

Taking responsibility for your own destiny

'If you don't stand for something, you'll fall for anything,' says Virginia Turf Conference lecturer.

■ To be successful, you must create your own reality, says Dr. Richard Harshberger of Virginia Polytechnic University: "You will never get any more than you expect."

Winners expect to win, and success thus becomes a self-fulfilling prophecy, he further notes.

Harshberger defines success as "the progressive realization of a worthwhile

the aura of failure dominate your outlook; but when disaster strikes, try to learn from it and not make the same mistake again.

This is a matter of growth. Consider the toddler who must fall down time and time again before he learns to walk. Consider the expansion baseball team that must first win a few games, then play .500 ball, then make the playoffs—a process taking years at the least—before it wins the World Series.

2) "If you want something, you have to give up something else. It's always a matter of priorities."

Although there are widespread concepts of what exactly defines success, we each define it for ourselves. For one person, success might mean working 18 hours a day to make \$250,000 a year and thus being able to provide for a family. But for another person, it might be making 1/10th of that, yet having the spare time to devote to actual family activities.

3) "Remember that success is a journey, not a destination. The minute you get where you want to be, you're dead."

Goal-setting is an on-going process. When you meet your first set of goals, establish another, reachable set. Then again, and again. Adopting this philosophy, you may never be able to claim

you're wholly successful, but you'll be able to look back with pride at your accomplishments.

4) "Competition is a negative concept: you try to beat somebody to the punch. But success is a win-win proposition: it's finding a new way of doing things."

Harshberger says you shouldn't nec-

Eight steps to success

- 1) *Create your own reality.*
- 2) *When something bad happens, find out what you can salvage.*
- 3) *Don't hesitate to make trade-offs in pursuit of your goals.*
- 4) *Make it a journey, not a destination.*
- 5) *Find a new way of doing things.*
- 6) *See yourself succeeding at whatever it is you want to do.*
- 7) *Be respected, fair, honest, above-board.*
- 8) *Get involved emotionally.*

essarily set your sights on just competing, but on succeeding. And there's a big difference.

5) "Envision success. See yourself succeeding at whatever it is you want to do."

High achievers mentally picture ideas that are goal-oriented, much like the professional golfer envisions his next shot hitting the green, bounding toward the pin and ultimately rolling into the cup.

Use your imagination. See it happen.

6) "Don't worry about being liked, be respected. Be fair, honest, above-board."

The old sports adage "Nice guys finish last" might not be wholly true, but it does contain an element of truth. Don't run a popularity contest, Harshberger contends: "If you don't stand for something, you'll fall for anything."

By striving to be fair and honest with those around you, you'll win their respect and allegiance.

Finally: "The secret of success is very simple: get involved emotionally," Harshberger concludes. "We have imagination. We must learn to use it. Fantasize, daydream and win."

—Jerry Roche



Harshberger: Imagine yourself as a success in all you do

dream or goal.

"The goal should be out of reach, but not out of sight," he says.

Here are proven methods you can use to climb your way to success, no matter what your job description or duties:

1) "Whenever something bad happens, find out what you can salvage." Harshberger says that you shouldn't let