

26 The 7 beliefs of highly successful people

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SPEAKERS

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Today I wanted to talk about the seven beliefs of highly successful people. And I was reading Tony Robbins book about unlimited power. And I came across these seven beliefs. So Tony Robbins, he's known as being really an excellent coach. But what he also did is he analysed the most successful people on this planet, and he tried to find out what they had as beliefs as common beliefs. And he found seven beliefs that these highly successful people have. And that's what I wanted to share with you today. I'm Murielle, CEO mom and educator, I used to work really hard and sacrifice the important things to me until I lost my motivation. Fast forwards passed many failed attempts and lessons learned. And I found a way to reach great results while working less. Today, I'm obsessed with helping other leaders build meaningful lives. So each week, I'll be sharing inspiration to change your life and organisation. This is rebel leader with a heart. And we all have beliefs and these beliefs that have been created probably a long time ago by our culture, by the story we tell ourselves by what happened in school, and these beliefs, they will influence everything we do. And be sure to check the podcast about mindset. How can you manage your mindset? Because I talk about that a little bit as well. Because everything we do is not based on facts. In fact, what we do is based on our interpretation of these facts, and the way we interpret these facts, is very much linked to our beliefs, what do we believe, as being the truth? And what I also wanted to say is, it doesn't matter whether the belief you have is true or not, this is not the discussion. It's not Is it right? Is it a right belief or wrong belief, but more is the belief that you have serving you or not. And so I'm going to share these seven beliefs. And whether you might think like these are right or wrong, doesn't make any difference. But the fact is, that the most successful people on this planet, they often have these seven beliefs. So the first belief is everything happens for a reason and a purpose. And its services. And this one is really useful, because when something happens to you, you can of course, blame another person, the circumstances, the Coronavirus, or you can think that, okay, this happens for a reason and a purpose. I will learn from this, and it will be better for me, it will serve me. And this is really a belief that Fortunately, I have and that helps. And that has served me very well in my whole career. Because, for instance, with my shareholders, I wanted to quit like 50 times maybe. But every time something happened, and I was really pissed about it, and I sometimes was in this loop of blaming them, of course, I wasn't immediately thinking this must happen for a reason. But then after thinking about it for for a while, I was thinking, Okay, this happens for a reason, I'm going to learn something from this, and it's going to serve me. And in fact, it did because everything I went through as a, as a CEO of that organisation with a lot of pressure coming from my

shareholders, has served me because now I can help other people get through with that. And it has helped me grow as well. Also, now today, in conversations with potential customers, I like to think that if it doesn't happen, it's for a reason. Or if I have a sale and it's not working, it's for a reason. And it's because something bigger is out there for me. Or it's because maybe I need to learn something from that and I need to change things. And that helps me a lot in my conversations, because I can then let go, I can let go and trust that it's going to be okay. And I just wanted to give you also an example I talked to during my career. I

talked with a lady from a service and outplacement service. Because you know when people get fired sometimes they can benefit from outplacement and I asked her, but how long does it take people to find another job? And she says, Well, we have averages, but it depends on people. And it depends mainly on their mindset. And I asked her, okay, but what do you mean by that? Well, if the people stay too long in the blaming and in blaming their employer that they got fired, and that it wasn't fair, etc, the longer they stay in that face, the longer it takes them to find a new job. And so when you have this belief that everything happens for a reason, even if you get fired, for instance, and you believe that it happens for a reason, and it will serve you well, often, what happens is that you will find a job that is probably even more aligned with your values. And that's happened to me as well, once I once got fired. I was, of course, in the beginning, very angry about it. But after a couple of days, I got over it. And I felt Okay, this happened for a reason. And there is something better out there for me. And guess what, there was something better out there for me, because the next job I got after being fired is the job that made me CEO. So just think about that for a second for yourself. Do you tend to see things negatively to you tend to blame others to blame Corona, the bad economy, the lack of firms? Or do you think that everything happens for a reason, and that it will serve you now the second belief of highly successful people is, there are no such things as a failure, there are only results. And this one is the most difficult for for me, because if you have listened to my previous podcast, this belief is the one I still struggle with, because I was this good student in school, and maybe you were as well. And so I have always avoided making mistakes at all costs. And when I would make a mistake, I would feel like a failure and would not feel good about it. And so this belief that there are no such things as failure, there are only results goes against my current belief that I cannot make any mistakes. It needs to be perfect. And so I really have to work on this one. And for this one, I wanted to share a little story from the moolah that I really like there was an old farmer in a village and he had a horse. And like the farmer, the horse was also old. And one day the horse ran away. All the villagers offered their sympathies to the farmer and said, your only horse is gone. What will you do know how will you work on the lands? they asked him? And the old farmer replied, who knows we shall see. Then a few days later, the horse returned, bringing with it a wild horse which was beautiful and healthy. And when the villagers heard the news, they came to the farmer and congratulated him. And they said, You are so lucky. And now you have two horses, you must be happy. And the old farmer again replied, who knows we shall see. And then the next day, the farmer's only son mounted horse, and he tried to tame and to train the wild horse. But the horse drew him on the ground and he broke his leg and the villager now sympathised with a farmer, oh, what a tragedy. Your son cannot help you with a farm work anymore. How will you do all the work yourself? You must be very unhappy, they said. And the old farmer just replied, who knows we shall see.

And some days later, the kingsmen appeared in the village because a war had broken out and the king wanted more soldiers. And his men had come to take all the young men in the village for his army, and

the young men were all marching away. But the farmer's son was not taken because he had a broken leg. And so the said villagers told the farmer how lucky you are our sons have all gone away, but you have your son with you. And again, the old farmer replied, who knows, we shall see. And so this story is really about there are only results and it's the way you interpret these results that made the difference. And so if you see a result as a failure, and because of That you are frozen by it and you feel guilty and or you want to blame others for it, well, then you won't be able to move forward. So I believe that thinking that there are only results. And if the result is not as you expected, it simply is feedback. So just a question for you, how do you deal with bad outcomes? And what would you do in your life if you knew that you couldn't fail? Because if you have this belief that there are only results and that if the bad outcomes are only feedback, then in fact, you can do whatever you want, because you will never fail, you will only get feedback. I'm interrupting my own podcast to let you know that in the last years, I've helped many leaders build meaningful lives and organisations. And I've identified specific traits that characterises each of them. Do you want to know which type of leader you are? Take our free two minute quiz to find out, go to rebelleaderwithaheart.com/quiz, or to the show notes of this episode to take it, you'll receive your leadership profile, seven personalised lessons and a roadmap to transform yourself, your team or organisation. And remember, you are a leader of your life. You don't have to have a team to take this quiz. No, let's go back to our episode. So thirds believe whatever happens, take responsibility. And there I have a question for you. Imagine now that you have a problem, and that that problem was created by a colleague of yours that didn't do his job very well. How much responsibility should you take for that problem? And then, how much responsibility should you take for a problem that was created by yourself? Now just think about that for a second? Now, the answer to both question is hundred percent, whatever happens, if it has an impact on you, on your results on your life, you should take hundred percent responsibility, whether it was your fault to begin with or not. and here also, I just wanted to say that taking responsibility doesn't mean that you do everything by yourself, or that you take everything on your shoulders, it simply means that you will not let go until you fix the issue that bothers you. And so I believe that taking hundred percent responsibility, whether what happened to you was your fault or not, will make all the difference in your success. And I also like this sentence, when you blame, you give your power away. Whether you blame korona, you blame the economical crisis that's going to hit us probably, you blame your colleague, you blame your headquarters, when you blame you give your power away. It doesn't mean that you have to be perfect, and that you can never blame. Of course, when something happened to me it happened that I blamed my headquarters or by CEO or my shareholders for something, but this should be only a face. And when you are in this phase, you should realise, okay, what's happened? And what do I need to take responsibility for? So just look at yourself?

Do you usually take hundred percent responsibility? Or do you let orders run your life? Okay, the fourth belief of highly successful people is, you don't have to understand everything, to be able to use everything. And this one I really like as well, because I became the CEO of an organisation that became mainly digital, and I had zero it knowledge, but I knew I could trust the people, the experts that they had the it knowledge. And so what we see is that people that have a little bit of knowledge about everything, and that don't need to understand everything so that they can use it. They are usually very successful. You need to have a lot of knowledge about many things, but little in depth knowledge, at least if you will. To be highly successful, of course, if you are an expert in an area, you better have a lot of knowledge in your expertise. But if you are an manager, a general manager, well, you don't need to

know everything in details to be able to use it. And I even believe that sometimes it even helps to know to not know every detail because you see more possibilities, you can see things from another angle. And that's why often, the best solutions are found when you mix a team of experts with people who have absolutely no expertise in that area. Because they broaden the mindset, they broaden the angle. And that's how you can find innovation and new possibilities. So do you have to understand everything before you use something? Or are you okay, with not understanding everything in detail, but still using it, then the fifth belief of highly successful people is, people are your greatest resource. And this one, I really, really believe. But what I also believe is that not all people are your greatest resource, but good people, and highly successful people, they manage to surround themselves with brilliant people just look at Steve Jobs, he hired the best people from Silicon Valley or from around to build his company. But I know also Elon Musk, he has really this skill of being able to hire brilliant people. And it's your people that will make all the difference. In the end. It's not the tasks, the strategy, the projects, the ID, it's the people that make it all happen. And I know that I put a lot of attention to the people. And that's why I found also that building happiness in my organisation made all the difference. Because when you have happy people, that's also when they become great.

Because sometimes when you have like, an environment that is not safe, that is quite toxic, even the brilliant people will not be the best possible people. So are you surrounding yourself with great people? Or are you creating the conditions so that the people can become great around, you know, the sixth belief of highly successful people is work is play. And this, of course, will make a huge difference. Because if you are good at something, and every day you go to work, you face a lot of challenges, but you don't really like what you do. Well, it will be very difficult to overcome all these challenges on the long term, it will exhaust you and you know, I talked about that a couple of times in the podcast, but when you are exhausted, that is when you resist change. That is when you don't grow that is when you minimise opportunities or threats or when you blame things on someone else. But when you are passionate about what you do, working doesn't even feel like work anymore. For instance, I love what I do today. And I often listen to podcasts and I read books and I watch movies or or about my subjects because I'm passionate about it. And it doesn't feel like work at that moment. So how passionate are you about your current job? Also, just a side note, how do you find your passion by really looking at what gives you energy and what costs you energy. Because not everyone is born with a passion or knows from a very young age, what his passion is. Often, you become passionate about something because you overcome challenges and you noticed what gave you energy and that becomes your passion. Okay. And then the seventh belief of highly successful people is there is no abiding success without commitment. And this is really strange because you don't have to be the best. You don't have to be the brightest, the fastest or the strongest. You need to have the biggest commitment. And that is it. Because what is success, the formula of success is in fact very easy. It's think about What you want to achieve, then you put actions in place. If it works, you continue. If it doesn't work, you look at your mindset, your interpretations, your beliefs, you change your actions. And then if it works, you continue. If it doesn't work, you pivot. And you continue and continue and continue until you are successful. And that is what these highly successful people did. It's not that they had like, one smart ID, and then they implement it. And it was immediately a big success. They had to overcome a lot of obstacles, a lot of challenges. And that is why also energy is really important. Because that energy and that passion will help you to stay committed. And to stand up and try again, whatever happens, you pick yourself up. And you just try again, until you succeed. Just look also at Steve Jobs. At a certain point, he even got

fired from his own company. But then he learned from that he grew, and he came back even stronger. Think about Dr. Seuss. He's a very famous writer. Well, his first book was rejected by 27 publishers. But he was committed, he continued and continued, or JK Rowling's book, Harry Potter was rejected by 12 publishers as well. So how do you deal with no? How do you deal with that failure? And of course, all these beliefs are linked, you will recognise some things from all these beliefs, but how committed are you to succeed. So I'm just going to repeat the seven beliefs of highly successful people. And I hope I have encouraged you to work on these beliefs. Because once you have these beliefs, once you copy the most successful people in the world, that's how you will become successful as well.

So the first one is, everything happens for a reason, and a purpose and IT services. The second one is there is no such thing as failure, there are only results. The third one, whatever happens, take responsibility. The fourth one, you don't have to understand everything to be able to use it. The fifth one people are your greatest resource. Six, work is play. And seven, there is no abiding success without commitment. So that was it. Just do a check with yourself. What are your beliefs, and are your beliefs serving you. And remember, this is not about being right, or being wrong. This is about having beliefs, interpretations, stories that you tell yourself, whether these are serving you or not. Well, thank you for listening to this podcast. And in my next podcast, I will talk about a second passion of mine. And in fact, I will combine my two passions. So I am passionate about changing the habits of the leaders so that they can build meaningful lives. But in my previous job as a CEO, I was also in educational publishing, and I am passionate about education as well. And so in my next podcast, I will talk about the 14 things that are taught today in school that you should unlearn. So this is really interesting. There are a lot of things that are still taught today to our teenagers that are standing in the way of your success and of your happiness in today's fast changing digital times. And that's what I wanted to share with you in my next podcast. So be sure to subscribe if you want to receive it automatically. And please leave me a review or comments because it helps me continue with this podcast and then I know you like it, and it helps me staying committed. Whatever the result, of course, but good results always help you to stay committed on the long term. So thank you very much, and I'll see you next week. Yeah, you finished another episode of rebel leader with a heart if you want more go to rebelleaderwithaheart.com for show notes and past episodes. If you love To show subscribe, leave a review and share it with your friends. The more the merrier. Thanks for tuning in and have a great week you rebel leader with a heart.