

The 25 Attributes of Happy and Successful People - by Jacob Gould

I got on a roll due to a great discussion I had today with my wife and son. I wanted to capture these thoughts which we discussed so I could pull them out at a later date with my kids, and remind myself as well. Self-medication as I call it. If we all improve on all these traits, we'll be happier, more successful and we'll sell more products. These are nothing that I created but time tested attributes that will help anyone's relationships.

Today, my wife and I had one of those amazing, magical conversations with our 7 year old son, to talk about friends, relationships with others, and how to be well liked. Keep in mind, we are fortunate in the fact that he is very well liked by the majority of kids he meets, but as life would have it, and so should it be, there is always that one kid that they meet once in a while (just as we meet that one incredibly rude person, customer, neighbor) who throws a wrench into our child's life. As painful as their growing up can be sometimes, how will they ever learn how to deal with others, if not for these early, mostly harmless situations and our opportunity to teach them the right response. The most amazing thing, is how grown up our son is getting. Rather than getting anxious, he wanted to talk more about it. Our four year old daughter lasted about a minute. Her time will come.

So we used this opportunity, when this neighborhood kid came up in conversation, to emphasize a few ways to respond and the possible outcomes of those responses. We used it as a chance to discuss with him the attributes of people who are charismatic and well-liked by most. We also included a discussion about another kid on the block to illustrate our point. My son is a great kid and well liked but like most of us, he has a few areas he needs to work on. Mostly, areas needed for improvement in our kids they pick up and come from their parents so like I often say, much of this is self-medication. As sales people, all of us are liked by many, but there are those rare breeds who are off the charts; magnets; incredibly loved by almost everyone. They are charismatic and they are strong in each of these traits. Their customers buy from them because they love them and in today's world they combine the relationships aspect with the "Challenger Sale" (a great book and read). Not only are they extremely successful in their personal lives, but they are extremely successful in business. We all have our strengths. You each possess many of these traits, and at some point each of us exhibits all these traits, but some traits we only exhibit for a fleeting moment. During those moments we have our best hours or our best days. We are on a roll; nothing seems to go wrong. Each of us has a few areas that we can improve.

The 25 Attributes of Happy and Successful People

1. They like people. see the good in people and not the bad. They treat people well because again, they like people. They believe they are connected to all people. People sense and know they are happy and that they like people; which is magnetic to other people.
"That which is hateful to you, do not do to your fellow."
2. They forgive people. They give people another chance. They don't let people's shortcomings and failures deter their love for people. They don't hold grudges. They don't hate anyone; even people who aren't good to them.
3. They try to "be" these traits. They are self-aware. They know when they are off track because these traits are part of who they are. The traits are in their DNA as they are a part of all of us and part of our DNA.
4. They are sympathetic and compassionate. They feel pain when others feel pain. They care. They want to help.
5. They go out of their way to help others. They are the doers. They are very kind to others. These people take it to the next level. They aren't the ones who join a charitable organization, they create the charitable organization. They aren't the ones who see an accident and just dial 911. They are the ones who turn their cars around and go back to the accident. They don't just stand around, but they are the ones who start mouth to mouth resuscitation when someone isn't breathing. They go out and do charity work; visit sick children, etc. They are the ones who bring over food to someone's home when someone is sick.

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6. They are slow to anger. They have patience. Anger really isn't something they show very often. They are human, and they get angry once in a while, but rarely. They take a deep breath before they allow themselves to get angry. Anger is bad for your health. Not a good attribute. It's ok to get angry once in a while about something important, but it's important to be slow to anger, which is patience. People who are well loved by almost everyone are patient. Slow to anger. They contemplate things before they respond.
7. They are Good and giving People. After you meet them, you turn to your friend and say, "What a Good guy/gal". They exude Goodness and they are giving people. They give of themselves to friends and strangers both mentally and physically. One of my best friends and one of the best men in my wedding is half Italian and half Cuban; like 1/3 of the city of Tampa where I grew up. What I learned from him and his family, very early in life, was to be giving and generous, even to strangers. He is one of the most charismatic loved guys I know.
8. They are true to themselves. They do the right thing and they do the right things always with love of their fellow man/woman.
9. They have a strong foundation. Some would say they are well grounded. Their roots are deep. They never forget where they came from no matter how successful they become. In other words, they don't let success go to their heads. They know that they got help along the way; and from their family and friends. They are the same Good people as the day you met them.
10. They don't look at the negative in people. They only see the positive and they focus on that positive.
11. They remember their shortcomings and they remember that we are all just human; with frailties, faults and weaknesses.
12. They recognize we all have a tendency to get off track; to do the wrong thing; but they believe others can change and thus again, they focus on the positive and anticipate and believe that eventually people will be better. They expect the best out of others. They believe in others and their ability to change and to be better human beings. While some believe the world is spiraling out of control; downward; they see progress.
13. They aren't complete bleeding hearts. They believe in justice and punishment when people fail, but again, they'll give second chances.

Here are a few derivatives of the above 13:

14. They are genuinely interested in others. They find a way to listen to every word; without begin distracted by other people or other things. They hang on every word, even with THE most boring people. They find a way to learn something from everyone they meet.
15. They listen when people speak. (huge in sales and we are all in sales in one way or another)
16. They are extremely positive. "As a man thinketh so shall he be". Also a great book of that title. They see the glass half full. You never hear anything negative coming out of their mouth. They might complain to their spouses. They may have a moment of weakness once in a blue moon, but it would be a rare day to see them negative for very long. They find the silver lining in every situation.
17. They don't say anything bad about anyone. They do not gossip. They do not make fun of people and they realize that when people talk badly about others, the people they are speaking to wonder to themselves, "I wonder what they say about me behind my back." Bad karma all the way around.
18. They don't argue with people. They figure we were all created equal and they may not share the beliefs of others but they don't necessarily think that other opinions are absolutely wrong. They search for common ground. They enjoy hearing the opinions of others and allowing themselves to truly contemplate where this person is coming from and the other people may know they don't disagree but they can truly sense that they have an open mind. There are those who like to argue. Don't be one of them and if you are one of them, become a lawyer, then leave the arguing behind in the courtroom.
19. They remember things that others say to them and ask them about those things later down the line. This goes back to #2; being truly interested in people and #3, they really listen to what people are saying.

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20. They don't pout, and they don't whine. I wish this only applied to children. Sometimes I ask our son and his sister, "Are you sure you aren't part of the Whiner family and I was sure to show them the old SNL skit, "The Whiners". <http://youtu.be/NiquICTxSlc>
21. They don't worry about what others think about them, they do what is right; almost always. My other best friend, and other best man in my wedding, used to say and still does say, "DTRT". That was our code: DTRT "Do the Right Thing" Call when you are running late. Respond early to Evites. If you're not sure, say maybe. Don't make people wait; don't be late. Show up at a funeral for a friend's lost loved one. You know what the right thing is to do. "Just do it". My friend and I used to laugh about how many people don't DTRT. Sometimes it's amazing. Did I mention: "That which is hateful to you, do not do to your fellow"; simple stuff.
22. They are confident but not arrogant. They are very kind and giving, but not a push over. They don't allow others to take advantage of them, they are strong like a lion, but they help others who are less fortunate.
23. They aren't jealous of others. They admire others for their non-materialistic accomplishments. They strive to better themselves and to better their lives but they are happy with their lives, in the now, in the present and aren't impressed with others. They don't idolize actors or athletes nor anyone else for that matter.
24. They want good things to happen to others and are excited when those things happen to others and maybe not to them.
25. They believe in Karma, Law of Attraction, Beshert, Synchronicity, Cause and Effect, What goes around comes around.

Here is the situation that we used to demonstrate many of these attributes to our son and how to handle this one kid:

The charismatic, well liked boy in our neighborhood is named Ian. When our son went through his treatments and wasn't feeling too well, while another kid could care less, this boy went out of his way to include our son in neighborhood fun and to always make him feel welcomed; while the other boy did the opposite.

When the kids in the neighborhood began learning how to skate board, Ian actually gave my son a skate board to learn on; while the other boy often told our son he couldn't use his toys or he couldn't join in games, etc. Overall, my son was included but it was always this one kid who tried to push him around mentally. By the same token, that same kid would show up at our door to see if our son wanted to play. Funny how that works isn't it and if our son wanted to play, we didn't stop him. He is learning his way nicely but we try to have discussions and open communication.

One day, Ian announced to the neighborhood gang, "Let's race" to which the tough guy replied, "I don't want to race". Ian ignored him, but not in an embarrassing way. He didn't argue with him or even respond. He just ignored him and had the rest of the gang ready to go down the street and race. BUT, before he allowed everyone to head out he told the other kids to wait for our son, who was coming down the street towards them. They all adhered to the request and even the kid who didn't want to race, joined in the race.

In a very short life span and in one simple example, Ian showed leadership, charisma and wrapped up many of these attributes. Rarely does Ian have anything negative to say or anything bad to say about anyone. Oh sure, most 10 year olds slip up once in a while; just like us adults; but it's a rare occurrence for Ian. Ian doesn't seem to be jealous of anyone nor does he seem to care what anyone else has. He loves his family, he loves life, and he loves his friends. My guess is that Ian is going to be a very, very successful man in a very short period of time.

My wife and I were trying to think of other people who are charismatic as an example; people they would easily recognize these traits in and would help them understand the term charismatic. We know a charismatic couple with whom we are friends. They are both extremely well liked by all and they both possess these attributes. It

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just so happens that the husband's name is Ian too and I just happened to run into the guy at Target the night before. He seems to be loved by everyone he meets. He is also very successful both personally and professionally. So I guess if you want your son to be happy, successful in all facets of his life, name him Ian or maybe your daughter Ianna. I've never heard the adult Ian utter one negative comment about anything or about anyone either. Sure, he's mentioned frustration on some building projects he was working on but nothing too dramatic. He never argues and takes it all in when he talks to people; remembering little details about conversations he's had with people that matter to them; that many of us would never pick up on.

There are two other people that popped into my head who possess this powerful charisma and these 25 attributes and they are my father Gerald Gould and my son's doctor, Dr. Jerry Finklestein. I guess naming your kids Gerry or Jerry also has the same sort of impact as naming them Ian.

Of course, as usual, I didn't invent this stuff. You have all heard it before. It is all very familiar to you.

We can all demonstrate all these attributes. If you want to listen to an example of a group of boys demonstrating this sort of Perfection, go onto YouTube and listen to Dr. Wayne Dywer. Type into Google, "Dr. Wayne Dyer Shya Story". <http://youtu.be/ai0oXFKI-fM> Sometimes we must give something away for the greater good. "That which is hateful to you, do not do to your fellow. The rest is commentary."