

Learn the secrets to become successful in Life

# 27 LITTLE-KNOWN QUALITIES OF HIGH ACHIEVERS



**ALEX LO**



# 27 Little-known Qualities of Top Achievers

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## **Acknowledgements**

To my parents, I'm eternally grateful to all the sacrifices you've made and for your unconditional love.

To Sara for always supporting me in all my endeavors and crazy ideas.

Lastly to myself, for actually writing this book. I never thought I would ever in my life write a book!

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# Introduction

Hi, my name is Alex, author of this ebook.

First of all, I would like to congratulate you for downloading this ebook. You now have the knowledge to become successful in anything you want to embark on!

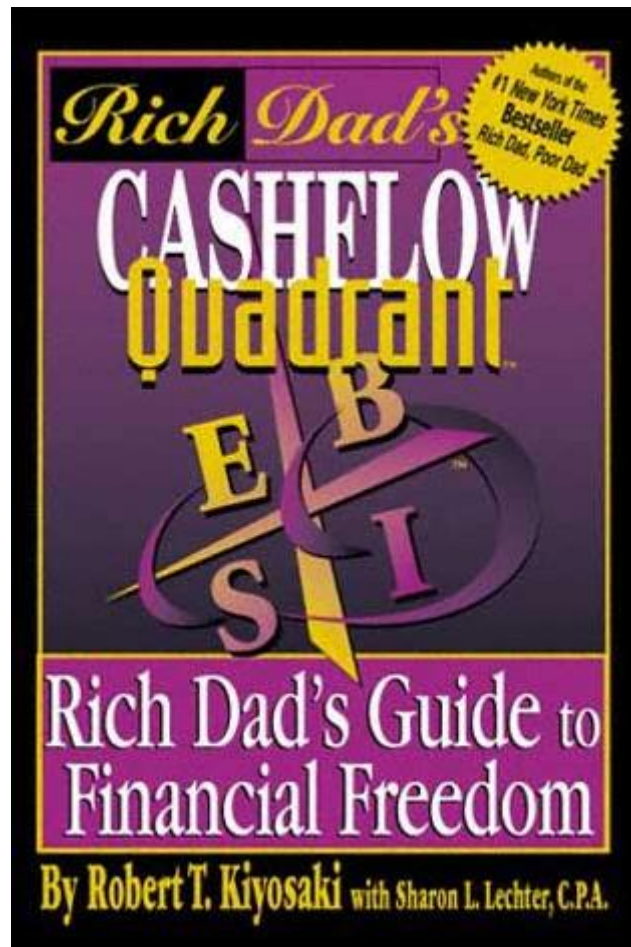
I started like anyone else just a part of the system. Throughout my young life I was taught to follow the traditional path of success. Went to school, study and get good grades so you can get a high paying job and life will be great. This is what most people around me are doing.

Being young and naive, I thought this must be the ONLY [way to success](#) in life. If I didn't get good results in school, my mom would say something like, if you don't study hard, you will grow up to be a cleaner.

The truth is that when you are a fish in a fish bowl you don't realize it because that is your reality. You never knew you can live a different life outside the fishbowl. You may have seen people who became successful through other means, but you thought maybe they are just lucky or are born with a silver spoon.

That was my reality until one day when I was in the army, I had some free time and I read this book CashFlow by Robert Kiyosaki. He was the author of the Rich Dad, Poor Dad series of books.

This book [changed my life](#). It introduced new perspectives about money and wealth that I never knew or heard anyone mention before. It was like you suddenly get an enlightened or a-ha moment.



In the book Cashflow, the author says are 2 groups of people in 4 quadrants. On right there are investors and business owners. On the left are employees and self-employed people like hairstylists, insurance agents etc.

People on the right they let money work for them while people on the left side work for money. Once I understood this concept, I decided that I want to be on the right side. People on the right are able to scale their income without putting in more hours.

But the question is how?

Being an army boy with little cash it would be tough to start a business or do any investing. Starting a business was also risky and there was no guarantee you will earn the capital invested back.

Soon I left the army and went to study and this thought remained at the back of my head but I did not really do anything about it. It's like Neo in the Matrix movie but I chose to take the blue instead and remain in the matrix because that is my comfort zone.

During that period, social media was coming up as the next big thing and I saw that bloggers could make a full time income working from home.

That was when I got inspired to try this means of earning some additional income. Since blogging is a free platform, I was totally keen to jump in to try to create income out of nothing invested other than my time and possibly some brain juice.

I started a blog and wrote a couple of posts. After a few weeks, I realised no one (besides me) was reading it. The blog was a complete flop.

Then I realized it was not as easy as I thought. It was challenge to remain motivated to keep writing when hardly anyone was reading it, much less be able to monetize.

At that time I thought, maybe I should be an investor. It is also on the right hand side and it is less of a hassle than starting a business.

I then tried to invest / trade when I was in my uni days. At that time in the local stock market you had to purchase in lots of 1000 shares which means a \$1 stock will cost \$1000. I did not have the money so I went to try forex which has a lower capital outlay.

With the limited cash I had I went into forex without any knowledge and lost most of it quickly. All \$100 of it.

By that time, I grew tired and totally gave up on all these "alternative" methods to making money and focused on just graduating and finding a job.

Although I had resigned myself to just being an employee, I was still interested in early retirement and [becoming financially free](#).

So I also started to read more books to increase my knowledge on areas of wealth and personal development to see if there are other people who have attained financial freedom while working a full time job.

I read books in the area of personal development and wealth like [The Millionaire Next Door](#), [the Richest man in Babylon](#), [A Million Bucks by 30](#), [the Millionaire Teacher](#), [the 4 Hour Work Week](#) and also other finance blogs like *EarlyRetirementExtreme* and *MrMoneyMustache*.

These books and blogs have helped to shape my mind about wealth and gain a better understanding about how people achieve success and wealth no matter what they were doing.

I then realized that they have a common set of qualities that set them apart from the average achievers.

These qualities separate those who are successful from those who are average. It was also possible to achieve financial freedom from being an employee, although it takes time and a lot of discipline.

It is possible to be successful in any field, any job or any business as long as you have these qualities.

This set of traits applies no matter which era and place you are living in.

Very often wealth will come as a by-product of being successful at what you do. That being said, success does not equate to wealth because it depends on what you want to be successful in.

Although I am sure no one will mind being wealthier. :)

## **What you can expect from this book**

This book will give you a good understanding of how successful people become who they are and how you can be just like them!

Before you start I want to clear the air about what success means because different people have different perspective about success. To me, success is having an objective or a goal. As long as you have taken steps to get closer to that goal, you are successful. It does not mean you have to reach there before you are considered successful.

That is what most people's mindset is about success, which is why it seems like a mountain to climb when you think about achieving success. Success is making small wins towards that big goal you have.

I am not going to BS you and say that by simply reading this book you are going to wake up the next day and automatically become successful in anything you do. You will still have to put in the work for yourself to see the results you want to get.

The moment you begin to appreciate these traits and incorporate them into your life, you will see things in a different light and understand why you have succeeded sometimes and failed at other times. We often dwell on our failures rather than on our success so we feel that we are failures, when in reality failures are not that bad.

Success is a journey and not an end result. It may sound cliché, but it is true. Failure is often, though not always, a *big* part of becoming

successful. The more successful the person is, the higher the number of times he has failed.

Let me give you an example of learning to ride a bicycle on two wheels. Everyone falls down while learning to ride. If you refuse to try again after falling down a few times, that is failure.

Once you see it is just a part of the learning process, the falling down doesn't hinder you that much. Soon you get the hang of it and you will be able to ride confidently without falling (as much). Even if you fall down, you just need to get back up and continue riding. Very soon, you will be confident and be able to ride well after continuous practice.

I have collected this set of unique qualities that separate the successful people from those who are average and just getting by. Hope you will be able to learn and gain from this as I have.

## **What are the 27 qualities you can learn from top achievers?**

Picture someone in your mind whom you think is successful. It could be an actor, an artist, a sports athlete, a politician, an entrepreneur, an inventor or even your boss.

What are the common habits or patterns of people who are successful?

How did they get to amazing positions, whether it is an artist, a political leader, an actor, and entrepreneur?

I'll reveal them pretty soon. This is based on years of research and cross referencing, to find the common traits the successful people have. I have presented them in no order of importance, they are all equally important.

“ANYTHING THAT  
GETS YOUR BLOOD  
RACING IS PROBABLY  
WORTH DOING.”

-HUNTER S. THOMPSON-

## Passion

Successful people are passionate people. They are not just passionate about what they do, but they are [inspired by life](#) at some level.

It could be from music, art, technology, writing, or speaking.

Think about what you enjoy doing in your free time, or things that you truly care about and would go and do it if you had all the time and money in the world.

That could be your *passion*!

Discovering your passion may sound difficult, but deep inside you have a certain inkling or interest that gears toward something. You have to do some reflection to discover what it is.

Observe your thoughts and your actions with more awareness and you will get an idea of what drives you and what you lean toward.

<b>AVERAGE JOE</b>	<b>ENTREPRENEUR</b>
<ul style="list-style-type: none"><li>- Settles for less</li><li>- Has a fear of failing</li><li>- Complains a lot</li><li>- Always negative</li><li>- Criticizes those that are driven</li><li>- Judgemental against those that achieve success</li><li>- Make excuses</li><li>- Is a realist</li></ul>	<ul style="list-style-type: none"><li>- Always striving for better</li><li>- Not afraid of failing</li><li>- Take action rather than complain about life</li><li>- Always positive</li><li>- Congratulate those that achieve success</li><li>- Hustle until they achieve what they want</li><li>- Willing to do what others aren't</li></ul>

@NICHOLLSANDMORLEY

## Hardworking

*“Do what others will not to have what they cannot.”*

Successful people are very hardworking. Even if they do not appear to

be so, they have worked very hard at some point in time to become successful.

Very often they are passionate at what they do, so they do not see what they are working on as something dreadful but something they are excited to work on.

Mediocre people are lazy, they put in the bare minimum to get by. Successful people are obsessive about how they work.

**Winners**  
are not people who  
**never fail,**  
but people who  
**never**  
**quit**

## **Persistent**

*“You can either be defined by your limits, or be defined by how you overcome them.” - Anonymous*

It is hard to appreciate persistence until you have accomplished something big in your life. The successful are persistent at something

that has low odds of success.

They work in the face of failure. They have a high tolerance for failure. They don't take it personally; they don't get depressed about it; they just keep going forward.

This is a rare characteristic in people, which is why successful people are fairly uncommon.

## **Challenge Norms**

A successful person does not always follow the rules of society, the family or people around them. They do not conform to the societal norms . They feel challenged to change the way things are to suit them. They tend to do things that normally people would not think of.

I am not saying they are doing illegal stuff, but rather they are flexible with the rules. They can and usually [\*think outside the box\*](#).

This is important because to get stuff through the system requires thinking out of the box a lot. If you are thinking inside the box, you get the result of the herd or masses. As a result they are often either admired or outcasted because of their unique perspective and behaviour.

## Smart

Achievers are good at manipulating situations and people to get what they want. They are able overcome obstacles they encounter, often in a creative manner. Basically, they are good problem solvers, regardless of their education level.

If you are not clever at thinking around obstacles and problems, it will be hard for you to be successful. There will be a lot of obstacles in the journey to success



**Don't wait  
for opportunity.  
Create it.**

## **Creativity**

Successful people are highly creative people.

They may not be creative in the arts or music sense. It is more fundamental, like you can create stuff; the ability to create something is very powerful.

They are able to create systems, products, techniques, or businesses in the field they are in.

They create a lot of stuff.

## **Generate massive value**

As a result of their creativity, they generate a lot of value to others. They don't just impact tens of people, but they may impact thousands or millions of people through their works. It could be directly or indirectly.

You need to generate massive quantities of value to become successful.

## **Skilled in their craft**

They are willing to train hard to develop their technical skills. Technical skills here refer to the set of skills required to succeed in the field you are in. If you are an athlete, it is the skills in that sport; for an actor, it is acting skills. If you are a speaker, it is speaking skills; or if you are a marketer it's marketing skills. Every single career or field has a certain

set of skills that need to be mastered to perfection that takes lots of practice to do.

You need to deliberately methodically practice a set of skills over and over until again you master it.

Very often, it takes a lot of time and hard work, and most people will not do it.

## **Value Excellence**

Successful people want to do excellent work. They take pride in their work and in doing something exceptionally well. It gives them joy and satisfaction that mediocre people do not have.

Mediocre people think that doing an average job is good enough.

## **Vision**

They are visionaries. They have a big bright picture of what their future look like. They see a future for their business and those who follow them.

They can conceive it [in their mind](#) before they achieve success.

That is a powerful skill to develop.

## **Leader**

Because they have a vision, they can lead people. It doesn't have to be a lot of people, it can be a few people. They are carving their own path through life. They are not content to just be a follower.

They can follow others, but eventually they have to break off and do things own their own way. It usually means some new unique way that has not been done before.

## **Intuitive**

People who are successful know how to use [their intuition](#). They are guided by gut and heart more than just their logical mind. They are right brain and holistic thinkers; they can take in and access multiple variables in a complex and holistic way.

They can get a big-picture view of what needs to be done. It can come from a gut feeling, and sometimes they don't even know how they got it.

## **Decisive**

Successful people are decisive.

This is a huge point. Most mediocre people are highly indecisive. They are not clear about what they want in life.

If you want excellent result, you need to be crystal clear what you want. That is what successful people manage to do.

## **Seek Not Money First**

If money is your top priority, then you will be far less successful than what it could be.

Money will come as the by-product but that is not why they do what they do. Successful people are motivated because they want to impact the world and others with what they are passionate about.

They want to have a positive contribution to society. They love the actual work that they do. So it comes naturally to them.

## Highly Focused

*“Winners focus on winning, Losers focus on winners.” - Anonymous*

They are able to select one field or domain and invest years of their time and build up a lot of experience in that one field.

Average people tend to lose focus and chase after the next best thing without finishing what they set out to do.

Think of successful people like a laser beam, mediocre people are like a light bulb.

## Be Ambitious

*“If you hate Mondays, fix your life.” - Anonymous*

Those who are leaders in their fields have a desire to be the best. It may sound similar to the point of valuing excellence.

They want to rise to the top. There is a desire to be the top of the field, to be the best. To be the one that [accomplish something great](#).

## **Implement Quickly**

As soon as they hear an idea, or have a great idea, they go off immediately and implement the idea. They do not sit around and not just talk about it. They avoid the paralysis-by-analysis trap of sitting and thinking a lot.

Most average people have great ideas, but they just do nothing about them until someone else executes an idea successfully. They can only regret not taking action.

## **Have Strong Beliefs and They Stick to Them**

They stand up for themselves and their values and beliefs and ideas. They will stand up and take charge.

They do not easily get overpowered by other people. Media, friends will overpower you. It will be like a tidal wave hitting you and knocking you to the ground. People will try to pull you down to their level through peer pressure, jeering or just discouragement. You may have to change the people you spend time with as you become a high achiever.

## **Optimistic and Hopeful**

Achievers believe in themselves that they *can*, and they believe that people around them can and society can. It does not mean they don't get depressed. They are fundamentally hopeful.

If you cannot believe in yourself, you cannot accomplish anything. You will not be successful if you honestly believe that you cannot be successful.

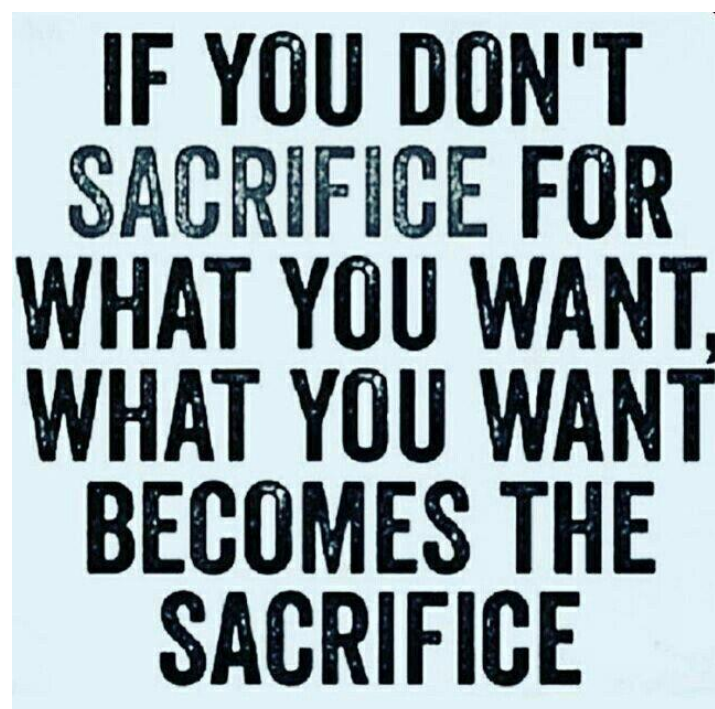
## **Courageous**

Successful people are willing to act in the face of fear. They have fears but they act even though they are afraid. They don't let fear stop them or scare them away.

## **Value Knowledge and Learning**

Successful people are [constantly learning](#). They will attend courses, seminars or get certifications. They read widely about topics and books that interest them or are related to their field.

Learning does not have to be at school or formal training. Could be learning from trial and error, other people, even learning from YouTube. Without learning you will not get good at anything.



**IF YOU DON'T  
SACRIFICE FOR  
WHAT YOU WANT,  
WHAT YOU WANT  
BECOMES THE  
SACRIFICE**

## **Willing to Make Sacrifices**

Success comes with sacrifices in many cases, but not always. They are willing to make sacrifices to achieve success. It could be sacrifice in the form of time, leisure, or even hanging out with friends or family.

Mediocre usually choose the alternative.

## **Highly Self Motivated**

*“Fear is the biggest disability of all.” – Nick Vujicic*

The successful are motivated to excel in their field. They are motivated from the inside and not by others. Nobody has to kick them in the ass to tell them what to do. They kick themselves in the butt.

## **Long-Term Thinkers**

A successful person thinks ten years down the road. You have to be a long-term thinker in order to be successful.

As mentioned in an earlier point, they need to spend five to ten years to develop proficiency in their field and to hone their technical skills.

Mediocre people do not think long term. They only think, at most, one year down the road, and so they are usually not able to master anything of value so they have nothing of value to offer to the world.

## **Practical**

They are practical. Successful people are willing to compromise and change their ideas or plans to get things done. They don't just sit and espouse grand theories.

They align themselves to the realities of the marketplace and the environment and tweak their ideologies to get things pushed through. Not always will they get it their way, nor will they always have the perfect situation.

They don't wait for the perfect scenario to do things. They roll up their sleeves, get their hands dirty and keep testing their ideas.

## **Constant Self Improvement**

Top achievers constantly work on themselves to improve their craft and get better at what they do. [Top achievers](#) could be working for government or organization. If they are successful, they are not really working for the organization but rather they are working for themselves in the organization.

They are always advancing their own agenda. People who are loyal to the organization's agenda are like cogs in the machine and will tend to be less successful.

## **Reflect and Make Changes**

Achievers will think about where they gone wrong or not done well and change based on that. They will do lots of fine tuning until they get to where they want to and keep improving based on the results they get. They will not be complaining all the time like mediocre people and blame poor results on luck or other people.

Achievers take responsibility for their results. They know that by taking responsibility they are in control of the outcome they get. If you put the blame on others, on luck, on fate, it means that you are giving up your control of your outcome to others. This means you are not able to do anything to change it.

Reflecting on each day is a good practice to understand how things could be done better or emotions could be better handled. This will greatly improve the way you handle a similar matter in the future.

## **[BONUS CHAPTER]**

### **Avoiding the Pitfalls in Success**

Successful people often work too hard, and they neglect other important aspects of their lives. Things like their health, relationships, and happiness may be sacrificed for their pursuit of success.

It is important to keep in mind that successful people aren't always the happiest people. They may get depressed when people are jealous of their success and try to pull them down. A lot of successful people get depressed and even commit suicide. There are negative trade-offs to becoming successful.

It is important to watch out for these pitfalls and don't fall into one yourself. Always keep the big picture in mind, and success is a part of life. There are also other things that are just as important to us.

When you become successful, do not let your ego get too big and let it take control of your life. Remember to remain humble, and that success is a journey. You need to keep moving forward and not rest on past successes. Once you get complacent, you will find it hard to keep the momentum going to achieve bigger and better successes.

## Conclusion

That's it. Congratulations for making it through to the end. You are now aware of the qualities that top achievers have. You don't need to be born with all of these. They can be learned and harnessed consciously.

Remember that *action* is key to making yourself successful.

So don't just know what the 27 qualities are but *do nothing* else at all...

because nothing's likely to happen...

Remember that continual investment in your education, whether in the area of learning how to better use the twenty-six traits to your favor, or specific business/life goals is going to pay off handsomely in the long run.

Hope you enjoyed this e-book and may the universe bring you everything you want to have!

If you haven't already done so, sign up for my FREE Success Development Email Newsletter to receive tips on how to use your knowledge more effectively plus regular updates to help you lead a successful life: <http://alexlohere.com>

I'll post more updates on my newsletter, feel free to check out as I share as I will go more in depth into each aspect to help you more.

On the next page, you'll find resources that are more focused on the specific areas you might want to work on. Feel free to check them out and get them if you need specific help on that area of your life.

With this I will leave you with love to explore the wonderful resource page.

To Your Future Success!

Alex Lo

Founder and Owner of <http://AlexLoHere.com>



## Resources

In the following pages, you'll find resources that are more focused on the Specific areas you might want to work on... for example, self-confidence, mindset and financial abundance.

Feel free to check them out and get them if you need specific help on that area of your life.

### Resources for Social Success, Confidence and Relationships

[15 minutes manifestation](#) - How to rewire your brain to effortlessly manifest the life of your dreams



<http://alexlohere.com/15mm>

## [Tesla Code](#)

Find the best way to build your confidence level and altering your mind to attract the power from the universe for making your dreams as real in just a few days.



<http://alexlohere.com/teslacode>

## [Thought Elevator](#)

Thought Elevators is a system of videos and audios that elevates your mind and thoughts, letting you take advantage of this secret key to success. You'll effortlessly attract and achieve wealth, love, happiness, health, and any other goal you have.



<http://alexlohere.com/thoughtelevator>

## [Vibrational Manifestation](#)

Controversial missing link you NEED to know to Manifest the Life You've Always Dreamed Of...



<http://alexlohere.com/vibrationalmanifest>

## [Instant Switch](#)

Regardless of what you ask for, when you flip The Instant Switch, it will always work to give you the ability to ask for ANYTHING you could ever want.

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