

# *Introduction*

What is success? What makes someone successful? Why do so many people strive to have it? Why does it seem to elude so many others? How do we know when we have it? Is a millionaire successful? What about a man who has lost it all? Is the winner of an election successful? What about the person they defeated? Does getting a promotion on your job make you successful? How about if you were fired?

Success is a strange phenomenon. It's much like beauty; it's in the eye of the beholder. Others will try to tell you what determines success and whether or not you are successful but only you can truly determine your level of success. Only you know what the plan for your life is and the road you must take to get there. I define success as becoming that which you were called to be through the continual unfolding of God's design and purpose for your life.

Material things or social status should not determine success. Those things may serve as outward indicators of success or be the byproducts of success, but they can also be used as a front to portray a false image of success. Because someone drives a luxury car or lives in a million dollar home does not mean they are successful. They could be a doctor, a business owner, a lottery winner or even a drug dealer. Many

times those same people in the big homes are just like 97% of Americans, up to their ears in debt and just a check or two away from losing it all.

The problem most people face is they would rather kill themselves to support a lifestyle they cannot afford than to live within their means. People are too concerned about what others will think of them. You can only fake success for so long before time tells on you. Success is an ongoing process that can best be achieved by overcoming failures not avoiding them. Willie Jolley says it best in the title of his book *A Setback is a Setup for a Comeback*.

*Success Is In Your Hand* is not designed to tell you “This is success” or “this is not success” but rather it is intended to help you put together the combination to unlock what God has already put in you so that you may excel at what it is He put you here to do. It’s up to you to discover your purpose. Ask God to reveal to you why you are here. Once He reveals your purpose, this book will equip you with principles to help you develop a successful mindset and the successful behaviors to carry you along the way. The principles and concepts in this book will be your tools to break free from a mediocre mindset, to stop settling for less than you deserve and to increase your belief that you can achieve the impossible.

Your success lies within you. It's already in your hand so no one can give it to you. It's up to you to decide, "Enough is enough! I am more than a conqueror, and God has promised me the desires of my heart." What would you do, if your life circumstances were different, to make your mark on the world? What dream keeps you up every night but you've told yourself it was too big for you? If you did not have to go to work in the morning what would you do with all of that time? Whose life would you change? How successful would you become?

### **COUNT IT ALL JOY**

James 1:2 says to "Count it all joy" and sometimes that is difficult to do. It's hard to see the blessing in every situation and circumstance especially when God puts you through something rough in order to bless someone else. In September 2003 my good friend and business partner, Allan Gray, took his wife and two kids to Disney World. It was their first family vacation in years. About halfway through the vacation Allan calls me and asks me if I could drive by his home and check on things because someone called him from his wife's cell phone but his wife was obviously in Florida with him. I agreed to drive by the house only to find that their home had been

broken into. It was one of the highest forms of violation and I felt like it was my own home that had been broken into.

I agreed to stay there and wait for the police and take care of things while they “enjoyed” the rest of their vacation. That evening Allan’s mother and Mr. Brooks (“Mr. B”) came over as well. We sat in that house waiting for the police to come and investigate for about six to seven hours. In that time we had plenty of time to talk. Mr. B is a businessman who has made and even lost millions of dollars so as a businessman myself it was an honor to have the time to pick his brain. I shared with him my business dreams and goals and some of the obstacles I had encountered. He very quickly suggested that I read *The One Minute Millionaire* by Mark Victor Hansen and Robert G. Allen. I’m thinking if a businessman of his caliber says this book is going to help me then I have got to get that book.

I searched all the libraries for over a month and a half before I could finally find the book. I’m not going to tell you what the book was about but I will tell you that the book flat out changed my life. The practical easy to apply information gave me the belief that I could achieve all that I was pursuing. It made me see that instead of wasting time talking about my dream I could be using time building and living my dream. After reading that book I began to put the pieces together and do what I had been dreaming about for so long. The book

showed me that money is simply an inanimate object with so many ways to create it that the lack of it cannot really be used as an excuse to not go after your dreams. Money is like Kool-Aid, when you make it it doesn't last long and when it's gone you've got to make some more. That book played a major role in why I even wrote this book. *After you read this book I encourage you to read *The One Minute Millionaire*.*

Let me bring it home. I had been praying to God for the answer and a plan for the way out of my wilderness but like most humans do so often, I was trying to work *my* plan while I was waiting for God to "come up" with His. Little did I know that God in His perfect timing was answering my prayer through the tragedy of someone else. You see I would have never read the *One Minute Millionaire* had Mr. B not told me to. Mr. B would have never told me to read it if we had not spent those six to seven hours together. We would have never spent those six to seven hours together if the police had not taken all night to get to the house to investigate. We would have never been there if Allan and his family did not go on vacation. And if they did not go on vacation then their house would have never been broken into.

Now I'm not happy that my friend's home was broken into but what if we got there and complained all night. What if the police would have gotten there in only two hours? That

conversation would have never happened and I might still be trying to figure out the direction I should go in life. Only God could have orchestrated an answer to a prayer so perfectly and only an open mind to hear His word could have received it. A lot of us have the answer to our prayers right in front of us but because that's not what we prayed for we leave our blessings on the table and forfeit our success.

Since that day in September Mr. B and I have not spent so much as five minutes talking. If I did not take heed to what he said when he said it then that opportunity could have been lost forever. When God answers your prayer it is up to you to jump on it. He's not going to beg you. When it comes to seizing the day and acting on your dream there is no tomorrow. How many blessings have you procrastinated on and forgot all about because the opportunity passed? It may not look the way you expected it would but if God sent it then I assure you it couldn't be any more perfect.

Allan and his family were blessed throughout the ordeal as well. Within a week the police caught the burglars and they recovered their belongings and God continues to bless Allan's family 30, 60 and 100 fold. The point of all of this is to count it all joy. Your tragedies and hard times could be building blocks for you or they could be someone else's doorway to their blessing.

*Success Is In Your Hand* will teach you why a positive attitude, constant personal development and strong belief in yourself and in God are key to unlocking the successful you. If I hadn't kept a positive attitude in the bad situation I was in then I would have overlooked the positives before me. If I were not open to personal development then I would have never read the book recommended to me. If I did not believe in myself then I would have never acted on my dreams and if I did not believe God ordained my success then I would have quit when things got too tough. I only make one guarantee to anyone reading this book; once you read it and apply the principles to your life your mind will be transformed and you will unlock the successful person you were designed to be.