

# CHALLENGING YOUR DEFINITION DEFINITION OF SUCCESS

WRITTEN BY: SCOTT KIMBRO

**I** HAVE A FRIEND named Jeremy who is an extremely successful businessman, complete with a wonderful wife and three amazing children. Their home is what most would consider to be a mansion - previously owned by a professional basketball player. To onlookers, especially those unfamiliar with his personal backstory, Jeremy would appear to have the whole art of success figured out. The good news is that he actually does - now. But let me go back in time to some years ago, before this was true for him.

When Jeremy was growing up, his father worked for Weider Nutrition. Joe Weider is the man who is credited for bringing a young Arnold Schwarzenegger to America, having formed a relationship with him through Weider's bodybuilding program.

The day came when Jeremy, too, decided he was going to work for Wieder Nutrition. In the beginning, he was simply hired to answer phones. But he set a goal to be the head of international sales in just five years, earning at least \$100,000 annually in compensation. He was also excited about the opportunity to travel to foreign countries and experience different cultures.

The day finally came: Jeremy was in a foreign country on one of his countless sales calls, having just been promoted to the head of international sales. He had achieved it within the timeframe set, and was making the money he had envisioned. While speaking with his wife, telling her about how exciting it was to have the promotion, pay, and international travel, she said one simple thing that changed everything: "Our daughter took her first steps today."

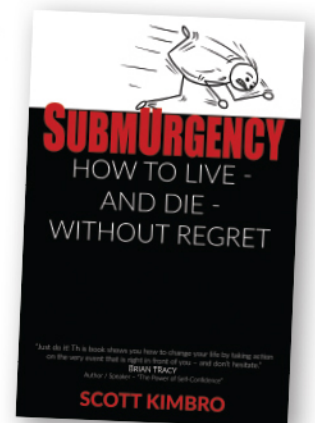
All the sudden, Jeremy was different. There he was, alone in a foreign country, caught up in the excitement of his accomplishments. He had climbed the proverbial ladder of success at an early age. He had earned the respect of management, the owners, and his co-workers. He was on top of the world.

Except he wasn't.

When his wife uttered those words, what struck him most was not everything that he had accomplished, but everything he had given up in his race to the top of the success ladder. That day began a new chapter in Jeremy's life. He decided his definition of success was going to be different than what it had been in the past. He was going to start living his life in a way where he would take into account all areas of life - not just the career and financial parts.

I have always leaned on a certain definition of success, first introduced to me in 1982. I was 23 years old, and had just started to build a home-based business. I began listening to some recorded trainings, and one day the speaker, Earl Nightingale, said this: "Success is the progressive realization of a worthwhile goal."

There was nothing about money. Nor prestige. Nor titles. Nor what other people think of you and your accomplishments. Notice also that it says "progressive." This means success is not about "having arrived." Rather, it is all about moving forward in the direction of your goals.



Scott Kimbro is the Author of "SubUrgency: How to Live - and Die - Without Regret." Learn more about him at [ScottKimbroTeaches.com](http://ScottKimbroTeaches.com).