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## Introduction

**This book** fills a vital gap present in most study and examination guides — it offers inspiration and motivation to make the student want to excel.

The importance of motivation was demonstrated early last century by Lewis Terman, a pioneer in the measurement of mental abilities. He tested a quarter of a million school children and found about 0.5 percent to be highly gifted. Terman followed up 25 years later and found, not surprisingly, that most were holding high positions in their careers. However, a number of them had become manual labourers, working as fitters, petrol-pump attendants and similar jobs. These gifted children failed to succeed in life because they lacked the urge to succeed. They lacked motivation. Terman compared them to Rolls-Royces with magnificent engines, but no petrol in the tank.

From personal experience, I can affirm that tools and techniques are useless if you lack the motivation to succeed.

It is like giving the best tools to a worker who is not motivated. He will not create anything meaningful.

Once, a social worker told me about a mother, a corporate high-flyer, who spent little time with her family. She felt bad about it and tried to compensate by giving her children lots of pocket money and the best of everything. One day, she bought her two sons the best computers, thinking it would make them study better. Instead, the boys spent their entire time playing computer games and totally neglected their studies. When she unplugged the computers, her elder son scolded her with vulgarities, while her younger son, only 11 years old, beat her until she was bruised all over — and had to seek the social worker's help.

It saddens me to hear of such stories. I sincerely hope this book can bring parents and children together to discover the source of motivation that will help the young to succeed.

Motivation has to come from within. Even young children need to motivate themselves. Parents and other family members can, however, encourage them, counsel them and offer moral support.

So, whether you buy this book as a student or as a parent, I urge you to read it with your other family members. Use this book as a platform for family bonding. Work together as a team. It will make success that much easier to achieve.

I hope my story and those of others mentioned in this book will inspire you to believe that you, or your child,

can succeed no matter what the present circumstances. A summary of my story is presented in this book, and a fuller version of it can be found in my other book, *Red Marks to Flying Colours*.

I succeeded with the help of PRAISE, a life skills model that I developed from the study of strategy whilst in the navy. PRAISE provides the SUCCESS 6 Formula:

- **S**et the **P**rizedream. This will initiate the process of change and lead you to discover a lifetime **C**HANGE formula.
- **U**se internal **R**ules. When you are guided by your own internal rules, you learn to think out of the box. This gives you a lifetime **C**REATIVITY formula.
- **C**onduct **A**nalysis. Examine the factors that are for or against you and identify the higher cause that drives you. This is your lifetime **P**ASSION formula.
- **C**ultivate **I**nvincibility. Acquire the virtues that lead to invincibility. These give you a lifetime **F**ULFILMENT formula.
- **E**xecute the **S**trategy. Learn from your failures. Turn setbacks into opportunities and weaknesses into strengths. This ongoing process equips you with a lifetime **L**EARNING formula.
- **S**ustain **E**xcellence. Achieve it not once or twice, but over and over again in a cycle of success unlimited. Acquire a lifetime **E**XCELLENCE formula. And...

**S**uccess shall be yours, without limits.

After I topped my master's degree course, I went on to apply PRAISE in my corporate career, entrepreneurship and other life's challenges. I have been using the PRAISE model for over 20 years now and it has never failed me.

Examinations are important, but they are not as crucial as the life skills that you acquire in the process of getting those results. With the appropriate life skills in the PRAISE model, you can succeed in life even without doing well in your studies.

This book thus includes a chapter on “Famous Failures”. Some did badly in school; some did not even attend school. Yet, these people have become presidents and prime ministers, Nobel Prize and Academy Award winners, millionaires and billionaires, etc.

## **PRAISE Books**

A summary of the PRAISE model is presented in a later chapter. For an in-depth study of PRAISE, I recommend my other book, *Rough Life Rich Life*, which discusses each of the concepts in detail, with illustrations from my personal life and the lives of other great achievers.

Another series of books looks at how the greatest men and women in history — I call them PRAISE Champions — all lived by principles similar to those of the PRAISE model.

They come from diverse cultural backgrounds and achieved extraordinary success in all areas of human endeavour — conquests and politics, science and inventions, the arts, humanitarian work, and so on.

The first book in the series, *Benjamin Franklin — A Bright Spark!*, has drawn high praise from academics, scholars and fans of Franklin, many of whom feel that the PRAISE model gives interesting and important new insights into the reasons for his greatness. Roy Goodman, Curator for Printed Materials at the American Philosophical Society (which Franklin founded in 1743) and President of The Friends of Franklin, Inc., wrote in his Foreword:

*“As America and the rest of the world celebrate the 300th birth anniversary of Franklin, there will be many books, conferences, exhibitions... However, there may not be a tribute as valuable as Benjamin Franklin — A Bright Spark!”*

Ralph Archbold, member of a US Federal Commission appointed by President George W. Bush and Congress to oversee the celebrations of Benjamin Franklin’s 300th birthday, wrote:

*“I have never found a book as important as this... Every person should read it and, for the sake of their future, every parent should make sure their children read it.”*

## Soulprints

We may never become as great as some of these PRAISE Champions. Yet, all of us can leave our imprint by making a difference in the lives of the people we encounter. When we touch people's lives in a deep and profound way, we leave imprints on their soul.

These may be called "soulprints". My mother, despite being an uneducated, illiterate woman, left me many soulprints through her love, sacrifices and wisdom. In the same way, all of us can leave soulprints in the lives of the people we touch.

You may read more of my life story in *Soulprints I — BreakThrough*. This book covered my difficult childhood, from growing up in extreme poverty and being badly abused by my father, to the time I left school. This was the period I broke free from my cycle of despair.

This book, *SUCCESS Secrets*, is therefore not a book in isolation. It forms part of a larger collection of books that will help you unlock your potential and overcome the difficulties and challenges of life in order to achieve excellence and success.

Congratulations for having this book in your hand. Your process of transformation has begun. In school, as well as in life, may you pass with flying colours!