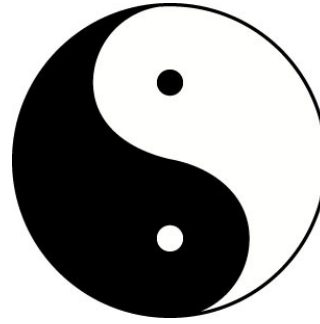


The **Tao** of **Success**



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One of the most important aspects of creating **success** involves a delicate balance between two somewhat opposing forces – **Reflection** and **Action**. This balance is very similar to the balance of Yin and Yang in the Tao philosophy.

Most successful leaders in business or elsewhere are seasoned veterans at creating an ongoing balance between the reflection of where they are now and the action of pushing toward where they need to go.

Consider the variety of personalities that exist and how they can be represented by the analogy of Ready, Aim and Fire. There are those can be described as Ready, Ready, Aim. They are always planning and never moving to the action. Then, there is the opposite who could be described as the Fire, Ready, Fire. They are always acting but never reflecting on where they are or where they need to go. This means that they are often spending effort that becomes wasted effort or at least effort that is inefficient.

No matter what our personality style, true success comes when you can initiate a balanced cycle of Ready, Aim, Fire, Ready, Aim, Fire, Ready... You don't spend too much time in either the state of Reflection or of Action.

It should also be mentioned that in teams, individuals may play different roles in the Ready, Aim & Fire analogy. Some focus on the reflection roles and others on the action roles. This is valid as everyone has different strengths. When it comes to leadership (and we all have leadership roles) and our personal lives, we must take control and be active in both parts.

Stumbling blocks to success and specifically to creating the Tao of Success include acting too often without any sense of direction or spending too much time reflecting without creating outcomes. *Do either of these descriptions sound like you?*

So, what can you do to create more of the Tao of Success in your life. The first thing would be to understand that both components of the Tao of Success are active verbs. You are either actively reflecting or actively doing something. **SUCCESS** is **NOT** about **INACTION**.

The next thing to consider is whether you can spend time reflecting **and** acting at the same time? The short answer is... sort of. Your mind can only hold one thought at a time. This is an important point for us to remember when we are considering focus and balance in our lives. It is also important in the Tao of Success. You can be going through periods of reflection and action at the same time but the truth is that at any specific moment in time we are only spending energy in one of the two areas. We may switch between yin and yang quickly enough that we "appear" to be supporting both at the same. The reality is not true.

The wonderful thing about the Tao of Success is that it applies to our personal lives, our extracurricular lives and our business lives. Whether you are goal setting, working on your motivation, working on personal

development or working on your professional development, you can implement the concept of the Tao of Success.

A good way to remember the power of the balance of Reflection and Action is to consider a child swinging. When a child swings, they put energy into the swing during the motion part of the swing. Then, they have a moment where they are completely motionless where they still have a great deal of potential energy. Then, instantaneously, this energy is released in a new direction.

Then, the cycle continues over and over again creating **real results**.

The Most Important Skill of the Tao of Success

The most important skill related to the Tao of Success is not what you may think. Many people think that it must be either Reflection or Action. Although both of those are requirements to success and arguably everyone has ability in both of those areas, there is another skill that is most critical.

Truly successful people have the ability to effortlessly move from Reflection to Action and back again. They seem to know when action is necessary and they take action quickly so that they can move back to analyzing their position. Then, when reflection is necessary their focus is on acquiring the knowledge that they need to be able to move to back to action.

The most important skill related to the Tao of Success is the **ability to switch** from Reflection to Action or from Action to Reflection. Knowing

when to switch and then being able to just switch ensures that you are putting the right effort into the right places at the right time.

So, consider as you work toward your own successes how you can be more focused on either reflection or action at any one point and then be able to switch quickly and effortlessly to the other polarity when required.

To have Paul Frazer speak to your organization or for more information on Paul Frazer or Mindscape, his speaking programs, his book, **Stop, Drop & Re-Balance: A Self Renewal Manual**, his newsletter - **Food For Thought**, or just to contact Paul, please visit his website <http://www.mindscape.ca>, send an email to info@mindscape.ca or call 613-264-3791.

