

Success starts here.

“Don’t wish it was easier wish you were better.”

-Jim Rohn

Name: \_\_\_\_\_

Graduation Year: \_\_\_\_\_



## **DESCRIPTION:**

The Students of Success workbook was designed to enlighten and inspire individuals to become more than they are presently. My goal is to touch your mind to aspire to greatness, to not settle for mediocrity. This journey to become a better YOU will strengthen you mentally, change your perception of the way you see things, and allow you to discover greatness within you. This will serve as a guide to help those who want to pursue great things, and is for anyone who wants to know what it takes to be successful; to endeavor to be the best they can be. As your mentor I look forward to teaching you life skills that will help you in your future.

## **LEARNING OBJECTIVES:**

- ✓ Develop skills necessary to succeed.
- ✓ Enhance your character and form better relationships with peers.
- ✓ Explore your true potential and all that you are capable of becoming.

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Hannah is a student at Pikesville High School who created the Students of Success club with the goal of helping her peers find greatness within themselves. Through this workbook she wants to cultivate and incorporate the life skills needed to succeed, but also help her peers develop life habits that will stay with them throughout their lives.

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# GOAL SETTING

**“If you fail to plan you are planning to fail.”**

**-Benjamin Franklin**

We all have dreams. Big dreams. Dreams of owning a luxurious car, a nice, house, expensive clothes, having a job we love, and so much more. Instead of

going to bed every night wishing for them to come true wouldn't you want to actually go where you want to go, be who you want to be, and see what you want to see, and have what you want to have? Don't you want to have the satisfaction to say, "I wanted to do that and I did"? Well, you can! The first step to achieving anything is to know what you want and that is all in the process of goal setting. **Goal setting** is vital to anyone's success in life and consists of short and long-term objectives. **Short-term goals** are endeavors that can be achieved in the **near future**, ranging from one week to six months while, **long-term goals** are endeavors that can be achieved **further along in the future**, ranging from six months to ten years. Knowing what your short and long-term goals are shows that you know what you want to accomplish and demonstrates your desires in life. It enables you to create the **ideal life** you want for yourself and serves as the foundation for your future success in life. They are your reasons for doing what you do and whenever you are affected by the emotions of defeat and hopelessness, your goals will be your rod and staff to comfort you. They will direct your actions and thoughts to those of **determination** and **persistence**.

**WHAT DO YOU WANT TO ACCOMPLISH?**

Now it's time to think about the things YOU want to achieve? Write down five short-term and five long-term goals you want to achieve. As you write, keep these questions in mind: What do I want to have? Where do I want to go? Who do I want to meet? And most importantly what do I want to become?

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2)

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10)

Now that you know what you want from yourself, it's necessary to have an effective plan on how you're going to achieve these goals and definite date on when you intend to reach them. Applying Jim Rohn's goal setting activity, next to each goal you have written down, put in parenthesis the number of years it will take you to reach them. Once you've finished, write a brief and concise explanation on what you're going to do to accomplish them

For example)

- Read a book (2 week)- I will read 20 pages of *Huckleberry Finn* a day with no exceptions. (Notice how I wrote the book I wanted to read; be precise).
- Admission to the University of Harvard (2 years)- I will strive to get higher than a 3.8 GPA by being productive in every class , giving my upmost effort in every assignment that I am given, and practicing for the SAT on khan academy to get a commendable score of 2100.

**REMEMBER...** 

It's up to you to decide who you're going to be, what you're going to do, and how you're going to do it. Let your goals aid and guide you into designing the ideal life you want for yourself. "Setting goals is the first step in turning the INVISIBLE into the visible." – Tony Robbins

# TIME MANAGEMENT

**“Don’t spend major time on minor things  
and  
Don’t spend major time on minor things.”  
-Jim Rohn**

Harvey MacKay once said, “**Time** is free, but its priceless. You can’t own it, but you can **use** it. You can’t keep it, but you can **spend** it. Once you’ve lost it you can **never get it back.**” Time is a daily miracle that most people don’t use efficiently. I have observed that many people spend their time on worthless things



and one of them primarily is the cell phone. A study has shown that an average American spends at least nine hours a day on their mobile devices. From the minute they wake up to the time they go to bed with occasional breaks in between, their on their phones. What they don't realize is that they are allowing their phones to control their lives. Instead of spending four hours on Netflix, spend at least thirty minutes of that time **exercising**, reading a challenging **book**, spending time with your **family**. Jim Rohn has emphatically said, "**Do not neglect** the important things in life. What's easy to do is also easy not to do." Start taking care of your body; if you care for your body by eating healthy, getting your daily vitamins, and exercising then your body will take care of you. Start **challenging yourself** and begin to read intellectual books that you can **learn** and **grow** from because according to Mr. Rohn, "What you don't know will hurt you." Also, it is essential to **spend time with your loved ones** because as far as I know, you only get one family so learn to cherish them. Don't forget that **YOU'RE in control of yourself and how you spend your time**. Soak up each day and **learn from your mistakes**; learn to be a better person today than you were yesterday. Strive to make this day better than your last, **strive to become better**. Create **balance** in your life and learn to **prioritize** so you're not spending major time on minor things.

## WHAT IS IMPORTANT TO YOU?

What do you value? Below is a short list of daily priorities that I challenge you to complete. Please feel free to modify and add on to the list as you see fit.

## DAILY PRIORITIES

- ✓ At least 30 minutes of exercise for three days a week
- ✓ A minimum of 20-30 minutes of reading
- ✓ A minimum of 60 min. to spend time with family
- ✓ At least 10 min. listening to something powerful
- ✓
- ✓
- ✓
- ✓
- ✓
- ✓
- ✓

## REMEMBER...

Time is our most precious commodity. Our time here on Earth is valuable, let us change our habits and lifestyle into one that is productive and worthwhile, and, “Do somethings today that your future self will thank you for.”

# PERSONAL COMMITMENT

**“I succeed on my own personal motivation, dedication, and commitment. My mindset is: If I’m not out there training, someone else is.”**

**-Lynn Jennings**

**Personal Commitment** is staying true to your goals, it means having the **courage** and **willpower** to force yourself to do something even when you don’t feel like doing it. It is the **persistent** doing of something worthwhile that will aid and help you to reach your desire, goal, fantasy, and dream. Jim Rohn has said that personal commitment “is the resolve within you that says **I WILL**. It is **promising yourself to never give up**” to try again, and again, and again until you get it right.

It is the ideology of “do it or die.” If we want something bad enough and if we are willing to stake everything we are and everything we have to get it, then we will most certainly achieve our goal(s). Everything is in the **power of your mind** and along with commitment comes **self-discipline**. Theodore Roosevelt once said, “With self-disciple all things are possible. Without it, even the simplest goal can seem like the impossible dream.” Start with small tasks and work your way to more difficult ones because if you are **determined** to achieve something, if you stay true to your goals, and if you are committed to working on it day in and out even when that little voice tells you to stop, if you keep persisting then it is guaranteed that you will reap many benefits and enjoy the life you have always wanted for yourself.



Napoleon Hill has once said, “With adversity and discouragement comes and equivalent and greater success”, and in order to reach success we must stay committed to our goals. Below, I have constructed a personal statement, a vow that you will be making to yourself and most importantly to your dreams, all you have to do is fill in the blanks!

## PERSONAL STATEMENT

I,  , vow to never give up on my  
dreams and goals no matter how difficult the going may be.

I understand that I will face adversity, discouragement, and failure while working towards my goals, and I will not allow these temporary defeats to become a detriment to my future success. I am capable of achieving and I will until I achieve it.

# MINDSET

**“The man who thinks he can and the man who thinks he can’t are both right.”**

**-Confucius**

Earl Nightingale lived through the philosophy of thoughts. He once said, **“We become what we think about,”** our thoughts live and travel far. If we think failure we end up as failures, if we think success we become successful. Everything begins with our state of mind; how we think and what we allow to enter our minds. In essence, Mr. Nightingale compares our mind to a garden. A garden is where you grow things and you can treat it in one of two ways. The first way is to carefully cultivate and tend to your garden every day by knowing what seeds

you plant, where you plant them, and by watering and nourishing them as needed. The second way is to leave your garden to grow wildly, throw in a few seeds, let the weeds grow wherever they please, and simply don't water or nourish it. Just like our minds we can either nourish it by feeding it with **positive thoughts** and allowing it to bear fruit and flourish, or we can feed our mind with **negative thoughts** and allow it to become corrupt and filled weeds. In other words, according to Napoleon Hill:

If you think you are beaten, you are,  
If you think you dare not, you don't.  
If you like to win, but think you can't,  
It is almost certain you won't,  
If you think you'll lose, you're lost,  
For out in the world we find,  
Success begins with a fellow's will-  
It's all in the state of mind.  
If you think you are outclassed, you are,  
You've got to think high to rise,  
You've got to be sure of yourself before  
You can ever win a prize.  
Life's battles don't always go  
To the stronger or faster man  
But soon or late the man who wins  
Is the man **WHO THINKS HE CAN.**

### START EACH DAY WITH THESE POSITIVE AFFIRMATIONS

- "I believe this is going to be a wonderful day. I believe I can successfully handle all problems that will arise today. I feel good physically, mentally, and emotionally. It is wonderful to be alive. I am grateful for all that I have had, for all that I have now, and for all that I shall have. Things aren't going

to fall apart. God is here and He is with me and He will see me through. I thank God for every good thing.” (Norman Vincent Peale)

- “It’s possible I can live my dream. It’s necessary work on myself. Surround myself with winners, become creative. It’s me, I’ve got to make it happen. It’s not over until I win.” (Les Brown)



Our thoughts have a large impact towards where we are headed in life. So be cognizant of what you’re thinking about and monitor your thoughts because, “What you think you become. What you feel you attract [and] what you imagine you create.”



# APPEARANCE

**“Be good in your appearance and eyes will never forget you. Be good in your character and hearts will never forget you.”**

**-Unknown**

Our **appearance**; the way we carry ourselves, the way we dress, the way we speak, the way we **represent ourselves** all have a say towards our success. For one, it determines the **types of people** we attract in our lives. Think for a minute about who you spend the majority of your time around? Are they helping you become **better**? Or are they bringing you down to their mediocre level? If you're friends

aren't helping or benefiting you in any way, then I suggest you find new friends. Joel Osteen gives insightful advice when he says, "Associate yourself with people who **inspire** you, people that **challenge** you to rise higher, people that make you **better**. Don't waste your valuable time with people who aren't adding to your growth. **You're destiny is too important.**" Find friends of **quality** and **substance**, friends who challenge you to do more, who encourage you to be better, who inspire you to become great. Jim Rohn has taught me that to find people of accomplishment and character you must "Go where the expectations are high." Don't join the easy crowd where you aren't learning and growing; **challenge yourself, explore your true potential**. By surrounding yourself with people who are better than you, you will begin to discover a change in yourself. You will find yourself scrupulously developing their **successful habits** and your philosophy of life will change. With this in mind, consider the types of people you hang around the most and decide whether they deserve **a lot** of your time, a **limited** amount of your time, or **no** amount of your time. Think about what's best for your future.

Also, along with appearance comes a very important factor. There has never been nor will there ever be another person who can **look** exactly like you, **speak** like you, **laugh** like you, **smile** like you, **write** like you, and most importantly **think** like you. Therefore, it is up to you to **stand out**, embrace your differences, and become all that you are capable of becoming.

## **REMEMBER...**

Your appearance boils down to your friends, and your friends boil down to your future. The power of influence is very strong and very powerful because the people you surround yourself with, is the person you become.

Below I would like you to write down a list of the people you spend most of your time with, and next to their name choose whether they deserve (L)- limited Association, (N)- No Association, or (A)- A lot of Association.

e.g.) Penelope (L)

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_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

A good way to think about is to ask yourself “Am I the smartest one out of my group of friends?” and if you are then it’s time you start associating with people who are better than you.

# FINANCES

**“Money is usually attracted not pursued.”**

**-Jim Rohn**

Earl Nightingale once said, “Only ten people out of a hundred will become **financially secure** by the time they’re sixty- five years old and only four out of a hundred will be **financially comfortable.**” He also provides reason for this by saying people don’t do any constructive thinking on the topic of **wealth**. People want to be rich, but they don’t think of ways to become rich; they don’t use their resources. They have become complacent and have forgotten that they live in America, the richest and easiest country in the world; the land of opportunity. We have everything that we could possibly ask for: libraries, banks, fast food,

restaurants, grocery stores, pharmacies, technology and so much more. Everything is literally at the **touch of our fingertips**, yet we don't use this for our gain and I can't understand why. I am going to admit that I am an amateur on finances and wealth, and I am no millionaire, at least not yet, but I am going to share with you what I have learned from a **formula for getting rich**, and the secret on **how to manage your money**.

### Napoleon Hill's formula for turning desires into riches

- 1) FIX IN YOUR MIND EXACTLY HOW MUCH MONEY YOU WANT AND BE DEFINITE.
- 2) DETERMINE WHAT YOU WILL GIVE IN RETURN FOR GETTING THAT MONEY.
- 3) ESTABLISH A DATE ON WHEN YOU INTEND TO RECEIVE THE MONEY.
- 4) CREATE A DEFINITE PLAN ON HOW YOU'RE GOING TO GET IT, AND START IT IMMEDIATELY EVEN IF YOU'RE NOT READY.
- 5) WRITE A CLEAR AND DEFINITE STATEMENT ABOUT WHAT YOU WANT, WHEN YOU'RE GOING TO ACHIEVE IT, WHAT YOU WILL GIVE IN RETURN FOR IT, AND THE PLAN YOU HAVE TO REACH IT.
- 6) READ YOUR STATEMENT ALOUD TWICE A DAY. AS YOU READ— IMAGINE YOURSELF ALREADY IN THE POSSESSION OF THE MONEY YOU WANT.

### MANAGING MONEY

- 1) PAY YOUR TAXES
- 2) LEARN TO LIVE ON 70% OF YOU NET INCOME
- 3) 10% CHARITY/CHURCH
- 4) 10% BUYING AND SELLING (CAPITALISM)
- 5) 10% SAVINGS ACCOUNT

## REMEMBER...

The key to getting rich is knowing how much money you want, knowing your plan for acquiring that money, and putting that plan into motion with full faith and belief in yourself and your abilities. Jim Rohn has said, “To become wealthy you must study wealth.”; read all the books you can on wealth and listen to as many audio tapes you can get on becoming financially independent (Everything is within your reach!)

# LIVING EACH DAY WITH

## INTEGRITY

**“No one can confidently say that he will still be living tomorrow.”**

**-Euripides**

To live each day with **integrity** is to live with **purpose** and **meaning**, and I'm afraid to say that not all of do this because we take the essence of life and time for granted. Let me ask you a question, “Do any of you know when you're going to **die**?” No, you don't because **life is NOT guaranteed**. There is no guarantee that any of us will be here tomorrow, next week, next month, or even a year from now. If I were to tell you that you were going to die in one month from today, what would you do differently? How would you spend your time? If I had a month left

to live I know that I wouldn't care about what anyone thought or said about me; instead, I would try **new things**, experience life in a different meaning and **perspective**. Wouldn't you? So with this in mind, what are some things that you have always wanted to do or try, but haven't because of something holding you back, a fear, because you seek acceptance of other people? As you mentor, I think you should know that "People will talk about you when they **envy** you and the life you lead. **Let them**. You affected their life. **Don't let them affect yours.**" Stop caring about what other people think of you and your dreams; this is a deterrent that is preventing you from discovering your true potential. Instead of worrying about what others say about you, be flattered. They are wasting their valuable time talking about YOU when they could be doing so much more. When people talk about you it's because they notice that you're doing something that not everyone else is; so, don't worry be honored. Start living life with **integrity**, with **purpose**, with **meaning**. Someone once said, "It doesn't matter how long you're going to live, what does matter is **how you're going to live while you're here.**" Begin to live each day as if it is your last.

### **REMEMBER...**

- ✓ Eleanor Roosevelt once said, "Yesterday is history, tomorrow is a mystery, and today is a gift." So, don't think of yesterday, don't worry about tomorrow, but live for the moment and be willing to take risks and accept challenges.



## WHAT IS IT THAT YOU WANT TO DO?

What do you dream of? What are your fears that's holding you back?  
Write down what you want to do and the fear that's preventing you from  
doing it.

### DREAMS

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### FEARS

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Norman Vincent Peal once said, "Stand up to your [fears] and do something about them. You will find that they haven't half the strength you think they have." You are bigger and stronger than your fears, don't let them be the reason why you don't live up to your full potential.

# **KNOWING IT'S POSSIBLE**

**“Faith is being certain of what we hope for  
and certain of what we do not see.”**

**Hebrews 11:1**

**Faith** is believing in yourself and in your abilities when everyone else isn't on your side. It's having the **courage** to trust yourself and know that **it's possible**. People who have faith experience let downs and defeats, they know what it's like to fail, but they see these let downs and detriments as temporary defeats. They won't let these minor failures become their realities. Og Mandino once said, “You must fail often to succeed only once”, and people of faith live through this philosophy. They understand that in order for them to become all that they are mean to be, they must go through the hardships of life because that is the only way

to grow. People of faith have a **vision**, they can visualize in their minds exactly what they want, and they **imagine** themselves **experiencing, having, and becoming** what they desire. They are people of class and they won't go down without a fight. I believe God has given gifts and talents that we haven't tapped into yet. We all have **genius** within us and all we need to do is begin to **believe** in ourselves and develop a mentality of faith.

### **WHAT VISION DO YOU HAVE FOR YOURSELF?**

Where do you see yourself after high school? What do you want to do? Achieve? Become? Write down everything you want to do and repeat the personal statement you've written before, changing anything you need, three times daily. As you read believe that you are in the position and possession of what it is you intend to do.

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**REMEMBER...** 

Your dream is possible! You can do anything you set your mind to do. Les brown has said, “Courage is the ability to experience failure after failure without losing enthusiasm.” Let us have the courage of faith and through it you will begin to reach heights that you never thought was possible.

# LEADERSHIP

**“Do not go where the path may lead,  
but go where there is no path and leave  
a trail.”**

**-Ralph Waldo Emerson**

Earl Nightingale once said, “A leader **helps others, becomes a better** person every day, takes **responsibility** for their own growth, is a **planner, thinker,** and a **do-er.**” A leader understands the importance of taking action, and doesn’t wait until the perfect moment to start something, they take a moment and make it perfect. They don’t procrastinate instead they start something as soon as they get it and **act on it.** Og Mandino has said that action “is the food and drink that will nourish your success,” and leaders understand this concept by not only taking action but

also, taking full responsibility of their choices. Throughout this journey towards becoming better and more insightful individuals, I believe that you all have grown and blossomed into people of **character** and **substance**. You all have blossomed into leaders and as a leader it is your choice whether or not you should live with these principles I have taught you, or discard them. All of you can reach your dreams and goals, you all have the capability to achieve great things, but the question isn't can you, the question is **will you?** Are you willing to face the disappointments, the rejections, and the losses? Will you accept failure and use it as a compass to guide and pave your path for success? Will you accept total responsibility for your actions? Every time you face a disappointment, failure, or a loss **don't be discouraged**. Realize that these are just **temporary defeats** and this means that you are one-step closer for you to reach your goals, you are one-step closer to becoming all that you are meant to be. Embrace failure because this is the only way you can grow and learn from your mistakes. It has been said, "The person who has never failed, had never tried anything."



As a leader it is very important to realize that "you are the source of everything that happens to you," and you must "accept responsibility for your own destiny." Jim Rohn has said that in life, "Something is always going to master and something is always going to serve", don't allow people, circumstances, and emotions determine who you're going to be and

how you're going to act. "[You are] the captain of your ship and the master of your fate." -Orson Madsen

Be **first** and **last**.

Be first to **attack** and last to counter.

Be first to **wake** and last to sleep.

Be the first to meet **challenges** and the last to hide.

Be the first to **learn** from your mistakes and the last to give an excuse.

Be the first to claim **victory** and the last to settle for defeat

Be the first to **sweat, sacrifice, and suffer** for your goals and dreams

and

You will be the last one standing at the top of the mountain called

**ACHIEVEMENT.**

-Unknown