



Regent Accelerated Management Program (RAMP)

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LEARNING FROM ADVERSITY AND DEFEAT



If there is one thing in the world people do not like, it is to undergo adversity and defeat. Yet it was intended that we should all undergo adversity, defeat, failure and opposition and from those we grow strength and benefit, even if we might prefer the easier route. Taking the line of least resistance is what makes all rivers and some men crooked. We all like to have things come easy.

The mind, like any part of the body, atrophies and withers away through disuse. When you meet with problems, circumstances or instances that force you to think, that is probably the finest thing that can happen, because without a motive you are not going to do much thinking. There are 40 major reasons or causes of failure. More than twice as many as there are principles of success, for there are 17 of those.

Self-examination is one of the most profitable things you can indulge in, and it is necessary to know our own weaknesses. In putting out a philosophy for success, it is necessary to tell you the things you should do in order to succeed, and also the things you should not do. Grade yourself as we go along.

1. First of all is the habit of drifting with circumstances without definite aims or plans. If you don't follow that habit, if you make decisions quickly, lay out plans and

follow those, and you know where you are going, then you are 100% on that one. You really have to be organised.

1. Unfavourable physical heredity foundation at birth. That can be a cause of failure as well as a cause of success. Some of the most successful people were handicapped at birth.
2. Meddlesome curiosity in connection with other people's business and affairs. Curiosity is a wonderful thing; without it we would never learn anything. But meddlesome curiosity in things that don't concern you is not good.
3. Lack of a definite major purpose as a lifetime goal.
4. Inadequate schooling. There is little relationship between schooling and success; some of the most successful people have the least amount of formal schooling. A lot of people go through life as failures and blame it on their schooling. If you come out of college with a feeling that you should be paid for what you know rather than what you do, then it has not done you much good.

6. Lack of self-discipline, generally manifesting itself in excesses in eating, drinking, and indifference to opportunities for self-advancement and improvement.
7. Lack of ambition to aim above mediocrity. Just how much ambition do you have? What are you going to settle for? Aim high, because it is not going to cost you anything and you will get farther than if you don't aim at all. Be ambitious, be determined to become in the future what you have failed to become in the past.
8. Ill health, often due to wrong thinking and improper diet. There are a lot of excuses on account of ill health, and on account of imaginary ailments.
9. Unfavourable environmental influences during childhood. Sometimes the influences on a person during childhood are of such a negative nature that they go all the way through life with those negative influences.
10. Lack of persistence in following through with one's duty. Lack of motive is the main reason people don't follow through on things, because they don't really want to do it. You must get into the habit of

following through, and not permit yourself to be side-tracked. You are going to encounter tough times, whatever you are doing. That's where you need to follow through.

11. The habit of a negative mental attitude, and of keeping your mind negative all the time. If you are preponderantly negative – seeing the hole in the donut rather than the donut – you repel people. A positive mind attracts people who harmonise with your character. Birds of a feather flock together. You have control over your own mind, so consider what extent you exercise that prerogative. You have to work at it to keep your mind positive, because there are many negative influences around you. You can't afford to do anything that you expect to benefit you when you are in a negative frame of mind.

To grade yourself on this, observe how you feel when you wake up in the morning and start to get up. If you are not in a good frame of mind then, it is because of a lot of negative thought patterns. That is when you are coming out of the presence of your subconscious mind. If you wake up full of joy, the chances are you have been pretty positive for days before.



12. Lack of control over the emotions, both negative and positive. It is just as important to control your positive emotions as your negative ones.
13. The desire for something for nothing, or for less than its value.
14. Lack of the habit of reaching decisions promptly and firmly. You should never make a decision and say you are going to stand by it forever, because something may develop to prompt you to reverse that. Some people are stubborn and would rather die than reverse their decisions.
15. One or more of the seven basic fears. If unpleasant circumstances cross your path, you will find out if you are stronger than those or not. As long as you can conquer them and go on, you don't need to worry about circumstances. Worry if people say mean things about you and you find they are telling the truth.



16. The wrong selection of a mate in marriage. If you have made a mistake on that one, look around and see if you can't do something about correcting that. There is no household, or business, that can succeed if the people at the top are not working in harmony. Harmony starts with loyalty and dependability, and then ability – that is how to evaluate people.
17. Over-caution in business and professional relationships.
18. Lack of all forms of caution in all forms of relationships. No diplomacy or consideration of the impact of their words on others. People with sharp tongues. Or people that do not read any contract put in front of them and sign it whatever. You can be overcautious and lack in caution – the lesson on accurate thinking is where you learn to get the balance right. It is difficult to grade yourself on the level of caution you have.

You get no joy out of living if you trust no one for anything.

19. Wrong choice of associates in one's occupation or calling. People can get into trouble for associating with the wrong type of people.
20. Wrong selection of a vocation or total neglect to make a choice of vocation. About 98% of people would grade zero on that one. Those with a definite purpose would grade 100%; there is no in between. You either have the right vocation and a definite purpose or you do not.
21. Lack of concentration of effort. This is where people divide their interests across a lot of different things. Life is too short to ensure your success unless you concentrate all your effort on one thing at a time and do a good job.

22. Lack of budget control over uncommon expenditures – having a systematic way of taking care of your income and your expenditures. The average person manages a budget by the amount of credit he can get from other people. Until that shuts down, he runs wild with spending. A good business would go bankrupt without adequate control over its spending and income. Every business needs someone who controls spending and the assets of the company.

23. A failure to budget and use time to best advantage. Time is the most precious thing you have; you have 24 hours, you should have eight hours of sleep and then you have eight hours to make a living and eight hours of free time to do anything you want. You can sin, you can spend, you can establish good habits or bad habits, you can re-educate yourself and your mind, but how well you are budgeting the use of your time is what matters. Do you have a system for making all your time count.

24. Lack of controlled enthusiasm. Enthusiasm is one of the most valuable emotions, provided you can turn it on and off. If you can turn it on when you want and off when you want, you can grade yourself 100%. You have willpower to control your enthusiasm – the power of will is for discipline over your mind. It is hard to know which is worst, lack of enthusiasm like a cold fish, or so much enthusiasm that you are running wild.

25. Intolerance – A closed mind based on ignorance or prejudice in connection with religious, racial, political and economic ideas. It would be marvellous to have an open mind on all subjects to all people at all times, though that might make you a saint. There are people in this world who, when they meet others, immediately look for the things they don't like. Others, when they meet a person, immediately begin to look for what they like and also to compliment them on their good qualities. The latter are much happier and much more



successful. Nobody will not respond in kind if you compliment them.

26. Failure to cooperate with others in the spirit of harmony. There are circumstances where a failure to cooperate might be justified, when people want you to do things that you cannot do.

27. Possession of power or wealth not based on merit or earned.

28. Lack of the spirit of loyalty to those to whom it is due. If you have loyalty in your heart to those it is due, you can grade 100%. You should have all of these causes of failure at least 50% under control.

29. The habit of forming opinions not based upon known facts. Stop having opinions unless you base them on facts or what you believe to be facts.

30. Egotism and vanity not under control. Egotism is a wonderful thing and vanity is a wonderful thing. If you didn't have a little you wouldn't wash and dress yourself well. You have to have a little pride but you can have too much. Some people need to build their ego, to have fight, initiative and imagination. But the ego must be under control. No successful person lacks confidence in their ability to do whatever they want to do.

31. Lack of vision and imagination. A great capacity for vision and imagination may be inherited or it may be acquired, and it must be directed in the right direction.
 32. Unwillingness to go the extra mile. If you have the habit of going the extra mile and have learned to get joy from doing it, the chances are you are going to put a lot of people under willing obligation to you. If you have enough people obligated to you there is no reason not to make legitimate use of those people to help you succeed in life. To get anyone to do anything for you, you must first do something for him. This principle is the most important one: you can do it by yourself and the moment you start doing it you profit.
 33. Desire for revenge, for real or imaginary grievances. When you have a desire for revenge, for any reason, it hurts only you because it makes you negative.
 34. The habit of producing alibis instead of satisfactory results. If you begin to look for an excuse when you make a mistake, or you neglect to do what you should have done, that is a bad habit. Most people look for an excuse to justify themselves quickly. If you are not an average person, you will not look for alibis but will face the music and acknowledge your mistakes, because self-confession is a marvellous thing. When you confess your failures honestly, that is of great use to you.
 35. Lack of dependability. Are your words, your performance, your relationships dependable? It is a wonderful thing to have dependability among your friends, loved ones and colleagues.
 36. Unwillingness to assume responsibilities commensurate with one's desire for compensation. In other words, unwilling to work hard enough to get the things you want from life.
 37. The failure to obey the conscience when it seems advantageous not to. There are times when you ask your conscience to look away; you must convert your conscience into a conspirator. The conscience is there so that you always know what is right and wrong without having to ask anyone. If you let it be your guide, you are using it properly.
 38. The habit of unnecessary worry over things one cannot control. If you cannot control the thing you are worrying about, what can you do? You can adjust your mindset to have a positive mental attitude and not let it get you down, or you can transmute that worry into something elsewhere that you can control.
 39. Neglect to recognise the difference between failure and temporary defeat. Failure is only failure when you accept it as such, no matter what the conditions are. Only you can determine whether something is a failure.
 40. Lack of flexibility in adjusting to the varying circumstances of life. It is necessary at times to go along with people you don't like, until they drop out of your life. If you make an incident out of everything you don't like, you will be in difficulty. If you let things pass by, time will be a great healer. A lot of things can be cured only with time.
- This is a good catalogue of the things that cause people to fail. All of these are things that you can do something about. You can eliminate every one of these causes of failure, almost instantaneously. You can determine to adopt a more agreeable set of circumstances.
- It is difficult to find the seed of an equivalent benefit in an unpleasant circumstance while the wound is still open and hurting. But look back over time, and you will always find that seed and see that you will have learned something from it of benefit.