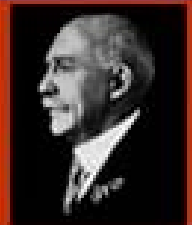
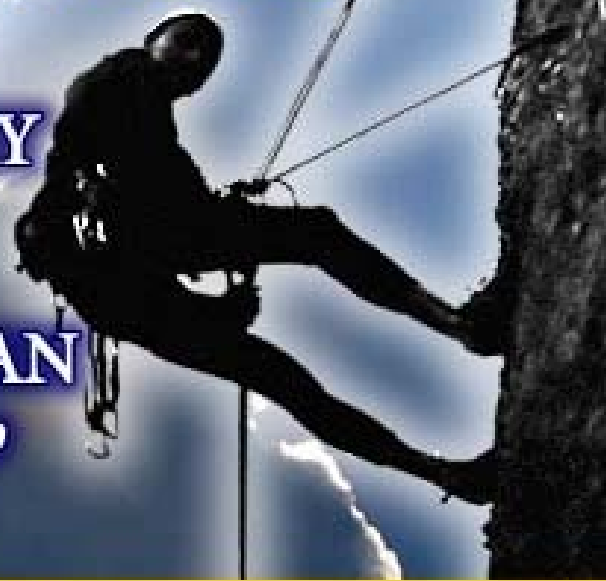


Based on the original works of
Dr. Orison Swett Marden. Edited
and narrated by Richard Gorham



PERSISTENCE AN IRON WILL

“LIFE MAKES WAY
FOR THE
DETERMINED MAN
OR WOMAN.”



VOLUME FIVE: A LEADERSHIP
SERIES FOR SUCCESSFUL LIVING

by Orison Swett Marden & Richard Gorham

P E R S I S T E N C E

AN IRON WILL

Companion Workbook

Persistence: An Iron Will – The Companion Workbook
Written By Richard Gorham

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PERSISTENCE: AN IRON WILL

CHAPTER I

(Companion Workbook)

TRAINING THE WILL

"The education of the will is the object of our existence"
- Emerson

Summary of Key Points:

- The development and discipline of one's will-power is of supreme importance in relation to one's overall success in life.
- No man can ever underestimate the power of an iron will. It is a part of our human nature, and the quality of our very existence depends upon it.
- The achievements of history have been the choices, the determinations, the creations, of the human will.
- Most men and women fail, not through a lack of education or agreeable personal qualities, but from a lack of dogged determination, from a deficit of a dauntless will.
- The athlete trains for his race; and the mind also must be in constant training if one is to win the race of life.
- Perhaps the most valuable result of all education is the ability to make

yourself do the thing you have to do when it ought to be done, whether you like it or not; it is the first lesson which ought to be learned, and, however early a man's training begins, it is probably this one lesson that will most determine his destiny

- One of the secrets of a successful life is to be able to hold all of our energies upon one point, to focus all of the power of our mind upon one single place or thing.
- The way to learn to develop will-power is by the actual exercise of will-power.
- To stick to a thing till you are a master of it, is a test of intellectual discipline and power.
- There are no two words in the English language which stand out more boldly, like kings upon a checker-board, to so great an extent as the words 'I will.
- The man or woman who says “I will” is the one who believes in his or her ability to triumph over difficulties, to gain victory in the face of discouragement.
- The man who becomes stationary begins to deteriorate and eventually dies. Inactivity, is the beginning of the end — it precedes death. To live is to achieve, to press on, to will without ceasing."

Questions & Exercises:

List below your top three most difficult barriers to happiness and success.

1. _____
2. _____
3. _____

For each barrier that you've listed, analyze it. Ask yourself the following questions about each perceived barrier.

- What caused this barrier?
- Is this a barrier I am responsible for?
- How could I possibly overcome this barrier?
- What would it take?
- Who could help me?
- What resources would I need?
- What tools could I leverage to begin the process.
- Is this truly a barrier or am I just perceiving it as a barrier because it seems so large, or it would take so long in order to overcome?
- What must I learn in order to overcome it?
- Who could teach me?
- Are there tools/information on the Internet/ Public Library or other Clubs/Associations/or Groups that could help?

Resolve to do one thing today to begin the process of facing your fears. Make your claim to a happier and more prosperous life.

CHAPTER II

(Companion Workbook)

THE RULERS OF DESTINY

"A strong, defiant purpose is many-handed, and lays hold of whatever is near that can serve it, it has a magnetic power that draws to itself whatever is kindred."
- T.T. Hunger

Summary of Key Points:

- Where there is will-power, there is life, where it is not present, there is faintness, helplessness, and despondency. Let it be your first priority of study to teach the world that you are not made of wood or straw; that there is some iron in you.
- The achievements of will-power are almost beyond computation.
- Nothing seems impossible to the person who can will strongly enough and long enough. With a clear goal and a resolute will-power, all things are possible. One talent with a firm will behind it can accomplish more than any special gift without the will can ever hope for.
- There are three kinds of people in the world - the wills, the won'ts, and the can'ts. The "wills" accomplish everything; the "won'ts" oppose everything; the "can'ts" fail in everything.
- Strength of will-power is the test of a young man or woman's possibilities.

- It is irresolution or indecision that is worse than rashness.
- He that shoots, may sometimes hit the mark; but he that shoots not at all can never hit it.
- The most successful are not those who have waited for chances, but who have taken them; besieged the chance; conquered the chance; and made chance his servant.
- Personal power exists within the mind of every human being. Sometimes its existence is unrealized, but it is there.
- The man without self-reliance and an iron will is the plaything of chance, the puppet of his environment, the slave of circumstances.
- The world takes us at our own valuation. It believes in the man or woman who believes in him or herself.
- Those who have accomplished great things in the world have been, as a rule, bold, aggressive, and self-confident. They dared to step out from the crowd, and act in an original way. They were not afraid to be held accountable.
- The world steps aside to let any man pass who knows where he is going.

Questions & Exercises:

Our own self-doubts are our greatest enemies. In order to address and eventually conquer our doubt and negative self-talk, we must first name them and acknowledge the fact that they exist. What are your self-doubt?

Our ability to succeed is limited only by our own self-imposed limitations.

What limitations have you imposed on yourself? *Example: I'm not smart enough; I'm not good looking enough; People won't want to buy from me; I'm so clumsy; I'm a loser, etc.*

List any self-imposed limitations that you tend to replay over and over in your mind each and every day.

Regardless of your circumstances; despite your childhood issues; no matter how desperate your current situation – Imagine that you are actually the wisest man on Earth, all knowing, all seeing – it is now your job to convince the one who is struggling with your issues to look up, rise up, get up and **PRESS ONWARD**. Write down the key points of the conversation below.

CHAPTER III

(Companion Workbook)

FORCE OF WILL IN CAMP AND FIELD

"Oh, what miracles have been wrought by the self-confidence, and the self-determination of an iron will!"
- Orison Swett Marden

Summary of Key Points:

- Whenever you don't know whether to fight or not, FIGHT!
- History furnishes thousands of examples of men and women who have seized occasions to accomplish results deemed impossible by those less resolute
- The man or woman of an iron will is calm in the hour of danger.
- It is the will that drives all magnificent achievement, whether by heroes in our greatest battles, or the heroic fire-fighters and patrol officers of our most dangerous cities?

Questions & Exercises:

Who in your local area do you consider to be the organizer, the leader, the person of influence? List the top three and assess, from the information you currently know, their energy, enthusiasm and willpower. If you do not know them personally, take your best guess.

1. _____
2. _____
3. _____

Answer the following question in one short sentence:

How do you compare to the above names?

How COULD you compare with the above named persons?

What time do you think these people get up in the morning?

How late do you think they work at night?

Do you believe they are happy doing what they are doing? Why?

Do you believe they make a lot of money? Why?

What sort of friends do these people associate with? How do your friends compare in energy, enthusiasm and willpower?

CHAPTER IV

(Companion Workbook)

WILL POWER IN IT'S RELATION TO HEALTH & DISEASE

"There is no doubt that, great decision of character is usually accompanied by a solid and unwavering resolve."
- Orison Swett Marden

Summary of Key Points:

- The great prizes of life often fall to the most robust, the strong, — not to a huge muscle or powerful frame necessarily, but to a strong vitality, a great nervous energy.
- To prosper you must improve your brainpower; and nothing helps the brain more than a healthy body.
- The race of today and tomorrow is only to be won by those who will study and work hard to keep their bodies and minds in good working condition.
- It is health rather than strength that is of the greatest importance
- Self-discipline has been called the equal to genius itself.
- The height of glory for every young man or woman is his or her level of reserve power; it is their greatest strength..
- Illness is one of those things which a man should resist on principle. Do not dwell upon your ailments nor study your symptoms. Never allow yourself to

be convinced that you are not the complete master of yourself.

- There is a Divine remedy placed within us for many of the ills we suffer.
- The longest-lived men and women have, as a rule, been those who have attained great mental and moral development.
- Every physician knows that courageous people, with indomitable will, are not half as likely to contract contagious diseases as the timid, the vacillating, and the indifferent.

Questions & Exercises:

EVERYONE needs to feel a sense of "significance". It is one of our basic human needs.

Think about someone you know who is always complaining about being sick. Ask yourself what must they be getting back in return for sharing all their misery with others? What do they have to show for all their focused effort?

Think about someone you know who is always talking about working out and staying in shape; about taking a fun trip; about achieving a goal; about volunteering to help someone else? What do you suppose they have to show for all their focused effort?

SELF-ASSESS: Describe how you might turn some of your complaints, concerns, obstacles or fears –into thoughts of praise, optimism, challenges or excitement.

CHAPTER V

(Companion Workbook)

THE ROMANCE OF ACHIEVEMENT UNDER DIFFICULTIES

*"What a fortune we each possess in the marvelous mechanism of our body and mind. It is individual effort that has achieved everything worth achieving."
- Orison Swett Marden*

Summary of Key Points:

- Every man is equipped as only God could equip him.
- Money is nothing. It is what you do and how you contribute that is most important.
- Self-help has accomplished almost all the great things of the world.
- Success is the child of diligence and perseverance. It cannot be coaxed or bribed, get moving and begin to pay the price, and it is yours.
- A constant struggle, a ceaseless battle to bring success from inhospitable surroundings, is the price of all great achievements.
- He that wrestles with us strengthens our nerves, and sharpens our skill: our antagonist is our helper.
- What is defeat? Nothing but education; nothing but the first steps to something better.
- It is natural for barriers to rise up in front of anyone who would dare to rise

above the circumstances in which he or she was born.

- Our many great men and women throughout history rose from meager beginnings. They rose by being greater than their callings.

Questions & Exercises:

List below the top 10 relationships you have in your life at this point in time.

Included those whom you love the most, and who also love you.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Hint: Whenever you are down, sad or lonely, refer this list. This list can be the greatest of personal motivators.

List you top three contributions to others; to society; to mankind.

1. _____
2. _____
3. _____

Remember that happiness is derived by the quality of our relationships and our contributions to others.

CHAPTER VI

(Companion Workbook)

STAYING POWER

"Success in most things depends on knowing how long it takes to succeed."
- Montesquieu

Summary of Key Points:

- The power to hold on is characteristic of all men and women who have accomplished anything great; they may lack in some other particular area, or have many weaknesses or eccentricities, but the quality of persistence is never absent from the successful individual.
- No matter what opposition he meets or what discouragement overtakes him, drudgery cannot dishearten him, obstacles cannot discourage him, labor cannot depress him; misfortune and tragedy cannot break him.
- Those who succeed in life are the men and women who keep at it, who get-to-it and stick-to-it, who do not believe themselves geniuses, but who know that if they will ever accomplish anything they must do it through a determined and persistent work ethic.
- Press On! The difficulties you meet with will resolve themselves as you advance. Proceed; and light will dawn, and shine with increasing clearness on your path.

- I know there is no equal badge of honor or distinction, than that of having a clear mind, a healthy body, a great purpose and the determined will to see it through.
- Why, should we call ourselves men, unless it be to succeed in everything everywhere?
- Successful people know what they want. These men and women that have been conspicuously successful have all had one characteristic in common — doggedness and a rugged persistence of purpose.
- Everybody believes in the determined man or woman.
- People know that it is useless to oppose a man who uses his stumbling-blocks as stepping-stones; who is not afraid of defeat.
- The persistent man never stops to consider whether he is succeeding or not. The only question with him is how to push ahead, to get a little farther along, a little nearer to his goal.
- Three things are necessary for success; first, backbone; second, backbone; and third, backbone.
- A good chance alone is nothing. Education is nothing without strong and vigorous resolution and stamina to make one accomplish something in the world.
- Opposition gives us greater power of resistance. To overcome one barrier gives us greater ability to overcome the next.
- Men and women of success gain strength from God, they count on Him for guidance, but they count on themselves for action, as they pursue their great purpose in life.

Questions & Exercises:

Identify one single goal you wish to accomplish in the next 6 months. Write it down here.

The ability to plan effectively; to predict or anticipate possible issues or barriers in advance, is critical to your ability to succeed. The more effectively we are able to prepare contingency plans, in the event of coming upon an obstacle, the quicker we can act to overcome it and continue our progress. Below, list out any possible obstacle or barrier that may arise in your quest to accomplish the above goal. Make the list as long as possible and begin to think through what you will do if that obstacle does in fact arise.

CHAPTER VII

(Companion Workbook)

THE DEGREE OF “O.O.”

"It is the glory of the human will to coincide with the Divine Will. In doing this, a man's Iron Will, instead of being an indulgent selfish power, will be useful in uplifting all of mankind."
- Orison Swett Marden

Summary of Key Points:

- "Out and Out" — "O.O." stood for. "Out and Out" for God
- Without a belief in the Divine, which provides the guideposts for quality living, a man is not a whole man, a woman is not a whole woman.
- The man or woman who travels through life, dismissing the inner voice, unaware of the greater vision for humanity, walks alone and is but a hollow version of their best self.
- A welcoming ear for all that is heavenly provides us with a clearer knowledge of right over wrong.

Questions & Exercises: (None here, just a quick comment.)

It is for each of us to seek out, welcome in, and enthusiastically embrace the opportunities that our Maker has sent; to do our utmost to be our best selves.

NOTES