 20<sup>th</sup> , 8 am.

# Set Your Goals

Lifetime

Yearly

Weekly

# **In Order to Succeed One Has to Have a Measure of Success in all the Important Realms**

Professional

Personal

Family

Social

Financial

Spiritual



**HARVARD**  
MEDICAL SCHOOL

# Write Down Your Goals

1. Order flowers for Mom.
2. Send an email to colleague congratulating her on the celebratory dinner, last evening in honor of her.
3. Call Tom and see if he and Virginia want to go to see the new hit play in town.
4. Work at least 45 minutes on chapter due for text book.  
Work 45 minutes on College application.



# Prioritize Your Goals

1. Work at least 45 minutes on college applications / chapter
2. Order flowers for Mom.
3. Send an email to colleague congratulating her on the celebratory dinner, last evening in honor of her.
4. Call and see if he and Virginia want to go to see the new hit play in town.

Do the hard jobs first.  
The easy jobs will take care of themselves.



Dale Breckenridge Carnegie  
1888-1955

# The Importance of Reflecting on the Good in your Life

As you make your weekly goals, list all the **Wins** of the previous week.

# Two Keys to Success

1. Grit

2. Happiness

# Grit

Grit is having passion and perseverance for a long-term, articulated goal.

Grit is having stamina.

[http://www.ted.com/talks/angela\\_lee\\_duckworth\\_the\\_key\\_to\\_success\\_grit](http://www.ted.com/talks/angela_lee_duckworth_the_key_to_success_grit)

**So True!**

“Small minds discuss people  
Average minds discuss events  
Great minds discuss ideas”

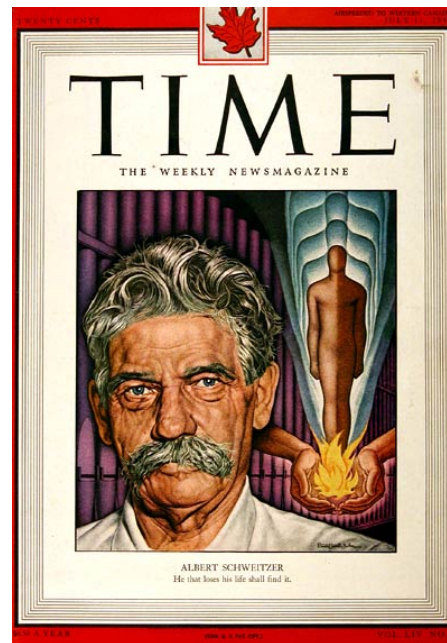


**Eleanor Roosevelt**

# A Helpful Suggestion

With like minded, 3 or 4 of your friends form a **Master Mind Group** and meet every month to discuss ideas.

Success is not the key to happiness.  
Happiness is the key to success.

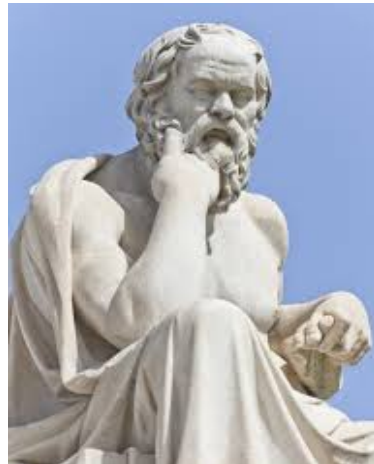




# **What can we learn from Ancient Philosophers and Modern Philosophers?**

# Socrates (469 – 399 BC)

- Claimed that his wisdom and insights arose merely in “knowing that he knew nothing.”
- Argued that **happiness** is not just bestowed on a select few but could actually be begotten by human endeavor.
- **Happiness** and virtue are inextricably linked.
- Eudaimonia in Greek means “human flourishing”



# What is Happiness: The Wisdom of Children

- Mommy, it's when my heart feels bigger. (5 year old girl)
- Daddy, I am most happy when sharing my toys with my friends.  
(3 year old boy)

# John Lennon, Age 5 Goes to School



Teacher gives an assignment to the kids: Write down what you want to be when you grow up.

John writes: **Happy** and hands the paper to the teacher

The teacher says: **John, you did not understand the assignment.**

John Lennon replies: **And you don't understand life**

## 4 Traits of Happy People

1. Happy people have a cadre of good **Friends** (chosen family).

“A friend is a gift you give yourself.”

Robert Louis Stevenson



# The Happiness Grant Study

**75 years in the making and still ongoing...**

- Social connectedness brings forth joy
- Close relationships = health, longevity, and happiness
- Satisfaction with relationship at age 50 are correlated with health and happiness at age 80

George Valiant  
Triumph of Experience 2012



## 2. Happy People have the Ability to **Forgive**

When asked if he harbored resentment against his captors, Nelson Mandela, who had been imprisoned for 27 years, answered:

“I have no resentment, I have no bitterness.

Resentment is like drinking poison  
and then hoping it will kill your enemies.”



### 3. Doing Service **For** Others

I don't know what your destiny will be, but one thing I am certain of. The ones amongst you who will be truly happy are those who have sought and found how to serve.

Albert Schweitzer



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# The Three F's for Being Happy

Friends

Forgiveness

For others

# Three F's But G, There is a Fourth

## Gratitude

The word gratitude is derived from the Latin root *gratia* meaning grace, graciousness, or gratefulness.

Gratitude is a highly prized tenet in Christian, Jewish, Muslim, Hindu and Buddhist teachings.

I am defining gratitude as the experience of something positive gained, coupled with the realization that someone else was responsible for that gain.

I strongly believe that gratitude and compassion can be cultivated.

# **Happiness positively correlates with academic achievement**

- Happiness positively associated with both intrinsic and extrinsic motivation
- Happiness positively associated with GPA for grade 4 – 12 students

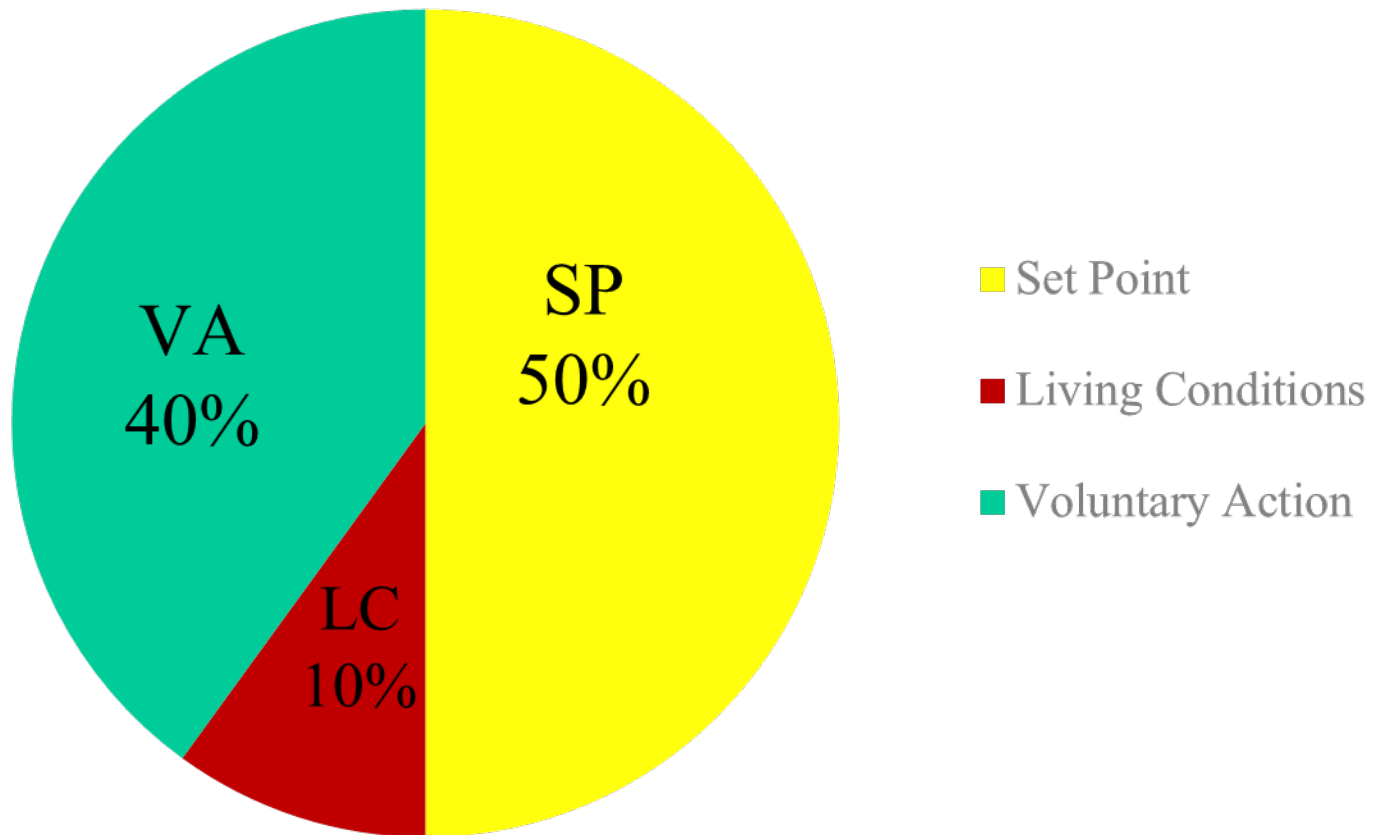
Christina Hinton, Harvard Graduate School of Education March 2015

# Ancient Reflections and Emerging Science About Gratitude and Happiness

- I would maintain that thanks are the highest form of thought, and that gratitude is happiness doubled by wonder. **G.K. Chesterton**
- To speak gratitude is courteous and pleasant, to enact gratitude is generous and noble, but to live gratitude is to touch heaven. **Johannes A. Gaertner**

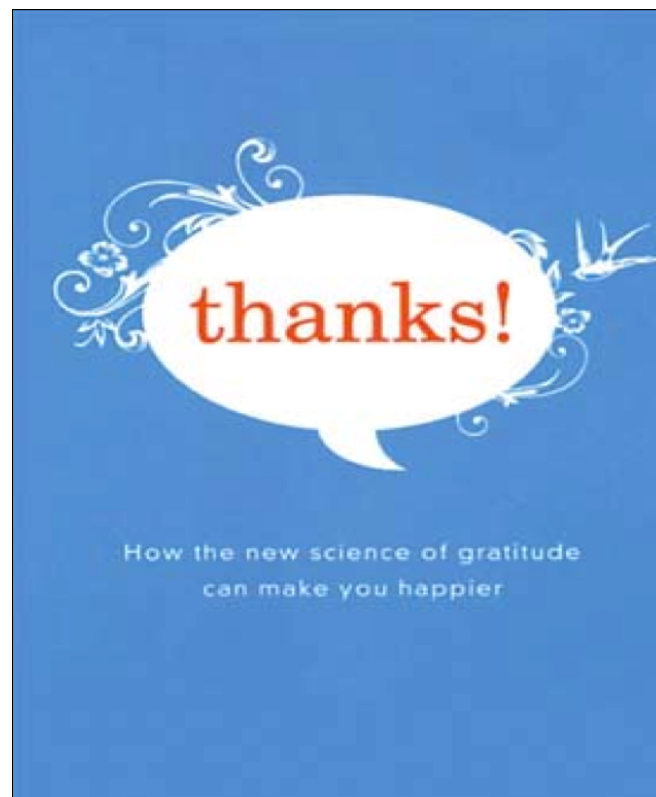
# The Happiness Formula

Sales



This formula is dynamic and fluid

# People Who Regularly Practice Grateful Thinking Can Increase Their “Set-Point” for Happiness by 25%



Robert A. Emmons, Ph.D.



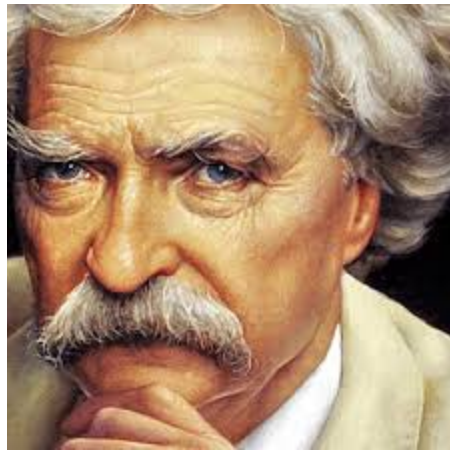
Happiness:  
Meaningful Experiences  
Surpass Expensive Possessions



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- **Happiness is more than the sum total of happy moments.**
- **In order to have sustained happiness, one has to find one's purpose in life and live it.**

The two most important days in your life are the day you are born and the day you find out why.



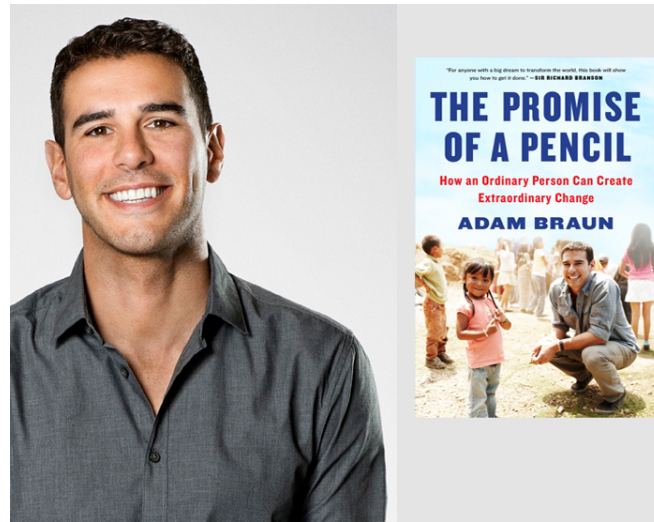
Mark Twain

# Adam Braun does a semester at sea

If You Could Have One Wish  
What Would You Wish For ?

- To dance (8 year old girl)
- For my mother to get better, hold my hand and walk me to school (8 year old girl)
- A pencil

# PoP Founded With \$25.



- **200 schools** built across Africa, Asia and Latin America

I should have said, “I love you,” more often.

I should have had the courage to pursue my dreams and aspirations.

I should have traveled more.

I should have been the bigger person and said, “I am sorry.”

I should have spent more time with my friends.

**Who says this?**

I invite you to reflect on what gives you the greatest **joy** and resonates for you.

Take a few minutes now, or later, and reflect on **Your Goals and Your Purpose** and write them down.

It is my fervent hope that you will continue to find great **success**, that you will experience lasting **happiness** and **it will light up every day of your life.**

- **I'm going to close with a few comments about Leadership**
- **I firmly believe that each one of you can achieve greatness by being exemplary leaders.**
- **What are the key principles of all great leaders?**



# My Leadership Mnemonic

**L**istening

**E**mpathy

**A**ttitude

**D**reaming Big

**E**ffectiveness

**R**esilience

**S**ense of Purpose

**H**umility

**I**ntegrity

**P**ack others' Parachutes



# Leaders Are Good Listeners

“Listen a hundred times. Ponder a thousand times. Speak once.”

-Anonymous

“It is in the province of knowledge to speak, and it is in the privilege of wisdom to listen.”

-Oliver Wendell Holmes

# Great Leaders Have Empathy & Compassion

“Be kind whenever possible.  
It is always possible.”

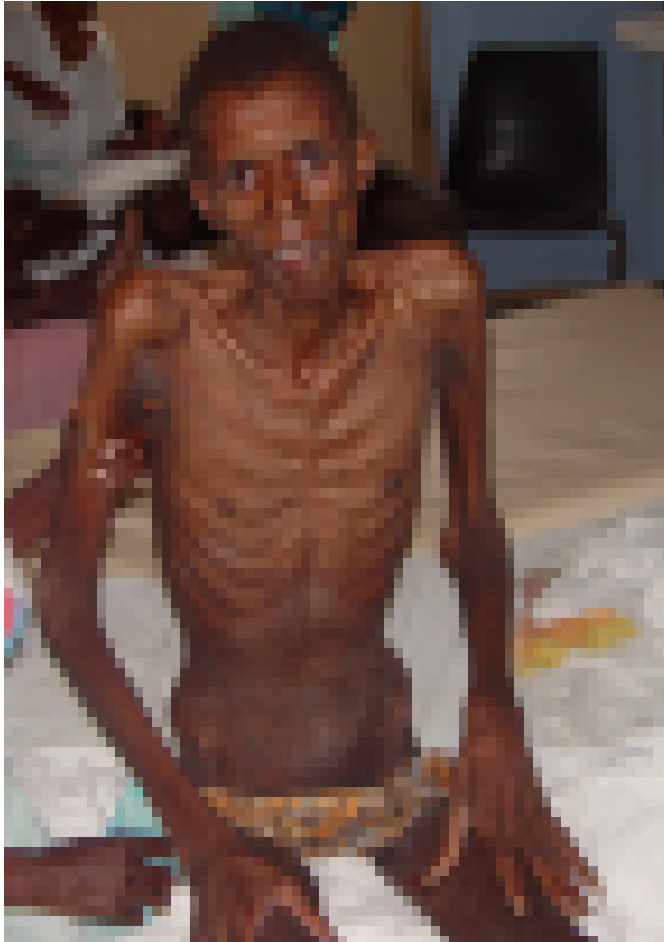


His Holiness, The Dalai Lama

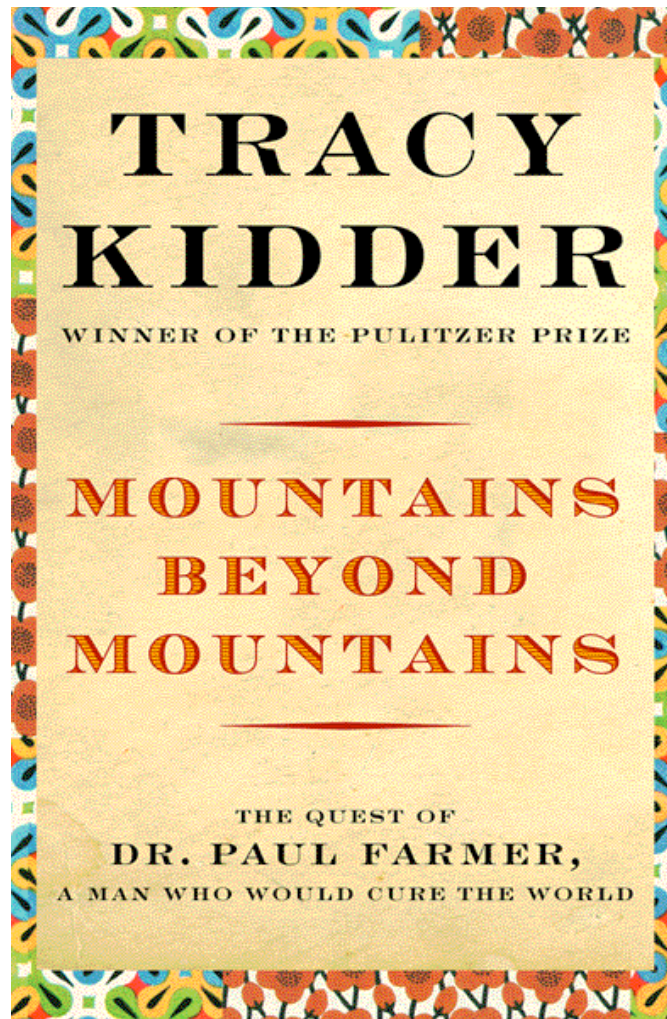
“The idea that  
some lives matter  
less is the root of  
all that’s wrong  
with the world.”



**Paul Farmer, MD**



LEADERSHIP  
EMPATHY



What work are *you* doing?



# It's all about attitude

Can't you see, I'm carrying bricks on this hot,  
muggy day!

I'm helping build the most beautiful cathedral in  
the world !



Leaders possess an **attitude** that is **upbeat** and **courageous**

“Courage is rightly  
esteemed the first of  
human qualities,  
because it is the  
quality that  
guarantees all others.”



Sir Winston Churchill

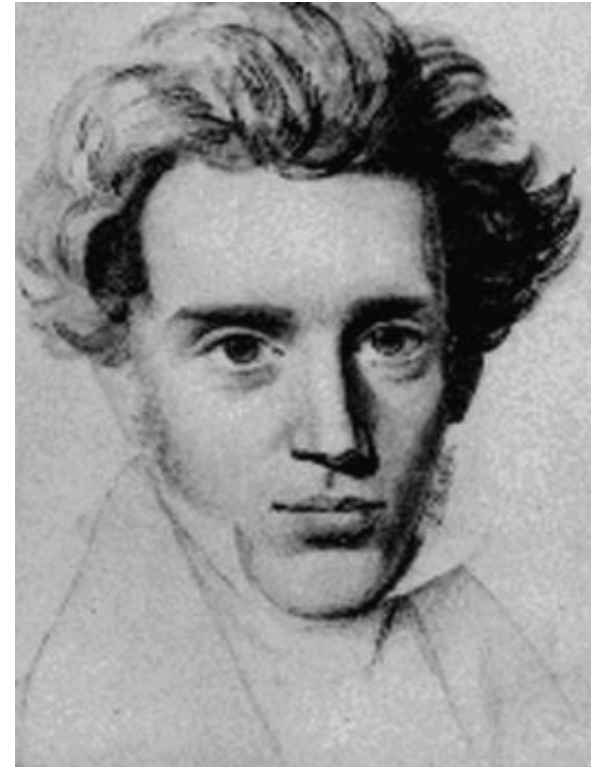
# Leaders Dream Big

**Dream of owning a horse farm**

You can keep the **F**. I will keep my **dream**.

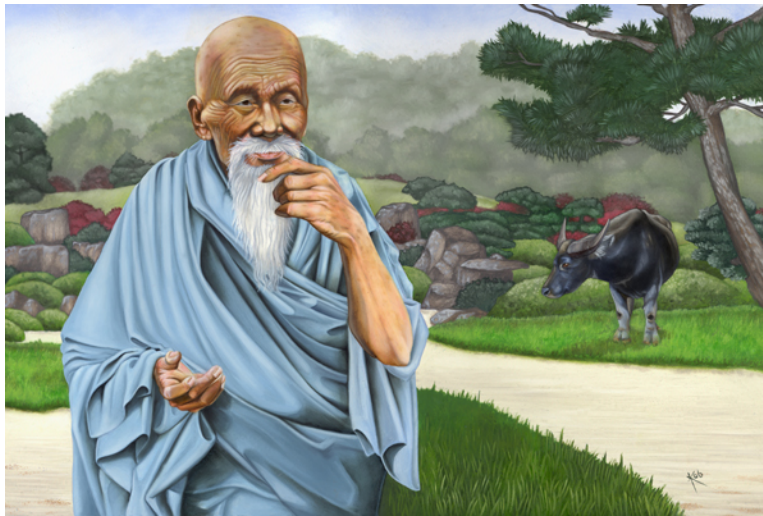
## Leaders Dare to Dream Big

“To dare is to lose one’s  
footing momentarily.  
Not to dare is to lose  
one’s self.”



Søren Kierkegaard  
Danish Philosopher

“A journey of a thousand miles begins with a single step.”



- Lao Tzu

# The Gandhi Salt March, 1930



## The Seven Sins

Wealth **without** work

Pleasure **without** conscience

Knowledge **without** character

Commerce **without** morality

Science **without** humanity

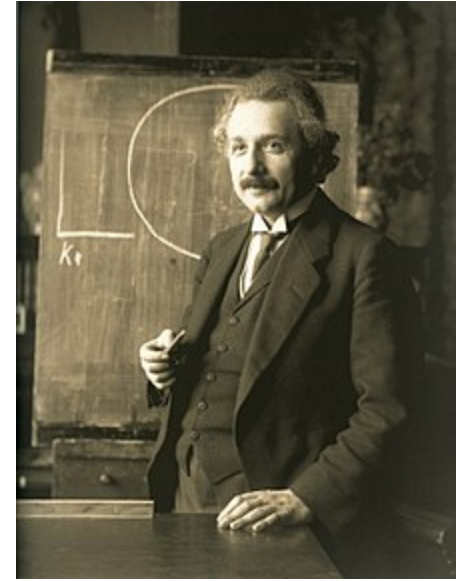
Worship **without** sacrifice

Politics **without** principle



Mahatma Gandhi

“Generations to come, it may be, will scarce believe that such a one as this, ever in flesh and blood walked upon this earth.”

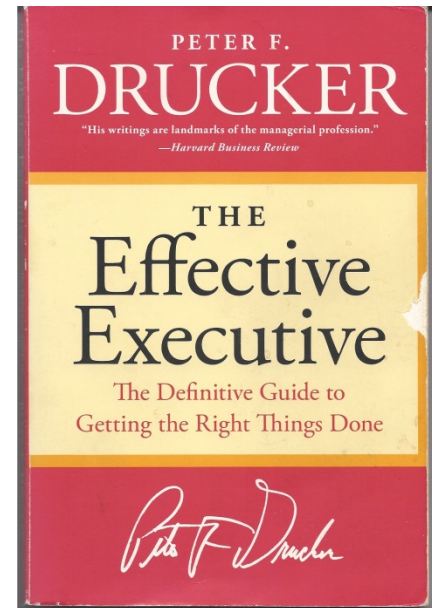


**Albert Einstein**



“Efficiency is doing things right;  
Effectiveness is doing the right things.”

- Peter F. Drucker



We are resolved to destroy Hitler and every vestige of the Nazi regime. From this nothing will turn us – nothing. We will never parley. We will never negotiate with Hitler or any of his gang. We shall fight him by land. We shall fight him by sea. We shall fight him in the air, until with God's help we had rid the earth of his shadow and liberate its people from his yoke.

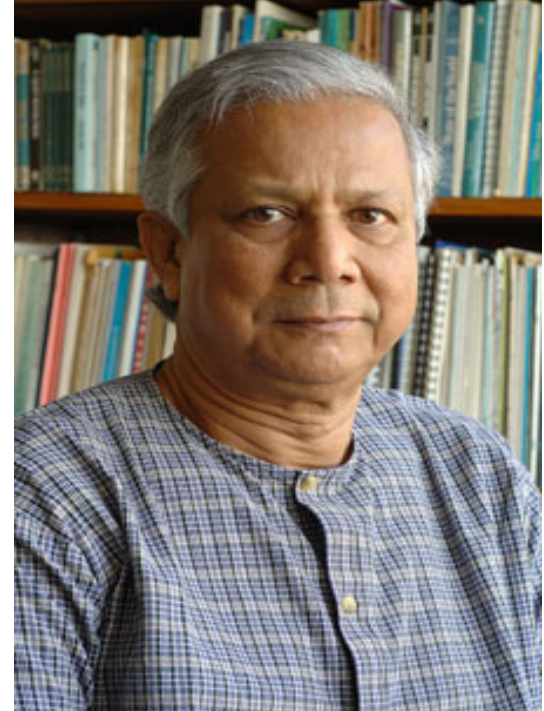


Sir Winston Churchill

## A Visionary Leader

One day, in a destitute village, he met Sufiya Begum. She made bamboo stools and earned two cents a day.

“I was shocked. In my university courses, I theorized about sums in the millions of dollars but here before my eyes, the problems of life and death were posed in terms of pennies.”

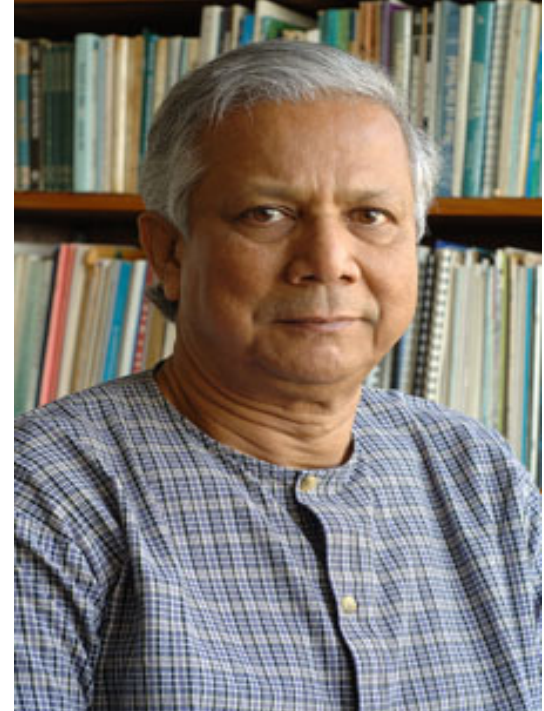


**Muhammad Yunus**  
Nobel Laureate

## An Amazingly Effective Bank

“Muhammad Yunus has shown himself to be a leader who has managed to translate visions into practical action for the benefit of millions of people, not only in Bangladesh, but also in many other countries.”

Citation, Nobel Peace Prize Committee



**Muhammad Yunus**  
Nobel Laureate

**Great leaders reflect on key events in their life or a single transformative or ‘magical’ moment. The moment can be jolting and starkly negative, yet it is momentous.**

**From it emerges a burning desire to have a laser-like focus and passion to make that dream a reality.**

“Every life has a measure of sorrow.  
Sometimes it is this that awakens us.”



**Buddha**





Papa Jaime

Great leaders possess a  
Sense of Purpose

Young People can find  
their Purpose and Lead  
in Inspiring Ways



**This Young Lady is 16 Years Old.  
Do you know her name and what she stands for?**



**Greta Thunberg**

- Political Activist seeking to stop Global Warming and Climate Change
- She has spoken at TED x Stockholm
- She has addressed the UN Climate Change Conference
- She was invited to talk to the World Economic Forum at Davos
- Youth Climate Strikes held in 100 Countries on Friday March 15, 2019



**Greta Thunberg**

# Great Leaders Have Humility

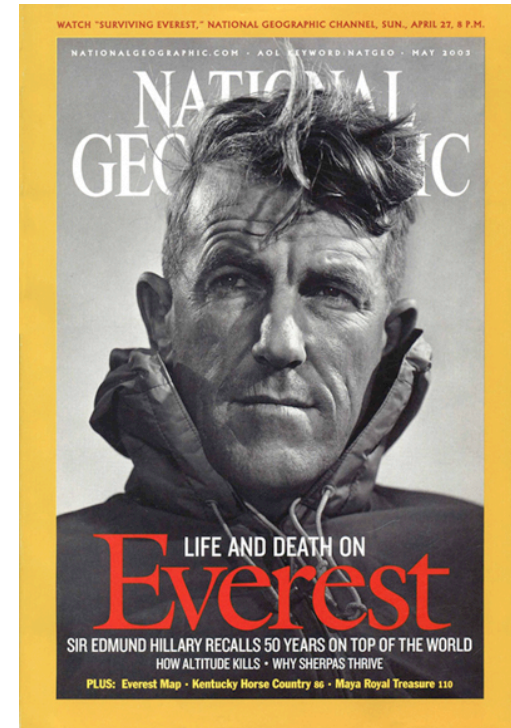
“I was just an average bloke; it was the media that transformed me into a heroic figure. But as I learned through the years, **as long as you didn’t believe all that rubbish about yourself**, you wouldn’t come to much harm.”



Sir Edmund Hillary

# Great Leaders Have Humility

“My most worth-while things have been the building of schools and medical clinics. That has given me more satisfaction than a footprint on a mountain.”



Sir Edmund Hillary

“It is not the mountain that we  
conquer, but ourselves.”



Sir Edmund Hillary

Great Leaders...

Pack Other Peoples' Parachutes

“How’s Your Parachute  
Packing Coming Along ?”



Capt. J. Charles Plumb

## **Let Me Offer You My Definition of Leadership**

“Leadership is the ability to articulate a vision and walk the path, such that it inspires people to rise above the banality and strife of their common-day existence and achieve a higher and common goal.”

# Leadership Mnemonic: The 10 Tenets

**L**istening

**E**mpathy

**A**ttitude

**D**reaming Big

**E**ffectiveness

**R**esilience

**S**ense of Purpose

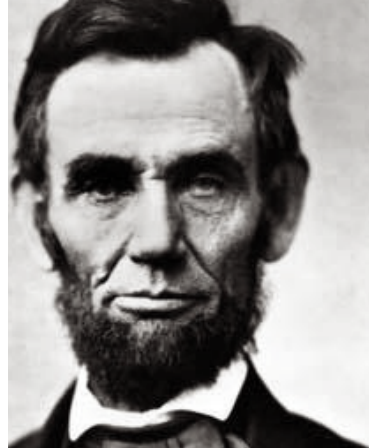
**H**umility and **H**umor

**I**ntegrity

**P**ack others' **P**arachutes



## Many Other Inspirational Leaders



# So Many Inspirational Leaders



Madame Curie



Eleanor Roosevelt



Mother Teresa



Malala



Oprah Winfrey

**Leadership Opportunities Abound.**

One can **Lead** at many different levels

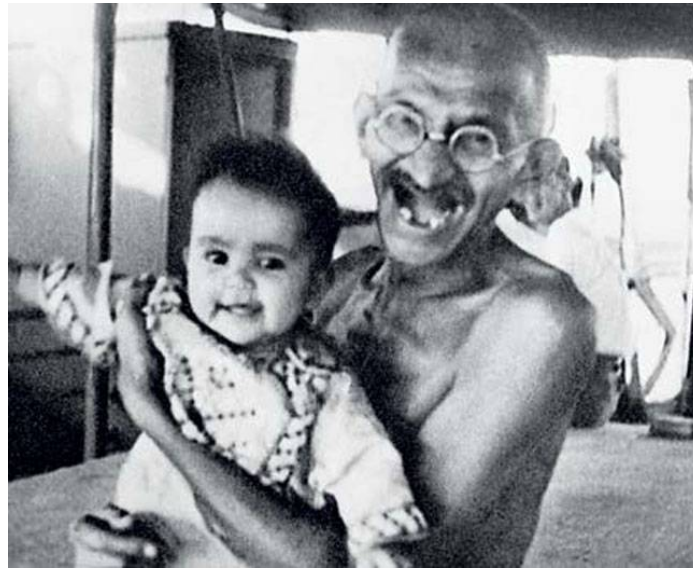
Your and my **Leadership** doesn't have to be very audacious and daunting.

# Have you heard of the Starfish Parable?



# Authentic Leadership Means Leading by Example and having Integrity

Why didn't Gandhi tell the boy not to eat sugar the first time that he met him?

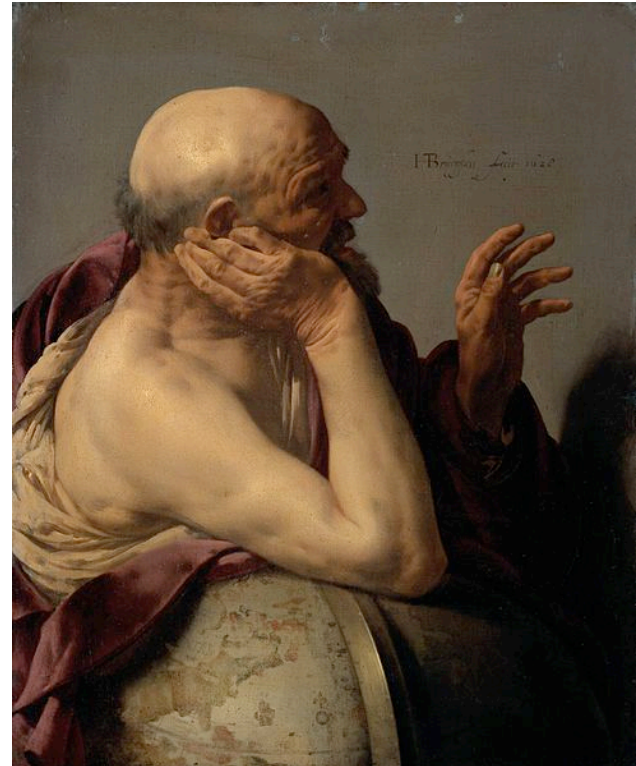


**“At that time, I had not given up sugar.”**

# Integrity is Paramount

**“The soul is dyed the color of its thoughts. Think only those things that are in line with your principles and can bear the full light of day. The content of your character is your choice. Day by day, what you choose, what you think, and what you do is who you become.**

**Your integrity is your destiny.”**



**Heraclitus**

Greek Poet, Philosopher

**Many, if not all, of you have already led.**

**I invite you to take a moment and reflect on it.**

**Then go tell your story.**

**Each One of You Has  
the Spark of Leadership**

**Keep it ignited!**

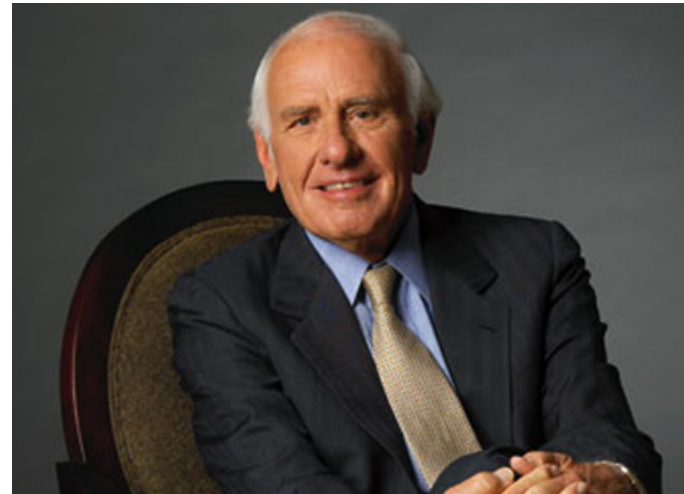




Reserve Slides to Follow

You are the average of the 5 people  
you spend the most time with.

James Rohn  
Author



“Ah, a man’s reach should exceed his grasp or what’s a heaven for. ”

- Robert Browning

“Where there is no vision,  
the people perish.”



**King Solomon**