

A story to think about - about success ...

"Success is a permanent wave" - Imagine ... to surf on the wave of success

Two men are sitting on a boat at sunset on a tributary of the Rhine river. The boat shakes quietly, soft waves beat against the hull. The sun reflects in the clean water. The embankment is overgrown with wild grasses and shrubs. The boat is an old rowing boat, it already came easily in the years, but still reliable.

It already has been through many trips there, and it "has heard" a lot - Where else can you even trust this kind of lead discussions, if not here, inspired by the special atmosphere and the rocking of the waves.

What is it about? - Peter, the younger, who owns the boat, is a furniture salesman. Earlier this week he had sold four high-quality bedrooms - for him it was a wonderful experience of success - because it went really well: Pure bliss.

"Today it was not so good," he says to John, the elder of the two, "I would still like to have from this good feeling - funny, today is Thursday and this feeling is far away. I'm not easily turning back. " - " I wonder", he says, turned to John "how can I go back such great atmosphere, having such feeling of success and happiness? On Monday I was doing so well! Is there a chance that it comes back again? Can I do something about it? "

Before he was retired John was masseur, many People came to him and they had told him a lot of interesting facts from the life. Now suddenly he is breaking the silence and says: "Life flows ... Success is a perm!" Peter wondered: "Success - a perm? How's that? "And he asks himself: Has his opponent drunk too much of the good Dornfelder red wine (German Rheinwein) from Rheinhessen? - No, it seems that he is stone-cold sober.

And John begins to tell: "I recently had an exciting encounter with a wise head, they call him SuEx. "- What is SuEx?" Peter asks curiously. "Doesn't matter now, you'll experience it later," John replied almost hissing... "Now it's not important, this man I want you tell about!"

John continues with the following story: As he told me he -the SuEx- was long believed Success would be simply coincidence. 'Sometimes you're lucky and it works and then again there are phases where it is not going so easy. You are successful in your business; you have a nice house, beautiful vacations and so on... And all you have to do is, just working long and hard' - he thought. 'With enough effort you can do everything.' This worked very well for quite some time – ok great. But sometimes also it went not so well. Occasionally, he even felt like in the hamster wheel.

Once in the night, SuEx had a dream and it went then pretty bad ... He had dreamed terrible things: That he would lose soon all that he had reached and that in future it would go less well than before. He was aware that life always goes up and down - but actually he wanted to take effect, in order to keep and protect what he had reached and to continue the good journey. He was searching, if there was not a chance for doing better...

In the past he had also observed other successful people: If they focused on something particularly, they'd got something special. Especially with sporting success, SuEx observed that athletes are able to succeed always very special success.

I am not an Olympian, SuEx said to himself, but I can put my life like the once do on the sports page ..., I will do like they do? Why do I not use my natural talents right there - where they are particularly useful? I hold me particularly fit and train specifically all that I can optimize so I'm getting permanently better and better in my career? ... And then I concentrate again and again to new successes – the top sports people "And what has he done?" asked Peter "SuEx let this go on and on, he went always further and deeper. He read books, took more and more the time to think." John continued. "A short time later SuEx went on vacation and had the opportunity to watch to excellent surfers on the beach of Hawaii.

He admired the best of those surfers and in the evening, at the beach bar, he listened to a conversation, when the best of them talked in his enthusiasm and reported of the great surf feeling.

This successful surfer told what is important: to be fit, prepare to be alert at the right water, discover the developing and newly arriving wave – to jump on it, use it at the appropriate moment and(!) stay with passion on the wave at the high mountain pass, stay as long as possible on the top until it swings down and finally arrive well in the trough - calm down slowly.

Being sure that the next wave comes and the same game comes over again. You must take it for granted that you ride this wave again, because you have learned this very professionally.

The surfers know exactly what they are doing – waiting for the regularity of the waves. It seems as if the surfers drive the waves, they dominate them and not vice versa.

Aha, now it had clicked on SuEx's mind: That's right - if you know what it has to be respected, then you do not only surf sometimes - even on a small wave, but constantly over and over again you are surfing the highest wave, right on the shaft, long-lasting... So over the time you experience what you can do and how you can manage it – and you go right, with each of the waves! - A horny Feeling...!

In the evening and next day, SuEx went on thinking, throughout the words of the enthusiastic surfer. It did not go out of his mind: Success is like a wave - and if then continued, you know right what you are and then success is even a perm - he concluded.

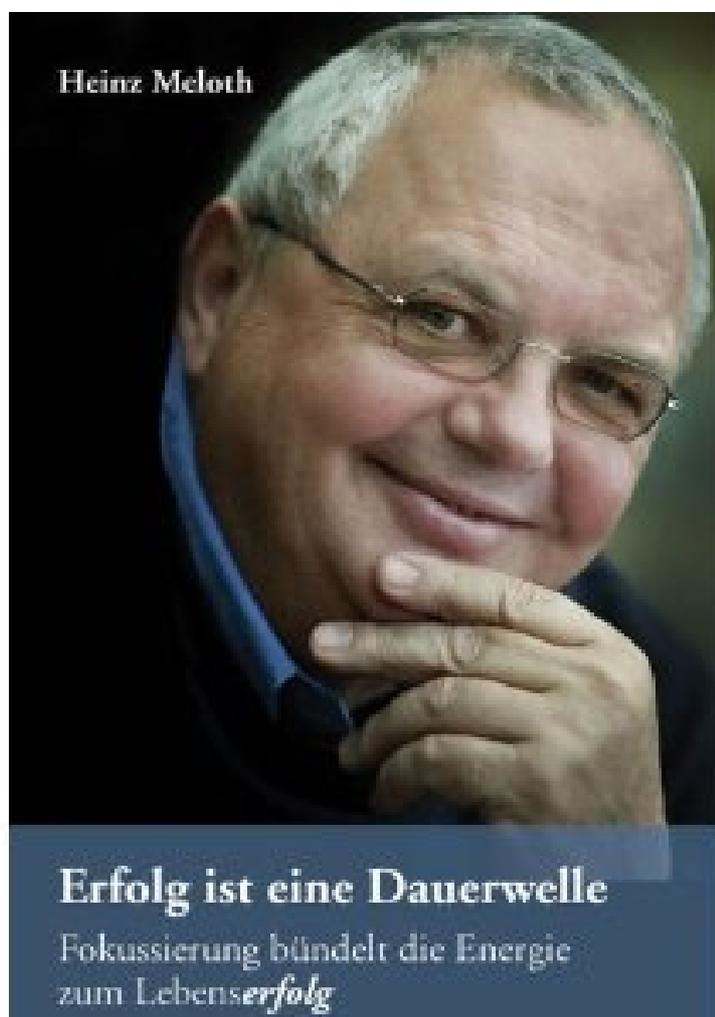
When SuEx came back from his vacation trip, -although he still was not able to surf, but- he had brought home a lot of knowledge about success. He learned much more, until he actually began, to communicate to others his success methods and he was than becoming even a success-expert – Thus, today his pseudonym, is 'SuEx' and it stands for "Success-Expert," John said with respect.

John is firmly convinced of what he learned from SuEx about success: Anyone figured how to do it, than know that success is a perm. Provided he intensely and consciously uses this knowledge for which then the motto is: Every success is gradable - if you know how it goes.

His friend Peter is absolutely flabbergasted: "It's that easy? Success is a perm? " - "Yes – it is, as simple as that ..." says John.

"Where can I learn this?" asks Peter, - "From SuEx - the Success-Expert. You know'm, it is Heinz from Mainz ;-))"! - John grins and pours himself another glass of Dornfelder red wine...

Read more about success in my book:



<http://www.amazon.de/Erfolg-eine-Dauerwelle-Heinz-Meloth/dp/3868586229>