

# THE SUCCESS SYSTEM THAT NEVER FAILS

Success Can Be Reduced To A Never Fail Formula.

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## Main Theme

The success system that never fails is made up of;

1. Inspiration to action - the motivation to achieve your dreams, goals or ambitions.
2. Know-how - the necessary knowledge required to be a success.
3. Activity knowledge - the inside information that comes only from doing something.

When all three of these elements are present, you can successfully analyse the principles behind successful achievement in any field, and once mastered, you can then repeat the formula over and over. You need to analyse the positive elements of the formula that need to be repeated, and the negative elements of the formula that need to be avoided. You then consistently create a situation to encourage one set and avoid the second set.

In the final analysis, life means more than simply dollars and cents. The true riches of life are found in the heart.

## Part 1. The Search Begins

1. A Young Boy Begins The Search
2. Get Ready For Tomorrow
3. Be A Self-Builder
4. Don't Leave Your Future Behind You

1. Inspiration to action
  2. Know-how.
  3. Activity knowledge.
- Make a formula of the principles that lead to success.  
Success is all a matter of attitude - yours.  
You can achieve anything you set your mind to in the future.

## Part 2. I Find The Treasure Map

5. It Takes Less Work To Succeed
6. Get On The Right Course
7. Go Power

- With a clear goal, nothing can prevent you achieving it.  
Know-how can only be accumulated through doing, not learnt.  
Motivation to achieve is the power behind all action.

## Part 3. An Eventful Journey

8. I Selected A Good Crew
9. We Weathered The Storm
10. It's Easy If You Know How
11. Mysterious Sources Of Power
12. The Way Of All Flesh
13. How To Get To Where You Want

- Burning desire will motivate you to gain both knowledge & know-how.  
All personal achievement starts in the mind of the individual.  
Choose an environment that will help your efforts.  
Everything is either growing or decaying. You have to grow to move.  
Old-fashioned morals are required by everyone.  
If you lack experience, look for ways to hire that know-how.

## Part 4. Wealth...And The True Riches Of Life

14. Wealth and Opportunity
15. How To Spark Ambition
16. Gifted Men Are Made, Not Born
17. The Power That Changes Destiny
18. The True Riches Of Life

- Wealth is created through a good attitude and know-how.  
Inspiration to action, a passion to succeed, is the key element.  
Through the proper application, anyone can become gifted.  
Thought is the most tremendous force in the universe.  
Not material possessions but character traits and relationships.

## Part 5. The Search Ends

19. The Success Indicator
20. The Author Reviews His Work

- Written records of time application help you to improve the quality of time spent working towards achieving your goals.  
The true riches of life are hidden in the hearts and minds of mankind.

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## Introduction : Can there really be a system for success?

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### Main Idea

Everyone wants something: money, prestige, love, success, health, wisdom, etc. In a world of unlimited opportunity, is it pure chance that some people reach their goals while other people fail? Are there formulas, rules or principles that will guarantee success? Is there such a thing as a success system that never fails?

An old Hindu legend states that when the Gods were making the world, they sought a safe place to hide their most valuable treasure, somewhere where lust and greed would not destroy it for future generations. They decided on a hiding place so obvious it wouldn't be seen. There they placed the true riches of life. In this hiding place, the treasures can be found by everyone who follows the success system that never fails.

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## Part 1. The Search Begins

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### 1. A Young Boy Begins The Search

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#### Main Idea

The keys to the success system that never fails are;

1. Inspiration to action. You need the motivation to keep going in the face of failures and disappointments.
2. Know-how. You next need to learn how to go about achieving your goal.
3. Activity knowledge. This is actual experience gained from applying your know-how in a real-life situation.

#### Supporting Ideas

You need to realise that decisions are important when they are followed through with action. Each new decision a person makes begins patterns of thought that later create a tremendous impact in his life.

In particular, good decisions that are made need to be followed through on with action. When you go after something, don't come back until you get it.

### 2. Get Ready For Tomorrow

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#### Main Idea

Try and make a formula of why you consistently succeed. Then look for ways to improve the elements of the formula. Once you have done that, look for ways to apply that formula in shorter time periods. Develop your own success system that never fails.

#### Supporting Ideas

Everyone eventually is subject to the environment they are in. Therefore, carefully select and choose an environment that will help you move towards your goals, not away from them.

Many people never take the time to stop and evaluate why they make a sale in some situations, and not in others. Success can be reduced to a formula, and failure can be reduced to a formula too. Apply the one and avoid the other. Think for yourself.

Success is achieved by those who try. Where there is nothing to lose by trying and a great deal to gain if successful, by all means try. Do it now. If you feel timid, overcome this feeling by activity. You'll find that taking action in any situation where you feel nervous helps neutralise your fears.

Set a time limit for yourself. In sales for example, if you find you cannot make a sale within that time frame, move on to the next sales opportunity. This is the only way that you can maximise the value of your time. Fatigue is not conducive to doing your best work. Save time, and invest your time wisely.

Selling become a lot of fun when you become an expert in sales techniques. This requires a lot of hard work to get to that stage of efficiency. Search for the specific trigger words, that will set off the right emotional reaction in your prospect and make them want to buy. What phrases cause their eyes to light up and their attention to increase.

Keep your close simple. Try making a positive statement, followed by an affirmative question. The "yes" answer will almost be a reflex action. For example;

1. Positive statement: So, if you don't mind, I would like to write it for you also, if I may.
2. Affirmative question: May I?
3. Answer: Yes.

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