

RDJ'S NOTES

COURSE R | SESSION 3

The Psychology of Achievement

Brian Tracy

People who actively target someone to serve as a role model draw positive feelings from that person only if the role model's achievements are both relevant and attainable. People who choose role models who do not fit that description wind up 22 percent less satisfied with their careers than people who do not have a role model at all.

Millionaire in the Making

The things you most want aren't easy to get; otherwise you would already have them. We are faced with daunting fact that in an effort to pursue our goals, to ultimately make our lives better, we must first endure and sacrifice.

You could minimize your efforts now, which would offer momentary comfort but leave you ill- suited to achieve in the future, or you could maximize your effort now and create an ideal future.

Millionaire in the Making

 FINANCIAL SERVICES
of AMERICA