



The Key to Success: The 6 Fundamentals to Mastering Yourself

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Life is a gift, and it offers us the privilege, opportunity, and responsibility to give something back by becoming more. Tony Robbins

Have you ever wondered why life is such a struggle at times?

Or why does it feel like success is eluding me but finds everyone else?

Have you ever thought to yourself, why does everyone else seem to get results but I'm struggling to make any progress?

Why does it feel like I'm taking one step forward but then three steps backwards?

The reality is all people have their challenges.

The difference however lies in ***how they respond to those challenges.***

While there are many ways to live life, most of the options fit into one of two categories:

- You can live your life in a **reactive manner**, constantly at the mercy of the people and circumstances around you.
- Or you can also choose to be the master of your life by mastering yourself. ***You can be focused, resilient, and create the type of life you deserve.*** If you control yourself, you control your destiny.

The important part to recognise however, is that both are a **choice within your control.**

The fact is, being successful is rarely about working harder or longer.

It's about spending your time effectively.

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Therefore, if your levels of success and happiness leave you less than thrilled at the moment, you have to consider making some positive changes.

Nothing will change unless what you *do* changes. And what you do won't change unless *you* change.

For many this is tough to accept, but it's the truth.

However, if you're ready to take control of yourself and your life because you desire more in life, let's look at the 6 fundamentals to mastering yourself.

I believe, if you make the time to really understand these and reflect on what they mean for *your* life, you will unearth some real gems that could transform your results over the next 6 to 12 months. *(I can obviously not promise or guarantee anything as I don't know you or what you'll do with this information.)*

6 Fundamentals to Mastering Yourself

1. **Recognise that the issue isn't that you're not "good" at being successful.**

You've simply been ***good at being unsuccessful***. It's a subtle distinction but an important one.

To bring about the results you're currently experiencing, you've had to do certain things consistently for quite a long period of time.

When you do the wrong things consistently for a long period of time, you will end up with pain in your life.

Equally true, if you do the right things at the wrong time, consistently for a long period of time, you also end up with pain.

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The fact of the matter is, if you're experiencing any form of pain in your life at the moment, that's an indication that you've been doing something unhelpful for too long. Some action(s) is hurting your results.

You need to figure out what that is and change it.

Something I've figured out about this is that it's usually only about 20% that gives us an 80% return.

For example, my efforts to lose weight are usually undermined by only a specific 20% time bracket of 24 hours in a day; after dinner at night. That's my danger time. Unless I can learn how to control this time of the day, all the hard of the day doesn't matter at all. I can undo it in a matter of minutes.

Another example is, only 20% of my behaviour is causing friction between my kids and I. It's not everything I do, but only a small percentage of what I do or react every now and again.

It will be the same for you.

What is your 20%?

Figure that out and replace it with more helpful behaviour and you should start seeing immediate improvements.

Because consistently taking a new set of actions will bring about new results.

I know this sound super simple but so many people don't get it. Not really.

2. Take responsibility for your results up to this point.

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While most of us would like to blame others and put the responsibility on them, it's much better to take responsibility.

Most of my clients know that I love using the analogy that you are the owner, director, salesperson, marketer, and cleaner of your company, You Ltd. No one else is. It is your sole responsibility. What you do with your life and results, are up to you.

If you take responsibility, you can fix it, grow it, and take it the places you want it to go.

But, if you really believe that your circumstances are someone else's fault, what can you do? You are powerless to do anything because you're waiting for the "someone else" to move on or disappear.

You are effectively handing over your power to someone else.

Now, let me also say, even if it is someone else's fault, they're unlikely to do anything to rectify the situation. It might not be your fault, but it's still your responsibility to fix it.

You might not be responsible for what happens to you, but you are for how you respond to what happens.

That is within your control. You have to take responsibility for that.

Again, this is common sense but not common practice. Many people understand this conceptually, but not in reality. And therefore, their results and lives suffer as a result of it.

Let me ask you, ***what do you know you need to take responsibility of but have been avoiding it?***

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Where in your life, relationships, finances, or business have you been avoiding responsibility and giving your power away by blaming someone else?

What you ***need to do to fix that today?***

What can you do today, to truly take control of You Ltd?

3. Understand the actions you least want to take are likely the actions that will improve your life the most.

Think about that. The things you're really dreading might be the very things you need to do to turn your life around.

This is a huge one. If you truly want to master yourself and improve the results you're getting in any area of your life, you must be willing to move outside of your comfort zone.

The results we desire are most often found outside our comfort zone. It requires doing things that challenge us. It demands pushing yourself more than you usually would. That makes it hard. We like being comfortable and avoiding feeling vulnerable.

However, if you want to improve your marriage in the next six months, there are things that you will need to get comfortable with doing. Maybe it's hugging your wife every day. Perhaps it's listening without interrupting. Maybe it's staying home more. Whatever it is, it will challenge you. But the results demanded. And if those results are important enough, you will do what it takes.

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If you want to grow your business, there are things that you will need to get comfortable with. Maybe it's making the phone call to prospects. Perhaps it's designing a better marketing system. Maybe it's working with a coach. Again, it will be outside of your comfort zone but absolutely necessary to improve your results.

4. **Focus on effective actions.**

These are the actions that will take you on the most direct path to your goals.

This comes back to the 20% giving you an 80% return.

There are only 20% actions that will help you achieve 80% of your goals. We call this a focused approach. People who are consistently achieving great results in their lives, are focused. They focus on a few things only, and do them well consistently. That is their most direct path to their goals.

For example, suppose you're trying to lose weight.

The most direct path is to simply eat a small number of calories of healthy food and spend some time exercising each day. It's that simple.

But an entire industry of crazy diets and exercise programs has been created because people can't get themselves to take the direct path. We don't believe is that easy. Surely there must be some trick to it all.

Ask yourself, what have you been spending your time on?

What actions have you been taking towards your goals?

If you're honest, have you been taking the most direct path to your goals or not? If not, why?

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Which 20% can you spend more time on if you wanted to?

Which 80% (that only yields 20% return) can you spend this time?

In most cases, effective actions are obvious. The challenge lies in getting yourself to take them.

5. Embrace discomfort.

We're all attracted to being comfortable. Unfortunately, the road to progress travels through the land of discomfort.

We're generally only comfortable with the things we do on a regular basis. However, those are the same things that have led to the life you're currently living. And therein lies the problem.

Obviously, if you're completely happy with the results in your life then by all means, keep doing what you've been doing.

However, I'm not convinced that you are, not if you're reading this e-book.

It is no judgement at all, simply a fact.

What you and I have in our lives right now, is simply the result of everything we've put into it so far. How we think, feel, what we do, and who we interact with. All of these things can be changed in a heartbeat, with different input, but unless that happens everything will remain the same for the most part.

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In order to create new results, we have to you push our comfort zones and become a little bit uncomfortable every now and again. In fact, ***the more comfortable we can get with feeling uncomfortable, the higher our chances for success.***

Most people are not willing to step outside of their comfort zone. And that's why most people will always look towards those they admire with envy. The truth is, we can all achieve extraordinary things if we're willing to apply ourselves.

But this requires experience discomfort from time to time.

That could mean having to learn a new skill. Or, doing something that opens you for rejection. It could also mean facing a fear.

Whatever it is, discomfort can be overcome by overruling your mind. Because ***like any new activity, taking action in spite of discomfort gets easier with time.***

It is oftentimes easier behaving yourself into a new way of thinking, than thinking yourself into a new way of behaving. Sometimes we just over think things too much. All we need to do, is act.

The more we face our fears, because that's really what feeling uncomfortable is actually about, the easier it gets. We get used to the sensation in our body every time we do something that makes us uncomfortable. After a while this sensation or feeling changes to something less frightening or uncomfortable. It could even become enjoyable.

But you have to go through the paces. You have to climb the mountain. You have to face to music. You have to do the hard yards.

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No matter which saying we use, it comes down to the same thing – ***just do it and it will get easier.***

6. Realize that life is short.

Imagine you're 80 years old.

How do you think you'll look back on all the things that are challenging you now?

Think about your life 20 years ago and the things that you found challenging back then. How do you feel about them now?

Now imagine looking back, and seeing times where you had an opportunity to take your life in a different direction but failed to do so.

Maybe you are scared. Perhaps it made you feel uncomfortable. Maybe you didn't know how. Or you didn't know the right people. Or it wasn't the right time.

How does that make you feel?

The fact is, life is short. I do need to tell you this. We all know this in the back of our minds.

I was walking back to my car after my workout at the athletics track the other day, and I had this strange thought in that moment. I realised that no matter what I do, I will never get that time I just spent back. It's over. It's in the past. I will never ever get 2pm of that particular day, back. I will never see it again. Not that time and on that date. It's in the past.

Every second that ticks away, is time lost to you and me forever.

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We can allow this to freak us out, or we can choose to start living a life with real intention and purpose.

Just imagine the possibilities, if you decided to really apply yourself in all areas of your life. If you woke up every day from now on, and truly committed yourself to being the best that you can be. To just put yourself out there and see what comes back. To simply do your best and see what happens.

Imagine what could happen.

Life will again take on a new meaning for all of us if we did this.

Every moment will become an adventure again. Every person we meet, an exciting prospect. Every day, a gift.

We go through our daily grinds and deal with all sorts of issues every day. We make plans and set goals. We dream. We worry.

Yet, the sun comes up and goes down without interruption. ***No problem has ever been that bad or big that it stopped the sun from coming up.***

And then, one day, we find ourselves standing at an open grave of someone else, realising that it's all over for them. No more worries. No more problems. No more pain. No more dreams or goals.

And we wonder, ***has it all been worth it for that person?*** And then we leave the site of the open grave, and we go home and continue our lives as if we have all the time in the world.

What would happen ***if you decided to change your life today?*** To just try something new? To become someone better? To give more of yourself?

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Mastering yourself is a challenging but rewarding process. No doubt about that.

But imagine if you could get yourself to do all the things you know you should be doing. ***How would your life look a year from now?***

Take the time today to take one mildly uncomfortable action you've been putting off, even if it's just sitting down and paying your bills or calling your mother. ***Start creating the habit of doing something uncomfortable, but productive, each day.*** Over time, the really challenging things will become easier.

Final Thoughts ...

I really hope you got something of value from this report today.

These six fundamentals will help you master yourself and ultimately get what you want.

My challenge to you is that you don't waste the momentum you've gained by reading this report. Once you've finished here immediately write down a few action steps you can take towards implementing any of the information learned here.

The problem is most people read or hear something very helpful, but then go away without doing something with it. This is a mistake.

Utilise any momentum created by committing to at least one action step immediately. This will help you start moving in the direction of the results you ultimately want, as well as cement the information in your unconscious mind.

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If you found this helpful and would like to know more, or work with me personally on any area of your life or business, please get in touch with me at support@GideonHanekom.com.

I would love to connect with you.

My final challenge to you is,
Master yourself and create the life you desire.

To your success,

Gideon H.

