

# RDJ'S NOTES

## COURSE R | SESSION 2

### The Psychology of Achievement

*Brian Tracy*

Fully 85 percent of your success and happiness in life is going to be determined by the quality of the relationships that you develop in your personal and your business activities. The more people you know and who know you in a positive way, the more successful you will be and the faster you will move ahead.

*Millionaire in the Making*

Some people give up the moment an obstacle is placed in front of them. Some people doggedly continue to pursue a goal even after years of frustration and failure.

What is the main difference between these people? It's not ability or even patience. It is actually their sense of control.

Those who feel they are not responsible for choosing their goals and pursuing them tend to believe that results are arbitrary. To them, it doesn't matter how hard you try or how talented you are, being successful is like winning the lottery; it's all a matter of luck. With this attitude, it hardly makes sense to work hard or be dedicated to a dream or goal.

Those who persevere, conversely, recognize that they are ultimately responsible, not just for pursuing their goals, but for setting them. When you are in control, what you do matters, and giving up will not seem very attractive.

*Millionaire in the Making*

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