



## The Price Of Success

by **Steven D Huff**

B.C. Forbes once said, "There is more genuine joy in climbing the hill of success, even though sweat may be spent and toes may be stubbed, than in aimlessly sliding down the path to failure. If a straight, honorable path has been chosen, the gaining of the summit yields lasting satisfaction."

The price of success is often more than people are willing to pay, but not more than they are capable of paying. It has been said, "Success is a journey, not a destination." If so, it helps to understand the price you'll pay as you go down your chosen path.

Here's a partial review of the "price of success":

- **Hard Work** - Several years ago Eastern Airlines ran a series of television commercials with this as the closing line: "We have to earn our wings every day." Likewise, success is earned by paying the price of hard work every day. Remember the old saying, "All hard work brings a profit, but mere talk leads only to poverty."
- **Determination** - Those who make high achievements are steadfast in their goals and driven by determination. It has been said, "Discouragement is temporary, obstacles are overcome, and doubt is defeated, yielding to personal victory." Tommy Lasorda put it this way, "The difference between the impossible and the possible lies in a person's determination." Pay the price.
- **Patience** - William Feather rightly noted, "Successful salespeople, authors, executives and workers of every sort need patience. The great liability of youth is not inexperience but impatience." Real patience becomes necessary as we climb the learning curve, develop our skills, wait for right timing, and execute with precision. Remember the saying, "You can't plant a seed and pick the fruit the next morning."

The price of success is too high if you have to compromise in these areas:

- **Family** - Too many people finally reach the pinnacle of their dream or the height of their success only to discover they have left their loved ones far behind. Losing your family, or damaging your relationships, is too high a price to pay for success.
- **Health** - An old proverb reminds us, "Don't wear yourself out to get rich." Success shouldn't come at the expense of your health. Instead, recognize that good physical, mental, and emotional health contribute to your chances for success.
- **Principles** - Unfortunately, some people are convinced that success is unobtainable without some-times compromising their principles. Remember, it is not truly success