



OVERCOMING OBSTACLES

BARRIERS TO SUCCESS



DISCUSS

What do you think prevents most people from achieving all that they desire in life?

LIVE, LOVE, LEARN, LEAVE A LEGACY

"There are certain things that are fundamental to human fulfillment. If these basic needs aren't met, we feel empty, incomplete....The essence of these needs is captured in the phrase; to live, to love, to learn, to leave a legacy.' The need to **live** is our physical need for such things as food, clothing, shelter, economic well-being, health. The need to **love** is our social need to relate to other people, to belong, to love, to be loved. The need to **learn** is our mental need to develop and grow. And the need to **leave a legacy** is our spiritual need to have a sense of meaning, purpose, personal congruence, and contribution....Each of these needs is vitally important. Any one of these needs, unmet, reduces quality of life." –Stephen R. Covey, *First Things First* (New York: Simon & Schuster, 1994), pp. 44, 45.

Dr. Stephen Covey is founder and chairman of the Covey Leadership Center. His book The 7 Habits of Highly Effective People has sold more than 4 million copies and been translated into 26 languages.



DISCUSS

What things do you currently do to meet your needs in each of these vital areas?

- Physical
- Mental
- Spiritual
- Social

Physical Burnout BARRIER ONE

TO LIVE

"Don't forget until too late that the business of life is not business but living." –B.C. Forbes (1880-1954) founder of *Forbes* magazine

DEFINITION

"Burnout has been defined as *a state of physical or psychological exhaustion that is related to chronic, unrelieved pressures.*" –Dr. Keith Sehnert, *Stress/Unstress* (Minneapolis; Augsburg Publishing, 1981), p. 55.



"For fast-acting relief, try slowing down."

–Lily Tomlin, comedienne



DISCUSS

Do you know anyone whose pursuit of success has driven them to the point of physical breakdown? What characterized their “downward spiral”?



CONSIDER

50 million Americans suffer from high blood pressure.
1.5 million Americans suffer heart attacks each year.
8 million Americans have stomach ulcers.
230 million prescriptions are filled each year for tranquilizers.

—World Almanac and Book of Facts

ANCIENT WISDOM

“A thick bankroll is no help when life falls apart, but a principled life can stand up to the worst.”

—Solomon, King of Israel, (971-931 B.C.)

DEFINITION

PRINCIPLED: “Exhibiting, based on, or characterized by devotion to right principles.”



DISCUSS

What do you think the writer meant by “a principled life can stand up to the worst”?

Inability to “Connect” BARRIER TWO

FLAME OUTS

“When David Campbell and others at the Center for Creative Leadership studied ‘derailed executives,’ the rising stars who flamed out, the researchers found that these executives failed most often because of ‘an interpersonal flaw’ rather than a technical inability.”

—Sharon E. Epperson et al, “The EQ Factor,” Time, 2 October 1995, p. 66

IQ; they were the ones whose E-mail got answered. Those workers who were good collaborators and networkers and popular with colleagues were more likely to get the cooperation they needed to reach their goals than the socially awkward, lone wolf geniuses.”

—Sharon E. Epperson et al, “The EQ Factor,” Time, 2 October 1995, p. 66

TOP GUNS

“A manager at AT&T’s Bell Labs, a think tank for brilliant engineers in New Jersey,...was asked to rank his top performers. They weren’t the ones with the highest

INTERESTING

“In the corporate world, say personnel executives, IQ gets you hired, but EQ [emotional intelligence] gets you promoted.” —Ibid, 65

ONLY THE LONELY “A man who isolates himself seeks his

TO LIVE, TO LOVE...

"The measure of a leader is not the number of people who serve him but the number of people he serves. Real leaders have something to give, and they give it freely...Lose your cynicism. Lose your doubts. Lose your fears. Lose your anxiety. Lose your unbelief. Remember these truths: A person must soon forget himself to be long remembered. He must empty himself in order to discover himself. He must lose himself to find himself. Forget yourself into greatness. Empty yourself into adventure." —John Maxwell, *Be A People Person*, (Thomas Nelson, Nashville) p. 63



DISCUSS

What would it look like to apply these ideas at work?

Mental Stagnation BARRIER THREE

TO LIVE, TO LOVE, TO LEARN...

"If you think you know it all, you're a fool for sure; real survivors learn wisdom from others." —Solomon

WISE GUYS

"Become wise by walking with the wise; hang out with fools and watch your life fall to pieces."

—Solomon

WISE GUYS

"When we walk with wise men and women, we seek almost unconsciously to match their stride."

—C.L. Rose, American psychologist



DISCUSS

Who are the "wise" people that you learn from and are challenged by?

TOP TREND

"The Number One trend du jour, as spotted by professional trend-watcher Gerald Celente, director of the Trends Research Institute in Rhinebeck, New York:

Ancient Wisdom: People are seeking new basic values, 'but in a remarkable twist, these "new" values...are increasingly being found in the forgotten wisdom of ancient peoples...People now want something more satisfying than materialistic "junk wisdom."'"

—"Top Trend for 1994," *Psychology Today*, (March/April 1994), p. 16



own desire; he rages against all wise judgment." —Solomon

Spiritual Emptiness BARRIER FOUR

TO LIVE, TO LOVE, TO LEARN, TO LEAVE A LEGACY

"Victor Frankl, an Austrian psychologist who survived the death camps of Nazi Germany, made a significant discovery...He was intrigued with the question of what made it possible for some people to survive when most died.

He looked at several factors—health, vitality, family structure, intelligence, survival skills. Finally, he concluded that none of these factors was primarily responsible. The single most significant factor, he realized, was a sense of future vision—the impelling conviction of those who were to survive that they had a mission to perform, some important work left to do."

—Victor Frankl, *Man's Search for Meaning* (New York: Pocket Books, 1984), pp. 95-97, cited in Stephen R. Covey, *First Things First* (New York: Simon & Schuster, 1994), p. 103

FARSIGHTEDNESS

"The prisoner who had lost faith in the future—his future—was doomed. With his loss of belief in the future, he also lost his spiritual hold: he let himself decline and became subject to mental and physical decay."

—Victor Frankl, *Man's Search for Meaning* (New York: Pocket Books, 1984), p. 95

NEARSIGHTEDNESS

"If our vision is partial—if we focus only on our economic and social needs and ignore our mental and spiritual needs, for example—we make choices that lead to imbalance."

—Stephen R. Covey, *First Things First* (New York: Simon & Schuster, 1994), p. 103

FIRST THINGS FIRST

"The fundamental fact of existence is that this trust in God...is the firm foundation under everything that makes life worth living. It's our handle on what we can't see." —The book of Hebrews



DISCUSS

- How does a sense of "mission" or "vision" contribute to a successful life?
- How does one gain a sense of "mission"?



DISCUSS

What do you think the writer meant by "trust in God is the firm foundation under everything that makes life worth living"? Do you agree or disagree? Why? How might this contribute to your success in life?



APPLICATION

What is the greatest barrier you currently face in each of the four need areas?

What specific steps can you take to improve each area?

- Physical Mental Spiritual Social