

CRAFTSMANSHIP

12 specific traits of the most exceptional craftsmen

By Aman Varma



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12 qualities of people who mastered their craft and made
a difference in this world.

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Dedication

To all my loved ones.

Preface

I love wisdom. I love studying highly successful people. I am very curious about what makes the greatest people of history so special and extraordinary. I often spend my lot of time analysing the common patterns and habits of the people who changed the world; May it be a scientist, a political leader, a businessman or an artist. Studying successful people is my hobby.

I have also studied a lot of psychological and personal development material along the way to get a better understanding of the psychology of these legends and what actually made them stand out of the crowd. I have come up with a list of 12 qualities of all successful people, irrespective of their field, which according to me can help a lot of people condition their mind to success.

There is no particular sequence of the list; every trait is equally essential and responsible to make a human being – extraordinary. What I want you to do is, scale yourself from 1 to 10 in each of the characteristics and see where you stand. Try to inhabit the traits that are missing and sharpen what you already have.

If you are struggling with your life or are unsure of what future holds for you, this is the golden key to your greatness. Start working on developing all of these qualities and I can assure you that you will become successful no matter in what field. Print the below list of the points and stick it on your bedroom wall and read it every day before your go out and start working hard to cultivate these qualities.

So let's get started...

** Note: all the traits are not positive and may backfire. These traits made them successful and they have said it as well. This is the ultimate breakdown of what success requires you to have.

If you want to be highly successful, inculcate these traits in your personality. All the traits are in sync, playing the song of success.

- I. High ambition and passion
- II. Failure doesn't matter
- III. Competitive
- IV. Value knowledge
- V. Invest in human capital
- VI. Create value
- VII. Rule breakers
- VIII. Strong work ethics
- IX. Smart workers
- X. Think big
- XI. Rapid massive determined action
- XII. Work for themselves

I. THEY HAVE HIGH AMBITION AND PASSION

“A man’s worth is no greater than his ambitions”

– Marcus Aurelius (Roman Emperor)

Ambition is a strong desire to do or achieve something that makes you feel fulfilled and worthy. Highly successful people are ambitious. Ambition is the path to their success. It's exclusive to a handful of people who did extraordinary things in their lives to get them to where they are today. And it wasn't because they were lucky or because it was just handed to them by God. Most successful people in this world started from the bottom and worked their way up in life. The only time luck plays a role is when you are in the right place at the right time, but it's up to you to get yourself there. **Being successful is all about how badly you want it and how much you're willing to work for it** – it's about the traits you possess to help get you there.

You need a strong sense of ambition to get yourself to the top and compete with other ambitious people.

Sam Walton founder of Wal-Mart says “I think I overcame every single one of my personal shortcomings by the sheer passion I brought to my work. I don’t know if you’re born with this kind of passion, or if you can learn it. But I do know you need it.”

Ambition and Passion go hand in hand. Without Ambition you will never reach heights and without Passion you will never be able to complete the journey.

Ambition and passion act like a push and pull system. Ambition pulls and passion pushes. Ambition pulls you towards something great and passion pushes you towards something great. They are not opposites; they drive you in the same direction. Highly successful people know this secret. Most people could not do

great things just because they have one of these 2 things missing in their life.

For Example: You want to be a billionaire, you are highly ambitious. You have committed to yourself that no matter what happens I will become a billionaire. But when you start working to make this big goal come true, you feel de-motivated after sometime. You feel exhausted. You feel lazy. You do work because you want to make money out of it. You feel lack of energy and drive to work your ass off and reach that big ambition and you start to doubt yourself and your ambition and soon you end up doing nothing.

All this happened because you were missing “Love for your work”

“The only way to do great work is to love what you do” said Steve Jobs.

And in the opposite case, you have intense love and passion for your work; It is so intense that when you are doing that world you forget the world, food and sleep. You are so concentrated and focused that the work is guaranteed to succeed and suddenly you fail! All your efforts were drained in that sink. And guess what you didn't even retry because you didn't have that ambition. You didn't have a destination to reach at. You did not have a goal. And so you end up being nothing.

All this happened because you were missing “a direction and a destination to reach at.”

See it from a perspective of a car race.

Will you win the race if you did not have a finish point?

Will you win the race if you did not have boost, while all the other cars have that?

Will you ever lose if you have a finish line and a lot of extra boosters that set you on fire and give you maximum speed and fuel?

I think I have made my point clear with the above example. You need to have a sense of direction and dream (ambition) and intense drive and love (Passion) for work.

“Passion is the genesis of genius” – Galileo Galilee (Philosopher)

Passion is the most common trait in each and every highly successful person. They are on fire, they are radiating with passion and inspiration. They are hungry – extremely hungry to be and do something excellent. Hunger or passion is the fuel to your actions, without passion you won't grind your ass. Passion generates intrinsic motivation which is 1000 times more effective in pushing a person to act and generate results. Passion is what drives highly successful people. The best feeling in the world is getting paid to do what you love. You do not exhaust, you do not procrastinate; you do not doubt, you do not hold back, you do not let other people's opinions decide your fate when you are overflowing with passions. You do not settle for less when you are filled with your passion. There is a difference between every champion and a loser, a loser plays for a reason and a champion play for his passion. Light yourself on fire with passion and people will come from miles to watch you burn said John Wesley. Allow your passion to become your purpose and it will one day become your profession.

“There is no passion to be found playing small – in setting for a life that is less than the one you are capable of living” – Nelson Mandela

When I was researching about what made them extraordinary, I was amazed to find that how many people have become robots without a fire in them. They work for money and not because they love something about it and want to do something excellent in the field. They do not push their limits, they do not push their standards higher and so they stay mediocre. These people were no better than the walking deads – zombies. It makes me very sad when I see people living without a purpose or passion. A man without passion is nothing more than a walking piece of bones and meat. What separates us humans from other animals is the ability to think, dream and work accordingly so that one day we can make the invisible into visible. This is what makes us alive! People without passion are not alive. That is why it is so essential to identify your passion and work on your passion. If you don't

have passion for something, my friend, trash those dreams right away.

I want you to become highly successful person and create a amazing life for yourself. You need to have passion and love what you do. It is what will keep you going throughout your journey, even when the life knocks you down, your passion will keep you on track. This is how important it is.

Bishop T.D. Jakes says “If you can’t figure out your life’s purpose, figure out your passion. For your passion will lead you right into your purpose.”

“Passion makes us stronger than we are. Love makes us better than we are. Be passionate about the thing you love” – Galen Watson (Author)

Passion is attractive. It attracts people, situations, ideas, money and everything you need to be highly successful and make your dream life come true. Where attention goes energy flows. Emotions are nothing but energy in motion. Emotions and feelings are the two sides of the same coin and passion is nothing but an intense feeling towards something. Passion = feelings.

Unless you are strongly emotionally attached to your goals, you cannot achieve it. You need to have intense feelings of attachment with your goals (Passion) to make your dreams come true. It directs your life. Passion is necessary.

Remember! All the traits synchronize.

“It’s a beautiful thing when a career and a passion come together”

“Rich people follow their passion”

“Pleasure in the job puts perfection in the work” - Aristotle

“As long as you’ve got Passion, Faith and are willing to work hard. You can do anything you want in this life.”

“Passion is the difference between having a Job or having a career”

How much do you score in this area from 1 to 10? _____

II. FAILURE DOESN'T MATTER TO THEM

*“I have not failed; I’ve just found 10,000 ways that won’t work”
– Thomas Alva Edison (American Inventor)*

Highly successful people have this rarest quality – High tolerance for failure.

Let me explain you this through some case studies –

Ford’s first two automobile companies failed. That did not stop him from incorporating Ford Motor Company and being the first to apply assembly line manufacturing to the production of affordable automobiles in the world. He not only revolutionized the industrial production in the United States and Europe, but also had such influence over the 20th century economy and society. His combination of mass production, high wages and low prices to consumers has initiated a management school known as “Fordism”. He became one of the three most famous and richest men in the world during his time.

When Einstein was young his parents thought he was mentally retarded. His grades in school were so poor that a teacher asked him to quit, saying, “Einstein, you will never amount to anything!” Also he didn’t speak until he turned 4 and didn’t read until he was 7. We know him as the theoretical physicist widely regarded as the most important scientist of the 20th century. He was awarded the 1921 Nobel Prize for Physics for his explanation of the photoelectric effect in 1905 and “for his services to Theoretical Physics”.

Before joining the NBA, Jordan was just an ordinary person, so ordinary that he was cut from his high school basketball team because of his “lack of skill”.

By acclamation, **Michael Jordan** is the greatest basketball player of all time. He is a phenomenal athlete with a unique combination of grace, speed, power, artistry, improvisational ability and an unquenchable competitive desire. Jordan single-handedly redefined the NBA superstar.

“I have missed more than 9,000 shots in my career. I have lost almost 300 games. On 26 occasions I have been entrusted to take the game winning shot, and I missed. I have failed over and over and over again in my life. And that is why I succeed.”

It doesn't matter if you are a scientist, an entrepreneur or an athlete all you need to do is don't let your failure stop you. You need to keep going, no matter what happens or how big the problem comes, keep going. Learn from your mistakes and keep going.

“Success consists of going from failure to failure without loss of enthusiasm.” — Winston Churchill (British Prime Minister)

Here is a small list of famous people that failed.

1. Jim Carey (Actor)
2. Katy Perry (Singer)
3. Oprah Winfrey (Media proprietor)
4. J.K. Rowling (Author) – Rejected
5. Bill Gates (Businessman)
6. Walt Disney (Entrepreneur)
7. Isaac Newton (Mathematician)
8. The Beatles (Rock Band)

Failure is that what you give definition to it. Without failing you cannot succeed. People think that failure is opposite to success because their mind is conditioned in that manner by the society. Ask any successful person what according to them is failure.

A failure is a person who has given up because of his incapability to work hard and lack of efforts that were required to succeed. No extraordinary person was ever born without failing at least once. Those who stop trying after they fail are the failures; those who keep going are the winners.

“The key to success is failure” – Michael Jordan (Athlete)

“If you are afraid of failure, you don’t deserve success” – Charles Barkley (Basketball player)

*“Failure defeats losers, failure inspires winners”
- Robert Kiyosaki (Businessman)*

How much do you score in this area from 1 to 10? ____

III. THEY ARE COMPETITIVE

“Stop competing with others, start competing with yourself”

Highly successful people are in competition with no one but themselves. They are not interested in what others are succeeding at; they are not jealous. The only thing they are concerned about is becoming better than who they were yesterday.

“Successful people compete with others; highly successful people compete with themselves”

There is a big difference in being successful and highly successful. Every single individual on this planet wants to be successful, so assuming that the average person is successful do you want to be successful? No! You want to be highly successful! A highly successful person is the one who has done something great and had an impact on the world.

It would be **unfair** to put David Smith & Warren Buffett in the same category of “Successful.” Why?

Let me explain you with the below table:

David Smith is an investor in stock market and my neighbour. According to the society he is successful, and they are right! But I am not concerned with being successful; instead I am concerned with highly successful people.

Name: David Smith
He earns 2 billion dollars
Successful? Yes!
Do you know him? No!

No take a look at this table; this will make my point much clear.

Name: Warren Buffett
He earns 63.3 billion dollars
Successful? No! – He is highly successful
Do you know him? Yes!!

See, the title of the book says “what made them extraordinary” so even if your are reading this book it won’t be of much worth unless you change your perspective and lift your standards higher than the average. For me successful is average. The standards you hold for yourself defines who you become.

Do you want to be David or Warren? The choice is yours. I want you to be Warren :)

Society have made the range of successful people so broad that even average people are being counted in this category “Successful”

The society is full of mediocre people, to protect their ego and project themselves as good as highly successful people they have assigned themselves a title “successful people.” They are jealous and compete with other people. They don’t want people to become highly successful (because of their ego and insecurity) they force potential individual to follow the mediocre rules. For example – Our parent’s minds are conditioned by the society for years. Our parents want us to be successful but do not allow us to do something different and go out of our comfort zone, they want us to do what everybody else is doing because they think & believe that it is what success is.

“A sheep in a flock thinks she is the most pretty, until she sees a beautiful peacock pass by”

We don't want bunch of useless robots calling themselves “successful” We want people who can make a difference in the world, this can happen only when you have all the qualities in the list.

Remember only “Highly Successful or Extraordinary” people make a difference in the world. So, you want to become highly successful, and not simply successful.

“Successful people are unknown, Extraordinary people are remembered for ages”

And the main difference in both of them is that David competed with other investors and Warren competed with himself. Anybody can be successful but only the finest can be extraordinary. I want you to replace “average” with “Successful” in your dictionary and add Highly Successful / Extraordinary at the top. You don't want to be simply successful; you want to be highly successful and one of the ways to do it is to compete with yourself.

“If you continuously compete with others, you become bitter, if you continuously compete with yourself, you become better”

“The greatest artists like Dylan, Picasso and Newton risk failure. And if we want to be great, we've got to risk it too.” – Steve Jobs

How much do you score in this area from 1 to 10? ____

IV. THEY VALUE KNOWLEDGE

*“To read without reflection is like eating without digestion” –
Edmund Burke*

I love that quote. All highly successful people are highly knowledgeable. You should never stop learning. Reading is the best way to learn. You should read more and more non-fictional books to improvise the quality of your life.

Reading is a complex cognitive process of decoding symbols in order to construct or derive meaning (reading comprehension). It is a means of language acquisition, of communication, and of sharing information and ideas.

But a person who actually applies his knowledge in practical life is the one who creates an extraordinary life for himself. Reading is cool; it broadens your mind and takes your creative powers to a next level.

Reading is to the mind what exercise is to the body. Everything you read fills your head with new bits of information, and you never know when it might come in handy. The more knowledge you have, the better-equipped you are to tackle any challenge you'll ever face. Through reading, you expose yourself to new things, new information, new ways to solve a problem, and new ways to achieve one thing. Who knows – you might find your new hobbies within it. Who knows – you might actually explore one thing you really like and it may end up becoming your career and success in the future. Exploration begins from reading and understanding. Reading does help you form a better you, doesn't it? Through reading, you begin understand the world more. Through reading, you begin to have a greater understanding on a topic that interest you; for example: how to build self confidence, how to make plan better before taking action, how to memorize things better and more. All of these self improvements start from

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