

# Richard's 8 secrets of success



**WHAT LEADS  
TO SUCCESS?**





Can you remember....



**What are you passionate about?**



**PASSION**

**I'm driven by my passion.**

**Freeman Thomas**

car designer, DaimlerChrysler

**Do it for LOVE**

**Not MONEY**

**I would pay** someone **to do** what **I do**.

**Carol Coletta** radio producer, Smart City

**What  
would you  
do for love  
and not for  
money?**



What do you  
do that is  
hard work  
but is also  
fun?



It's all **hard work**. **Nothing** comes  
**easily**. But **I have** a lot of **fun**.

**Rupert Murdoch** big cheese CEO



**What are you good at?**

**What do you want to be good at?**



**What do you focus on? (Now)**

**What would you like to focus on?  
(later in life)**



**How do you  
push  
yourself to  
succeed?**



**Push yourself.** Physically,  
mentally, you gotta **push, push, push.**

**David Gallo** marine scientist



**Can you push yourself through  
doubt and shyness?**

**Who or what pushes you?**

It's **not** always **easy** to **push** yourself



My **mother** pushed me.

**Frank Gehry** architect

**Who pushes you to succeed?**

What do  
you want  
to do for  
others?



It was a **privilege** to **serve**  
as a **doctor**.

**Sherwin Nuland** professor of surgery, Yale

# Millionaires

serve others something of **value**

What can  
you do for  
or give to  
others that  
has value.



Do you have  
lots of ideas?



**IDEAS**

Do you think  
something should  
be different in  
the world?  
Can you make it  
happen?

I had an idea—founding the first  
micro-computer **software company**...

**Bill Gates** software guy

How many of  
these do you do  
often?

**Listen**

**Observe**

Be **Curious**

Ask **Questions**

**Problem Solve**

Make **Connections**



**IDEAS**



**When you try to do something, do you persist (do you keep trying again and again until you succeed)?**

**OR**

**When you try to do something, do you give up (stop trying after one try)?**





**PERSIST**

**C**riticism

**R**ejection

**A**rrogance

**P**ressure

**Failure**



**Do you persist through failure and other challenges?**

Can you remember....





**WHAT LEADS  
TO SUCCESS?**



# What do you think?

- Do you agree with these 8 steps?
- Can you add any?
- Are any unnecessary (not needed)?



# Have you ever...

- Have you ever used any of the steps in the past?



# Think of a time...

- Think of a time when you were successful?
  - Which steps did you use?



# Think of a time...

- Think of a time when you didn't succeed.
  - Which steps could you have used?

