

# 5 Simple Strategies Used By Successful People

My name is **Andy Fumolo**.

For the last 25 years I have been working as a leadership coach with companies and individuals around the globe.

My work has given me deep insight on how different successful people work, think and act. I started to ask myself: Why are they different? Why are they more successful than others? Do they have special genes of skills or can everybody learn this?

As Benjamin Franklin quoted: „Leaders are not born. They are made!“

After many private talks and further interviews I could spot a trend that successful people share: specific skills, habits and strategies.

The outcome was awakening. Success Strategies are very simple - and everyone can use them.

You just have to accept them!



## Get It Out - Present Yourself!

**If you know what you want - talk about it!**

Sitting at home working on your goal or talking with your friends about your great idea will not get you anywhere. People who are committed to their goal are not shy to talk to strangers about their idea.

This is asking for some courage. Being rejected after you shared your great idea is one of the worst feelings to experience.

On the other hand, if you go out you will meet new people. They will offer further thoughts that will enlighten your own project.

However, there is a golden rule: If you really believe in your goal, you will not be shy to go out and share it.

## Only Do - What You Really Love!

**You must love what you do so much, that you would even do it for free.**

Only few will succeed in business or in life, if they do not develop a real passion for what they are doing. “You have to be full of passion and you must love your idea!” is a common statement of successful entrepreneurs.

Everybody, who carries this within the heart, will never face difficult times. Passion and enthusiasm are important drivers for success.

And here comes the good news: By carrying this attitude within your heart, money will come by itself - even more so, if making money becomes your passion.

STRATEGY  
3

## You Need Not Invent Something New!

**An entrepreneur must not be an inventor. Sometimes it is better to find something that already exists and make it to something that people want!**

I know this sounds hard, but try to see it this way: Opening a new restaurant is not a brilliant or new idea. The success of a restaurant only depends on your personal input, your marketing and if people like your food and your service. It is that simple.

Having the right product and timing is fundamental. Success trends show up when many people want certain things. Clever entrepreneurs always watch future trends. And when they spot one they get active and do not hesitate to start.

STRATEGY  
4

## Stay Focused - instead of doing too much!

**Do not think of the thousand actions you have to take. Rather focus on what you can do in one day.**

Only few successful people start with a strict and detailed plan. This is a good way of handling things. You will not get overworked with too many tasks that might slow you down.

When I asked successful people how they did get started, many of them came up with the same answer: “I only had a clear vision of what I wanted to achieve. All the rest just happened and came by itself.”

The only way to conquer the feeling of being overwhelmed or having self-doubts is to concentrate on what you can achieve in one day.

## STRATEGY 5

### Find Your Mentor!

**We all become whom we spend time with.**

**Or: people around you will either raise you or fail you.**

For all you want to become good at, you need a great teacher or a mentor. A good mentor will nurture and support you and guide you on the right way. A mentor is not someone who agrees with you all the time. A mentor is a person who knows your potentials and will lead you step by step to your success. It's all very simple: if you become a success your mentor will celebrate with you.

How do you find this person? Remain open minded, be patient and never ever lose sight of your goal. The more you believe in your goal and the more you keep working on it, the more you will attract people who will support your road to success.

## What Can You Learn From These Five Strategies?

These five strategies are not a guarantee for your success. They rather show you, that success does not depend on education or on good luck.

Success is the result of a clear vision, a strong believe and a deep commitment to working on your goal.

What impresses me the most is: Success is **SIMPLE!**

**One thing is guaranteed:  
everyone can become a success!**

**Just Do It: learn something new everyday -  
and use it!**

A handwritten signature in black ink, appearing to read 'Andy Fumolo', written in a cursive style.