

The Art of Getting Money, Wealth, and Success

The Meta Strategies of the Rich, Famous, and Chronically Happy

By Dave Frees

No two people define success in the same way. Neither do we achieve it in the same manner or with the same tools. Having said that, there are certain skills and strategies that seem to be almost universally practiced by people who are healthy, happy, wealthy and **wildly successful** in life.

But you cannot just ask them how they do it, because “experts” work in a zone of unconscious competence. Part of what makes them expert is not having to think about these things consciously. But over the years many modelers and now neuro scientists, have been examining this question and we now know more, than ever before about the way successful people think AND ACT.

So here they are, the secrets, ideas, and the obvious things that most people just don’t do and the ones that the doers often aren’t even aware of. These are the things that make the difference between modest success and true satisfaction.

First, successful people know what they want **and** when to change their minds – or to change course. They tend to fail as often or more often than others but they fail fast and move on.

Success is, for them, always a work in progress.

And, while people define success in highly individual terms, every successful man or woman leverages success through [Enhanced Communications Skills™](#).

No other skill set enhances so many other skills.

If you’re a better communicator you become a better negotiator, sales person, parent, spouse, and partner.

You are usually happier, more flexible, motivated and charismatic. You connect to more people, more deeply. And more people will want to say yes to you more often. They will trust you and seek you out for your advice.

Name something that helps you to build wealth or happiness. If you become a better communicator are you better at that too?

So decide right now what you really want and how to get it. And, commit and act now to become a better, more elegant, and savvy communicator. Learn the strategies and tactics of great persuaders.

Learn to **create real interest in what you’re saying**. For example, do you want to know the six words that can change your relationship with any child, spouse, or business

associate? Are you interested now? That skill is a real source of success. To see a video that teaches that technique click – [The Six Word Question](#).

To be truly successful and to become truly wealthy, you should **know and decide what you want**, with some degree of specificity. Remember, you can always change your mind. But knowing what you want means that you can always test what you are doing, test how you are expending your resources. Remember Pareto's law – 20% of your efforts produce 80% of results. Keep track of what works.

So most business and success thinkers talk extensively about knowing what you want. There's nothing new there. But doing it's another thing. Commit to that right now.

But just as powerful is knowing what you WILL and will NOT DO to achieve your goal. If an essential aspect of achieving it is on your "will not do list" you must either sub that out or find a partner who will do those essential things. Otherwise, you're doomed to failure from the outset. So know what you will and will not do to achieve what you want.

When you have clarity about these things, you can, as you start each day or each activity, begin to ask yourself, "Does this thing I am about to do bring me closer to what I truly want?"

If not, why are you expending energy, money or the most valuable resource, time? Why are you doing it? Stop now and start doing what really matters. But to know what really matters, you must know what it is you want out of life.

And so we discover one of the primary strategies of brilliantly successful people. **Know what you want, what you will and will not do to get it, and be vigilant about asking yourself if you are doing the right things to move toward it.**

This is what is known as a Meta strategy.

That is, a strategy that guides other strategies. Try this on for originality and power. Put another way, **notice what works and do more of that. Notice what doesn't work and stop doing that.**

This seems so simple that you may be thinking "That just cannot be the solution." And, many people tell me "Oh, I already do that."

Do you really do it?

Do you – several times a year, systematically ask yourself these questions and evaluate what is really working in your business and your life? Do you make note of the specific things that worked (really well) and those that fail or hold you back. Do you stop doing things that are unproductive, drain your energy and fail to work and methodically replace them with actions that drive you toward success on your terms?

Try it. And note the results.

This process begins to create an exponential improvement. Each time that you do this you eliminate more of what stands in your way. Each time you get better and better and better. **It establishes a cycle and a pattern and a habit of improvement.** It moves you closer to what you want. And, you have more energy for other things.

You may discover that your goals become more robust are achieved more regularly, and lead to an upward spiral of success and change...for the better.

Resources:

[Dave's Blog](#) on Success, Persuasion, Marketing and Lifestyle and The Dave Frees Useful Newsletter

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Attend a Live Event through [Business Black Ops](#) of [3 Days To Success](#)