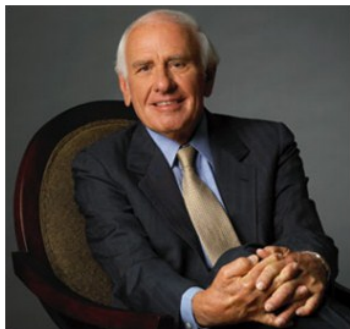


In Memory of James E Rohn – Rob Salisbury



Flashback 1991: I had won a company sales contest that included a two hour one on one breakfast with a businessman whom millions considered one of the greatest speakers, philosophers and authors in modern times – Mr James E. Rohn.

Prior to 1991, I had heard Mr Rohn speak on two previous occasions. Once in Seattle, Washington and the other time in Phoenix, Arizona to ballroom capacity crowds. In confirming my breakfast meeting on the telephone to his Scottsdale Hilton Hotel room, Mr. Rohn said, *“Rob, please call me Jim. I will be in the lobby restaurant by 7:30 am - bring your questions, I look forward to meeting you again”.*

Today, 20 years have passed since our breakfast meeting in Arizona. Fortunately I was able to see him on a few other occasions when he spoke in the United States and Australia. The world lost a great ambassador, teacher and mentor of the human spirit when he passed away 5 December 2009.

Perhaps some of the following tips Jim shared with me at our 1991 breakfast will help motivate and inspire you to have one of your best years ever in 2012.



TIP 1: GET HEALTHY: There is nothing worse than being sick. Having a Ferrari mindset is fine; yet arriving at your destination in a VW bug body is not success. Invest 1-4% each day in keeping your body and mind fine-tuned. Stress reduction, physical conditioning, healthy eating, low or no alcohol and no smoking are minimums. There is truth in the old saying, *‘good health is true wealth’*.



TIP 2: GET SERIOUS: Define your short and long term goals. Understand that being ‘successful’ in any endeavour requires a commitment and daily focus to achieve it. Becoming an authority in any field is easier with role models and mentors who have done that which you aspire to do. Cut the learning curve by adapting their proven methods and adopting new systems until they work for you.



TIP 3: GET SMART: The libraries of the world are full of books and they are free to use. Experts have produced learning programs to save you time and to enable you to learn from their examples and insights. Acquire the books, DVD’s or on line learning to become competent and excel in your field.



TIP 4: GET GOING: Activity is a high priority. Doing well requires handling more failure than the average person. Get good at using the telephone to make more appointments and meet more people who are able to make decisions about your products and services.



TIP 5: GET AWAY: Plan mini breaks to refresh, rejuvenate and rekindle your spirit. Having something to look forward to is a great way to stay focused on the work at hand until the rewards of our achievements have been realized. Mini holidays with family or good friends can make it all worthwhile.



TIP 6: KEEP A JOURNAL: While the destination is important, the journey can be a rewarding insight as to how you arrived in style. Record your daily ideas and experiences in a journal.



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Rob Salisbury, B. Com, CSP is a corporate trainer, conference speaker and highly rated emcee, event host and facilitator. Hired by over 500 different groups and booked for over 2000 engagements in North America, Australia, New Zealand, SE Asia, Asia, Europe and the UAE, he can be reached at SRI Australia + **61 412 414 835** or SRI Singapore + **65 9017 1825**
www.strategicresources.com.au

