

Andy Singer – Seven Secrets of Success

# Andy Singer's Secrets of Success



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## **Andy Singer**

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## **Andy's Seven Secrets of Success**

1. Get Serious
2. Training
3. Surround Yourself with the Right People
4. Physical Health
5. Be Self-Aware
6. Take Positive Action Every Day in Pursuit of Your Goals
7. Work Harder than the Rest

## 1. Get Serious

Success takes a serious attitude and commitment to task.

Everyone states they want to be successful, but to be successful you have to take action. You need to be committed to excellence in all areas required for your success. Commitment to action and excellence every day is not always easy, but it is essential. You will find that the better your attitude, the easier it becomes to be committed and achieve success in all areas of your life you focus on.

## 2. Training

Success takes training, training and more training. The day you wake up and think you know it all, is the day you will no longer grow and achieve greater levels of success. Seek out those that have expertise in the areas and skill sets you need to be successful. It takes commitment and time, but the rewards for serious training are exponential. What skills do you need to tune and practice?

### 3. Surround Yourself with the Right People

It takes a team to achieve great things. For a football team to reach and win the Super Bowl each member of the team must be committed to excellence to assure the teams success. It is no different in business. Executives must hire, train and motivate the right team. Seek out others who are positive and successful. Surround yourself with others that seek excellence and you will achieve your goals.

## 4. Physical Health

Being successful means commitment to task, working long hours and often significant travel. This means a successful executive must be in peak physical shape to assure maximized performance. Work out both your body and mind, eat healthy and rest each night. Being charismatic can significantly increase your ability to be successful and physical health can significantly increase your charisma. By cultivating physical health your mind, body and spirit will be ready to take on any challenge and greatly increase your odds of being successful.

## 5. Be Self-Aware

It is essential that you learn to be self-aware. Being self-aware means you understand how your actions and words can influence others and you seek to influence them in a positive way. You should remind yourself to smile frequently, not just in person, but anytime you are on the phone. You should also seek to treat others with respect. Treating others with respect is not just the right thing to do, it can help assure others have a desire to help you achieve success. Being self-aware also means to be a great listener and listening to understand and with empathy.



## 6. Take Positive Action Every Day in Pursuit of Your Goals

You should be a pro-active executive and take positive action in pursuit of your goals. You are in charge of your success and you want to keep the ball moving down field with progress towards your goal each day. It is essential that you accept responsibility for your actions, or lack of action. Seek to apply 110% of your effort towards your success.

## 7. Work Harder than the Rest

If you put in the average amount of work, you will get average results. Give 110% and you will achieve great results. It takes time, commitment and preparation. A failure to plan, is planning to fail. Assure you work hard, plan hard and work smart. Your commitment to task and a strategic approach will assure your success. And never forget that when you become successful, give back to those who helped you along the way, to those less fortunate and to your community.



***“Powerful Training for  
Maximized Results”***

- Presentation Excellence<sup>SM</sup>
- Ultimate Negotiating<sup>SM</sup>
- Master of Time<sup>SM</sup>
- The Art of Profitability<sup>SM</sup>
- Success by Singer<sup>SM</sup>

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