

# Four Steps to Success by Jim Rohn

Let me pass on to you these four simple steps to success:

1. **Collect good ideas.** My mentor taught me to keep a journal when I was 25 years old. I've been doing it now all these years. They will be passed on to my children and my grandchildren. If you hear a good health idea, capture it, write it down. Don't trust your memory. Then on a cold wintry evening, go back through your journal, the ideas that changed your life, the ideas that saved your marriage, the ideas that bailed you out of bankruptcy, the ideas that helped you become successful, the ideas that made you millions. What a good review. Going back over the collection of ideas that you gathered over the years. So be a collector of good ideas for your business, for your relationships, for your future.
2. **Have good plans.** Have a good plan for the day, a good plan for the future, a good health plan, a good plan for your marriage. Building anything is like building a house—you need to have a plan. Now here is a good time management question: When should you start the day? Answer: As soon as you have it finished. It is like building a house, building a life. What if you just started laying bricks and somebody asks, "What are you building?" and you say, "I have no idea." Don't start the house until you finish it. Now, is it possible to finish the house before you start it? Yes, but it would be foolish to start before you had it finished. Not a bad time management idea. Don't start the day until it is pretty well finished—at least the outline of the day. Leave some room to improvise. Leave some room for extra strategies, but finish it before you start it.

And here is the next piece that is a little more challenging: Do not start the week until you have it finished. Lay it out, structure it, then put it to work. Then the next one is a little tougher yet; do not start the month until you have it finished.

And finally the big one, don't start the year until it is finished on paper. It's not a bad idea, toward the end of the year, to sit down with your family for the family structure plans, sit down in your business for the business plans, sit down with your financial advisor for your investments and map out the year... properties to buy, properties to sell, places to go with your family, lay out the year.

3. **Learn to handle the passing of time.** It takes time to build a career, it takes time to make changes, so give your project time, give your people time. If you're working with people, give them time to learn, grow, change, develop, produce. And here is the big one... give yourself time. It takes time to master something new. It takes time to make altered changes and refinement in philosophy as well as activity. Give yourself time to learn, time to get it, time to start some momentum, time to finally achieve.
4. **Learn to solve problems,** business problems, family problems, financial problems, emotional – challenges for us all. Here's the best way to treat a problem: as an opportunity to grow. Change if you have to, modify if you must, discard an old philosophy that wasn't working well for a new one. The best phrase my mentor ever gave me was when he said, "Mr. Rohn, if you will change, everything will change for you." Wow, I took that to heart, and sure enough the more I changed the more everything changed for me.

So learn to master good ideas, have good plans, handle the passing of time and solve problems, and you will be on your way to more success than you could ever imagine!