The Pyramid of Success

The Pyramid of success is a four simple steps` theory that will get you on the way to success. This powerful tool is often used from people that start they own business, but it has been helpful also for many others executive who are constantly making decision with new projects. However, if you find yourself in a phase of standby or in a confused stage, I strongly suggest you to read this theory.

I used the pyramid as symbol, because if we imagine it`s shape, we can see that the largest part is the base and then going up the shape gets narrow until the top that will be our success. The base is our first step, **self confidence** one of the strong element that everyone must have, before making any decision. When we have a good foundation, we can build the three other steps which I will call the three important P`s of the alphabet for business. If you could name three important factors that could take you to success you will find Passion, Perseverance and Projection. The reasons why these three elements are listed in this order are the following:

**Passion i**s the infinite enthusiasm that will take you to determination which is the key element for **Perseverance.** Untimely, we will be ready to project our future and that will be our last and more important step **Projection**.

**Self Confidence**

(Being comfortable with yourself)

How, we really know, how confident we are??? Simple, ask yourself these questions:

* Do I doubt myself when I take decision?
* When I finally make decision, do I seek people`s approval?
* Am I afraid, of taking initiative not to fail and being judge for it?

These are some of the crucial questions, that often indicate, the stage we are in prospective with our goals. However, if you identified yourself agreeing with these questions, you may want to fader research within yourself before approaching any other steps. Remember, this is our foundation to build our pyramid, and it needs to be our strong starting point. Also, we need to think that our thoughts are our reflection to our future.

At this point if we are confident to approach our goals we star to analyze our next step which is: **Passion**

**Passion**

(A strong feeling such as love that as no limits)

This element, just like the others, is important to lay our next step to the pyramid. Just like in our first step, a reality check is a must in this case as well. In this second step our main questions are:

* Have I worked in this field?
* If you did, how do you feel about it?

These questions are a stipulation for this next step because remember that people that have passion for their job are eager to be at work and they enjoy their time there. Passion like I mentioned earlier is a strong feeling gives you drainlyn to wake in the morning ready to dedicate more than yourself to the job. For example: My job requires fifteen hours of work, at times, but I get so involved in job, that I don`t even knows how many hours I work. It is hard to believe, but it is true, and I also want to add, that this euphoric enthusiasm is what it will take you to have dedication, our strong element for next step which is: **Perseverance**

**Perseverance**

(Keep on trying; do not give up, even when faced with obstacles)

The importance of perseverance is, in fact, the motor that will keep you going throughout the obstacles that we find in our journey towards the way to success. The American Catholic priest and writer Walter Elliot said: “Perseverance is not a long race; it is many short races one after the other.” This observation tells us that don`t matter how much obstacles we find, we will be ready to face all of them.

Now, let`s test our Perseverance with two simple questions:

* How much tolerance do you really have towards your goals?
* How much do you pursue things if they are not easy to get?

At this final stage if you agree that you can meet all of these expectations required to move on, our next step will then be the final and also, the main core of this journey towards the success.

**Projections**

(The word itself explains the meaning. Project for your future)

A projection, unlike the other steps, is a stage that we need to imagine our pyramid upside down. We need to think about what we want to achieve and then just like counting backwards we need to puzzle out how to get there.

Projection is one of our most complex stages so we will divide it into three steps: Personal, Business and Financial Business.

**Personal**

A personal projection is a global picture of where we want to be in the future with our life.

Now, when we talk about personal projection we mean: life, family, relationship and maybe even friends.

* Set your personal goal: for example, I want to have time to exercise or to learn how cook. Now, try to think as the pyramid upside down if you want to accomplish any of these goals. First set dead line, then research how much time you need to do this project. Ultimely , we will need to find a fit in our schedule. One of the best ways to achieve goals is to set a time schedule daily also find resources that can help you moving forward with your goals. When we talk about resources, it means; go to your employer and ask if you can start your shift early and leave at reasonable time to cook or to exercise or even to meet your friend for a coffee. If this solution does not work look for other sources or untimely if you need to find a new job; do it. Remember, that your internal feelings and thoughts are the reflection of your future. If we analyze the last line we understand that internal happiness is the guide line for our next step which is business or to better say career.
* **Business**

This choice needs to be your passion, remember that we only work successfully if we do what know how to do well. At this time, if we agree to have a passion, our next step will be to make sure that we have enough knowledge about our project; or we will need to resource it. One of the key point, in this business projection, is to know what our goal are and then like I mention earlier work backwards to get to it. For example: We need to open a restaurant, the first thing that we ask ourselves is: what is that I will serve??? Your next question should be who is my audience??? Is my location in a geographic spot that I will have the kind of costumers that I am targeting??? If this questions are all answered and we match the criteria we can move to next and final step; **Financial Projection**.

* **Financial Projections**

 To make this step easier we use our restaurant example and we start with our fit out cost all our equipment, electrical, legal fees, pluming and anything in detail that needs to be cost out. We will give our fit out a general number of costs for about, $ 100,000.00 with a monthly mortgage of $3,000.00.

We will also put in a $ 6,000.00 of rent. At this point is the time to measure our knowledge because a detail cost of operation is what we spend on a daily basis. The cost of operation (in this specific example) includes: Payroll, utilities, marketing, food cost and breakage (average 10% of your gross revenue). If our cost of operation is $ 100,000.00 per month, we will have a grand total of $19,000.00 per month. In order for us to figure a weekly cost we will need to multiply the monthly cost for twelve month and divide it by fifty two weeks.

($ 3,000.00 + $ 6,000.00 + $ 100,000.00) our results is $ 25,153.85. This twenty five thousand is our weekly cost what that means is; that our restaurant needs to be able to serve enough people to meet our expense.

To better picture this in your mind, let`s say that our restaurant seats 100 people with an average check of $ 20.00 per person. Now, if we calculate to seat (dining room two times) about 200 people per day per seven days out of the week our gross sale will be $28,000.00 and so we have a successful project that has about twenty to twenty five hundred of profit per week.

In any other case, if you come up with a negative projection walk away from business because remember that business is only a calculation and not an emotional decision.