



## Manufacturing Success



Success in any field, does not happen by chance. There are processes that **generate outstanding performance** no matter what field of endeavour we talk about. So what is the routine that works for you in making sure you not only create and sustain success, **but multiply it over and over again?** Let's look at what successful people do. **They have a routine that they follow every single time.** They use their checklist not occasionally, but in every single performance.

**Great golfers, great cricketers, great dancers, great singers, great sales people** ..... they all follow a process which works for them. This is their own way of creating, sustaining and multiplying their success thoughts. You can find out about creating a successful routine by clicking on a document in our library titled [Concepts of Motivation](#) and written by Dr. Denis Waitley. So what do successful sales people regularly do as far as their

written by Dr. Denis Waitley. So what do successful sales people regularly do as far as their routine is concerned? **They surround themselves with other successful people. They believe unconditionally in their ability to succeed. They dream, they visualise and they regularly talk about their successes.**

So there is a **simple and brilliant way to achieve all of these three things in one easy action.** At the commencement of every day, **pick up the phone and call one of your best clients and just say hello.** Let's call it the "**manufacturing success call**". They will be delighted to hear from you, after all, you have contributed to their success. They will reinforce in their conversations with you that you have already succeeded in making a difference, **which will reinforce your belief that you have the ability to succeed,** and they will turn your dreams and your visualisations into proven belief **because the person at the other end of the phone actually exists.**

So **get into the habit of manufacturing success.** All manufacturing systems **have a production process.** TISI members all have their own personal factory for manufacturing successful thoughts, successful ideas, successful relationships and most of all successful clients. **You might say we are all in the *success manufacturing business.***

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