

From 101 Distinctions between Success and Failure

by Keith Cameron Smith and Doug Hanson

Success is a noun.

Failure is a verb.

Success is something you are. Failure is something you do. You don't become successful by making a lot of money. You make a lot of money by becoming successful. Success is not determined by what you have, it is determined by who you are.

Failure is part of the path to success. Everyone who is successful has failed many times. You must identify yourself as a failure. I repeat, failure is a verb, it is just something you do occasionally, not something you are.

You can make a failure a noun by giving up. But, if you keep on keeping on and try again after you have failed, you are a success. Getting knocked down doesn't make you a failure, staying down does. If you view yourself as a failure, it is time to pick yourself up and realize you are one step closer to success. Success is something you are, not something you do.

Success is a noun.

Success is keeping your word.

Failure is breaking your word.

Integrity is an absolute must to achieve success. Successful people value their reputations and make sure they keep their word. If there is ever a doubt in your mind as to whether you will be able to keep a promise, don't make it. It would be better to disappoint someone by being honest than to lie to them and lose their respect by breaking your word.

People who develop a reputation of honesty are able to build long-lasting personal and business relationships. It is impossible to build meaningful relationships if people believe you will break your word. Trusting relationships are not established quickly, they are developed over time. Every time you demonstrate your ability to keep your word you gain momentum and are entrusted with more. Every time you over-promise and under-deliver, you lose momentum and are entrusted with less. Keeping your word is always important. It will make you successful. Breaking your word will lead to failure.

Success is keeping your word.

For More Information on Keith's books, go to www.keithcameronsmith.com

Keith Cameron Smith is a successful writer, teacher, and entrepreneur. He is the creator of the Wisdom Create Freedom Workshop and is the author of *The Top Ten Distinctions between Millionaires and the Middle Class* and the *101 Distinctions between Success and Failure*.