

# Personal Success Strategy

## The Skill of Self Management

by  
Yim Choong Chow

**A step-by-step manual  
to develop your  
personal blue print that  
will propel you from  
'where you are now' to  
'where you want to be.'**

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**FONDLY DEDICATED**

**To My**

**Lovely & Loving Daughters**

**Marcia & Marilyn**

**Fatabulous Son in Law**

**Siva**

**And**

**Most of All**

**To The Most Precious Gift from the Universe**

**My Granddaughter**

**Sierra**

**I cherish & appreciate our time together**

**I love you all dearly**

## **Preface**

Most people aspire to be successful, great and happy. The reality is that not many reach these goals. Just look around you. Just look at yourself. Are you successful, great and happy? Are you operating at your full potential?

Most of us are mediocre because we are caught up in the rat race and running it as a rat. We exist from day to day without a plan – a blue print for success.

Far too many people arrive at where they end up with, not by design but by 'accident' – pushed by others and circumstances. There is a saying that if you don't take charge of your life, others will.

Life need not be like that. You need not run the rat race – and if you choose to, you certainly don't have to run it as a rat! How about becoming a cat in the rate race instead? Wouldn't that be interesting?

You can be a master of your own destiny. But first you have to design that destiny. The graveyard is littered with unrealized dreams, unfulfilled goals and under utilized talents.

The purpose of this book is to provide you with a road-map to design your destiny and to develop a master plan to live the life you have so far only dreamed about.

I believe that the two most subjective states of mind are success and happiness. That is the primary purpose of life. Don't you agree that it is important, meaningful and even urgent to start to do something about your life before it is too late? By really living, being successful and being happy.

To your success and happiness.



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## Chapter 1

### The Mule Who Sits On A Nail

Take a moment of your time to reflect. Reflect on issues such as, what are you doing with your life, what have you achieved so far, what is your purpose in life, why are you doing what you are doing?

Do you consider yourself a success? Are you happy? Are you contented or complacent? Are you dissatisfied or disillusioned?

Are you getting up every morning ready to live another brand new day or are you merely living the same old day everyday, day after day after day?

Are you living life to the full or are you just alive?

If you are getting somewhere with your life, achieving what you want to achieve, generally contented - my sincerest congratulations, for you are well in charge of your life. You are probably happy and managing yourself well. But if you are one who

- feels that you are not living life to the fullest,
- wants to change but somehow have not been able to get started,
- feels uncertain about where you are really going,
- lacks the motivation to want more,
- has a need to prioritize and choose with every turn of events,

then you probably need a crash course on management. To manage the most difficult person living on this earth.

That fellow is none other than yourself. Yes - you! In first person - "me".

The "me" or so called self, in each and everyone of us is the creator, executor and judge of our destiny. That one fellow decides what each one of us makes of our lives, whether we will be a success or a failure, whether we are happy or sad. That one "me", dictates how we spend our resources and directs our entire journey of life. It is therefore of paramount importance that you and I have a system of

managing this all powerful person. So that we control him instead of him controlling us - as is often the case.

Do you know how to make everyone on this earth happy? All that is needed is that each and everyone of us makes our own self happy. Do you know how to eliminate every evil person on this planet? Yes - by each and everyone of us ridding the evilness in our own self. It is so apparent and easy, isn't it? In fact so easy that it is eluding most of mankind. We want to change, control and manage others - but that won't work very well if we cannot even change, control and manage our very own self.

Man is created to be the master of it's own life and destiny. Unfortunately very few of us are taught how to do that well - neither by our parents nor by our teachers. In fact some of our parents and teachers are bad role models for this purpose. And most of us get through life by trial and error - some more successful than others. Whilst experience is a good teacher, it is also a time consuming affair and often costly too. We don't need to sail through life as if it is an uncharted ocean. Many others have navigated in these waters before. So let's learn from them.

Successful people are successful because they do things in a certain way. Because they do things in a certain way, they are certain of success.

There is a certain way to get more out of life. To be happy. To be successful. The way is to acquire the basic skill of managing the self.

The Skill of Self Management Managing will provide a framework and a road-map for this purpose. It will help you direct and manage the most important person in your life. Your self. The guy you so passively call "me" when you are referring to your own self in first person.

So welcome aboard and let's apply some proven effective management methodologies to cause changes and performance improvements in your life through a pro-active process of managing "me".

There are three important strategic questions which successful people ask from time to time. These are:

- Where am I now?
- Where do I want to go?
- How do I get there?

Thinking through these key questions will provide you with the key to unlock your personal strategies for success. We will be exploring these three strategic considerations later on. But first let's find out if you are ready to be promoted to the rank of Chief Executive Officer of your life and that you indeed want to begin by making the first move.

To do that, let me tell you a short story about Allan. Allan is an ardent believer in metaphysics. He would regularly seek out astrologers, soothsayers and the like. By the five-foot-way, in the temples and in the most inconceivable of places in order to seek spiritual advice on virtually every aspect of his life. One day, Allan invited me to accompany him to visit a famous Zen hermit who is residing in a limestone cave near my home town, Ipoh. I was reluctant but Allan persisted. *"This hermit is no ordinary being. He not only tells fortune but is also philosophically enlightened."*

I have not met an enlightened soul for a long time. Besides, Allan promised a treat of the famous Ipoh Sar Hor Fun noodle for lunch, so I relented. We reached the cave and soon found the wise man. He sat crossed legged on the floor, and stroking his silvery beard asked Allan what he wanted to know.

*"Master, I want to know what is wrong with me. Why is it that I am always up against all the odds? Why am I not doing any better?"* replied Allan.

The hermit, we never got him to reveal his name, looked hard at Allan for a couple of minutes, stood up and invited us to see his pet mule.

*"Interesting,"* I thought to myself, *"A hermit keeping a mule for a pet? He must be enlightened indeed! "*

He led us to a nearby field behind the cave. On reaching there, we could hear the wailing and mourning of a rather over-fed mule.

*"What is wrong with him?"* Allan asked.

*"Nothing,"* replied the Master. *"He is just lazy. You see, he is sitting on a nail and the nail is hurting him. Unfortunately it is not hurting him enough to make him want to get off. You asked me what is wrong with you. If you will excuse me for being direct, could it be that you are like my mule here? Wailing and mourning but refusing to move. If you want to improve your situation, you must get off that nail."*

Do you know some people like that? People who complain and complain but refuse to take the ownership and responsibility of doing something about the problem. They complain about the nail but persist to sit on what hurts them.

Are you sitting on one now? Instead of continuing to mourn and groan and feeding yourself with well reasoned excuses about why you cannot, should not or will not, it is time to think about how you can and start doing something about it.

Most people don't know what nail is hurting them. Some do but don't bother. If you are one of those who wants a change for the better, to become successful, to be well, you must first decide that you indeed want to make the first move.

When you have so decided, you are ready to take charge and manage your self. You are ready to start working on fulfilling your dreams and aspirations. By taking positive actions on some of the key areas in your life, you will create success and happiness for yourself.

Nothing comes from nothing. Everything in this universe and beyond is created. What you want to

be, want to achieve, want to become must also be created - by no one else but yourself. The key is to start to manage yourself. This means that you will have to discipline yourself to follow the action plan which you will soon devise. Only by doing so can you begin to cause things to happen rather than waiting for things to happen.

Let me give you a plan of what we are going to do for the rest of this journey. This trip is about causing changes to happen. Changes which you want to make. Not have to make but truly want to make. Things which have to be done are seldom done. On the contrary, things which you earnestly want to do will get done.

So it is important that we first and foremost work together to identify what you are happy with and what you aren't happy with. The next step is to map out what success really means to you. We will discuss the technique of visualization to help you draw your picture of success. Having done that, you will be working on setting some very specific goals for important areas in your life. Then you will create an agenda for change and map out an action plan to start a deliberate process of propelling yourself towards your dream.

## The Skill of Self Management

This is what The Skill of Self Management Managing is all about. It is about finding out where you are now, knowing where you want to go and embarking on a journey to get there.

A journey of a thousand miles begins with the first step. Your first step is to decide that you no longer will mourn and wail about the nail which is hurting you. Just get up and don't sit on it anymore.

Are you ready now to begin the journey as the Chief Executive Officer of your own life? Are you ready to manage your very own "me"?



## **ABOUT THE AUTHOR**

**YIM CHOONG CHOW A.K.A. Y.C. Chow** is a certified performance coach, strategy consultant, author and a much sought after trainer in Asia. His work reflects over 35 years of senior management experience both as a practitioner and a consultant. His interests are in helping organizations and individuals succeed through transforming and transcending their performance.

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Yim is the Executive Director of Puncak Jupiter - a company he established in 2001 after a long and illustrious career in a major international shipping company where he held, interalia, the position of Managing Director.

His hobbies include martial art, gardening, trekking and writing. Yim holds a third degree black belt in Karate, has trekked to the Everest Base Camp and is the author of 6 books. In the past twelve months, Yim has trained in Malaysia, Singapore, Indonesia, India, China, UAE, Vietnam & Myanmar.

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