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## The success system that never fails

W. Clement Stone was a renowned businessman, philanthropist, and self-help book author who made an indelible mark on his community. Born in Chicago's South Side in 1902, he demonstrated exceptional entrepreneurial spirit and determination from a young age. He began selling newspapers at just six years old to support his family and continued to develop his sales skills, eventually becoming one of the most successful insurance agents in the country. Stone's drive and optimism led him to create his own sales force and train others in his methodology. During the Great Depression, he focused on improving the effectiveness of his team through a comprehensive training program. He also developed custom insurance policies that were easy to sell and renew, which contributed to his success. In addition to his business ventures, Stone was a dedicated philanthropist who founded the Combined Insurance Company of America with an initial investment of \$100. The company grew into a multimillion-dollar enterprise, becoming a corporation in the 1980s. Through the Stone Foundation, he supported various civic and community groups, as well as political and humanitarian causes. Stone's legacy extends beyond his business accomplishments. He believed in the power of Positive Mental Attitude (PMA) and developed it as a core philosophy throughout his life. His foundation promoted PMA and provided grants focused on mental health, education, children, and religion. Today, the Stone Foundation continues to support early childhood development, youth development, and education initiatives, with an emphasis on teacher quality and principal leadership. Stone passed away in September 2002 at the age of 100, leaving behind a lasting impact on his community and a testament to the power of perseverance and optimism. The Stone family legacy continues with Norman, their son and Foundation President, along with many grandchildren and other relatives serving as Trustees, Corporate Officers, and Committee Members. This tradition of philanthropy is rooted in their firm belief that every individual can make a significant contribution to improving life for others. Throughout his life, Mr. Stone donated approximately \$275 million to various charitable organizations. His self-help books have reached a global audience, emphasizing that anyone can achieve success regardless of their background. The core message revolves around the idea that success is within one's grasp if they follow simple rules and utilize a revolutionary new formula. This concept is not limited to achieving great things but also encompasses aspects like recognition, wealth, health, happiness, prestige, and love. The key to success lies in adopting the right mental attitude and applying easy-to-follow principles. Mr. Stone presents an innovative approach that reduces success to a formula - a system that guarantees results. As one reads through his book, they will acquire new knowledge, gain experience, become inspired, and recognize the essential elements for success. This newfound understanding will enable individuals to unlock their potential and develop their own individual success system. The book also highlights the importance of faith, emphasizing that it is mere day-dreaming unless applied through actions rather than mere words. Overcoming barriers requires small yet impactful changes, like adjusting a few screws to open a large door. To achieve this, follow these steps: 1. Establish a routine of thinking, planning, and studying to build momentum. 2. Reflect on your past experiences to identify key takeaways and actions you can apply now. 3. Consistency is key: make knowledge acquisition a habit through repetition and practice. 4. Take immediate action. Being clear about your goals allows you to recognize the tools needed to achieve them. Everyone faces challenges, so it's essential to aim high. The principles for overcoming difficulties are identical to those necessary for achieving long-term objectives or addressing short-term issues. Helping others without expectation of reward can lead to a 10,000-fold return. Prayer is humanity's most powerful force. Act now! Not getting what you expect often requires self-inspection. Benjamin Franklin's Book of 13 Virtues: 1. Temperance 2. Silence 3. Order 4. Resolution 5. Frugality 6. Industry 7. Sincerity 8. Justice 9. Moderation 10. Cleanliness 11. Tranquility 12. Chastity 13. Humility These virtues, each explored in depth, can be learned and repeated. Don't view self-help books as detective novels; instead, let the reader become an active participant. Fostering a desire to change negative traits into positive ones is crucial. Napoleon Hill's experience illustrates the importance of seeking guidance from one's own resources. A 2018 article highlights the "Success Habit" book by William C. Stone, which presents habits for achieving success through storytelling and real-world examples. Some key habits include: Education: acquiring new skills to increase earning potential. Practice: applying knowledge in practical settings to master it. Know-how: focusing on a specific industry or skill, then mastering it. By adopting these habits, you can overcome barriers and achieve your goals. The author shares their personal experiences and insights from reading W. Clement Stone's book, highlighting key takeaways and comparisons to other self-help classics. They emphasize the importance of taking action, seeking true riches, and being a respectful and moral individual. The author also notes that while the book has some valuable principles, it may not be the best choice for everyone due to its dry format and outdated terminology. The text can be rewritten as follows: Some background information on success and personal development is provided, but it soon becomes clear that there's more to it than just motivation and typical advice. The key components of a successful system are: 1. Inspiration to action 2. Know-how 3. Activity knowledge This means being inspired, acquiring the necessary knowledge required, learning how to do something, refining and improving what you know through experience. Additionally, having a good mental attitude, morals, and following certain practices like reading 'Think and Grow Rich' and keeping a detailed diary can also be beneficial. However, the book was found to be verbose, with too much focus on the author's personal experiences and opinions. The author came across as privileged and made some statements about other people that were ignorant and not relatable. Despite this, the first half of the book is worth reading, but the second half is less so due to its focus on personal views. Although it's a bit outdated and includes too many quotes from unknown people, the book is still considered one of the best in personal development. The author shares examples of people who struggled and turned their lives around, which can be inspiring. Additionally, the book has been influential, with some notable figures like Norman Vincent Peale citing its impact. A book offering a basic framework for success is a valuable resource, especially for those familiar with the principles outlined in "Think and Grow Rich." While not revolutionary, this book provides an engaging read and serves as a refresher on essential systems. It's particularly suitable for readers who enjoy the style of Napoleon Hill's work. Looking forward to seeing everyone at the meeting tomorrow and discussing our strategies Don't waste too much time on one person. If it's not working, move on to the next person. If you want somebody to say yes, give them a chance to say yes. Use an affirmative question, such as "this is quite reasonable, don't you think so," or "I would like to read this to you, may I?" Put your heart into what you're doing and allow nothing to disturb you. Learn all there is to know. People with achievements and position will try to help others who are on their way up. Be willing to learn from those who are willing to teach. Ask advice directly from the person who can help you. Keep learning. You become what you think. To succeed, you must first know what you want - definiteness of purpose. Study with regularity and maintain a positive attitude and action. Reading resources like Napoleon Hill's works can also be helpful. Treat others as you would have them treat you. You are the most important person in your life. W. Clement Stone believed in working hard and staying positive to achieve success. He increased his sales by limiting the time spent on each customer call and moving on to the next one if they didn't make a commitment. When he reached a certain level of sales, he focused on building his own sales team and creating custom insurance policies that were easy to sell and renew. He also developed a sales training program to improve the effectiveness of his team. Stone's lifelong philosophy was Positive Mental Attitude (PMA), which he believed was key to his success. He started Combined Insurance Company with \$100 and it grew into a multimillion-dollar enterprise. Stone married Jessie Tarson in 1923 and they had three children. The Stones were committed philanthropists, supporting various causes through the Stone Foundation. Initially, the foundation promoted PMA and supported projects in mental health, education, religion, and self-improvement. Over time, it shifted its focus to early childhood development, youth development, and education. The Stone Foundation has an asset base of over \$80 million and distributes nearly \$2 million in grants each year. After W. Clement Stone's death in 2002 at age 100, his son Norman continues the family tradition of philanthropy and supports various causes through the foundation.

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