

The 5 Characteristics: The foundation for achieving potential

For the last 20 years, I've consulted with or coached people in business, sports, the acting profession and the private sector. While many struggle to develop and maintain consistent ways to achieve their dreams or goals, it is clear that there are 5 characteristics that remain the foundation to help anyone consistently reach their potential. The question is: *how do you best achieve them?* This is where the approach is so important. Good ideas and well meaning concepts don't necessarily translate into change. "Wired to Win" teaches you that there are clear, precise, predictable and undeniable laws that are always working to produce your results at all times.

The 5 characteristics are:

1. **A Burning Desire**

Is your desire a mild desire, a hope, a wish or a burning desire to get what you want? It doesn't matter what skill or experience level you are. A burning desire is necessary to master and complete any level of change. Those who actually DO achieve their dreams and goals have a BURNING DESIRE. Whether it's to make a million dollars, succeed in business, break 100 or 80 on the golf course, be your best, play professional sports, be cast in a big budget film or whatever it is, a burning desire is necessary.

2. **Clarity of Intention**

Those who achieve their dreams are clear on what their intentions are. They know what they want and don't waiver in their intention to create it. They know how to provide a specific answer to the question, "What do you really want?" Not only are they clear on their desire but they are also able to envision it clearly. They SEE it happening in their mind's eye even before it actually does happen and negativity, doubt or any other factor are seen as speed bumps along the way but never deter them.!

3. **Talent**

It may surprise some people that talent is third on the list but talent alone is not the most important factor in achieving your potential. Look around you. Is the most talented person always achieving their dreams? While talent is important, champions in any arena understand that talent will only take them so far. Michael Jordan, Tiger Woods, Roger Federer, Tom Hanks, Robert DiNero, .Meryl Streep, Tom Brady and so many more...understand that talent without mastery of the inner game will only go so far.

4. **Resilience**

Resilience has 2 components to it. One is the ability to ABSORB and the other is the ability to BOUNCE BACK. You can absorb rejection, disappointments, setbacks because you know how to see them as something of value. Resilient people are able to accept reality better than others. This does not mean they have to like it but they do accept it and therefore are able to bounce back from it more effectively because they have learned to be wiser; In other words; they are better for it!

5. Persistence

People who achieve their desires are persistent in doing things that create the outcomes they want. They use their burning desire, clear intention, talent and ability to bounce back to step up and fulfill their dreams. They dust themselves off, smile, take a breath and say, "I'm going after this again. The difference is; this time I'm wiser and have learned through experience." Here is one of my favorite quotes that highlights this:

"Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent."

- - Calvin Coolidge
