

Og Mandino's Ten Vows of Success

(a synopsis of Og Mandino's The Greatest Salesman in the World, Part Two with comments by Steven A. Hitz)

VOW 1: NEVER AGAIN WILL I PITY OR BELITTLE MYSELF

“Success, when it comes overnight, often departs with the dawn. I am prepared, now, for a lifetime of happiness because I have finally recognized a powerful secret hidden in the years that treated me so harshly. Failure is, in a sense, the highway to success, inasmuch as every discovery we make of what is false leads us to seek earnestly after what is true and every fresh experience points out some form of error which we shall afterward carefully avoid. The path I walked, often dampened by my tears, has not been a wasted journey.

“Never again will I pity or belittle myself.”

VOW #2: NEVER AGAIN WILL I GREET THE DAWN WITHOUT A MAP

“To drift from day to day is easy. No skill is required, nor effort nor pain. On the other hand to set goals for a day or a week or a month, and to attain those objectives, is never easy. Tomorrow I will begin, I told myself day after day. I didn't know, then, that tomorrow is only found in the calendars of fools. Blind to my foolish faults, I was wasting my life in deliberation for I know not what and I would have procrastinated until it was too late had it not been for these scrolls. There is an immeasurable distance between late and too late.

“Never again will I greet the dawn without a map.”

VOW #3: ALWAYS WILL I BATHE MY DAYS IN THE GOLDEN GLOW OF ENTHUSIASM

“What a great exhilaration I feel, knowing that I possess this great power to alter my days and my entire life with my attitude. How sorry I feel for those legions who have no knowledge that they can use this great force, a force already within them, to guide their future.

“I will turn back the calendar and adopt the irresistible charm of youth with its enthusiasm bubbling like a spring of mountain water. Youth sees no darkness ahead, no trap that has no escape. It forgets that there is such a thing as failure in the world and believes that mankind has been waiting, all these centuries, for him or her to come and be the liberator of truth and energy and beauty.

“Today I raise my candle on high and smile at everyone.

“Always will I bathe my days in the golden glow of enthusiasm.”

VOW #4: NEVER AGAIN WILL I BE DISAGREEABLE TO A LIVING SOUL

“Never again will I be disagreeable to a living soul.

“My days of whining and complaining about others have come to an end. Nothing is easier than faultfinding. No talent, no self-denial, no brains, no character are required to set up in the business of grumbling... each night when I retire, I pray that I have made at least one human being a little happier or a little wiser or at least a little more content with himself or herself.”

OG MANDINO'S TEN VOWS OF SUCCESS (SYNOPSIS)

VOW #5: ALWAYS WILL I SEEK THE SEED OF TRIUMPH IN EVERY ADVERSITY

From Og Mandino and *The Greatest Salesman in the World, Part Two*:

"Now I can see that adversity has many benefits, little recognized. It is the only scale on which I can weigh those who profess to be my friends and learn the truth. It is also the state in which I most easily become acquainted with my inner self and it has the wondrous ability of drawing out talents in me which in prosperous circumstances would have likely remained dormant."

"Always will I seek the seed of triumph in every adversity."

VOW #6: NEVER AGAIN WILL I PERFORM ANY TASK AT LESS THAN MY BEST.

"I have cheated myself for too long. I have given lip service to those who have employed me and begrudged every hour of what I considered was boring toil. Work, to me, was the sorry price I had to pay to exist because the gods had not seen fit at my birth, to place gold in my hands and a crown on my head. What a fool I have been.

"Now I know that the fruit derived from labor is the sweetest of all pleasures and while genius may commence great works, only labor will complete them. My eyes have finally been opened through these scrolls.

"How much easier my work would be if I put forth as much effort trying to improve the quality of it as I have spent in trying to find excuses for not properly attending it.

"...A sufficient reward for a thing well done is to have done it.

"What is the best thing for a river? It is to keep moving. If it stops, it stagnates. The best thing for me is that which keeps my currents flowing.

"What we do in our work is Establish Trust and it only works if we have consistency, honesty and integrity. Working hard is part of it. Working smart is part of it. Ultimately, we don't do anything unless it is our BEST.

"Never Again will I Perform any Task at Less than my Best!"

VOW #7: ALWAYS WILL I THROW MY WHOLE SELF INTO THE TASK AT HAND.

"It is those who concentrate on but one thing at a time who advance in this world. The great man or woman is the one who never steps outside his or her specialty or foolishly dissipates his or her individuality. Now I know the great secret that was always before my eyes and yet I was too blind to see.

"...The master of a single trade can support a family. The master of seven trades cannot support himself. The wind is never for the sailor who knows not to what port he is bound. Now I know where I want to go and I know how to reach my destination."

"Always will I throw my Whole Self into the Task at Hand."

VOW #8:

NEVER AGAIN WILL I WAIT AND HOPE FOR OPPORTUNITY TO EMBRACE ME

I had a friend who asked me about investing in rental properties as I had done so successfully a few times. I lined him up with some of my mentors in this realm---who I utilized with earnestness. It was a time when the markets were at their lowest, and to obtain the best value for the money, you had to ACT. After dealing with this friend for a few weeks, my mentor friend called me and said “I have directed your friend to several properties, but by the time he analyses the property, hems and hah’s about it, and comes back with an yea or nay, the property is long gone.”

This friend could not make a decision. He was too filled with fear to make a move. He was paralyzed by the possibility of failure rather than being buoyed by the possibility of success.

From Og Mandino:

“Opportunities, many times, are so small that we glimpse them not and yet they are often the seeds of great enterprises. Opportunities are also everywhere and so I must always let my hook be hanging. When I least expect it, a great fish will swim by.”

“Acting upon personal inspiration quickly is also a key to incorporating this vow. He who hesitates is lost.”

“Never again will I wait and hope for opportunity to embrace me.”

VOW #9:

ALWAYS WILL I EXAMINE, EACH NIGHT, MY DEEDS OF THE FADING DAY

The process of change requires evaluating our current situation. How can we achieve higher ground without evaluating the path before us and reviewing the past actions of our day. Who among us does not fall short of our expectations and desires to improve?

From Og Mandino:

“Let me review my actions, let me observe myself as my greatest enemy might do and I will become my own best friend. I will begin, right now, to become what I will be hereafter. Darkness may fall but sleep will not cloud my eyes until I have reviewed, in full, the events of my day.

“Did I survive the day without pitying myself?

“Did I greet the dawn with a map and a goal?

“Was I pleasant and agreeable to all I met?

“Did I attempt to go the extra mile?

“Did I remain alert for opportunities?

“Did I search for the good in every problem?

“Did I smile in the faces of anger and hatred?

“Did I concentrate my strength and purpose?

“Always will I examine, each night, my deeds of the fading day.”

OG MANDINO'S TEN VOWS OF SUCCESS (SYNOPSIS)

VOW #10 :

ALWAYS WILL I MAINTAIN CONTACT, THROUGH PRAYER, WITH MY CREATOR.

"I promise...I swear...I vow...to never forget that the greatest talent God has bestowed on me is the power to pray. Through triumph and despair, love and heartbreak, ecstasy and pain, applause and rejection, success and failure, I can always light up the lamp of faith in my heart with a prayer and it will lead me safely through the mists of doubt, the black darkness of futility, the narrow, thorny ways of sickness and sorrow, and over the treacherous places of temptation.

"Now I know that God will hear only what my heart speaks....In the morning, prayer is the key that will open to me the treasures of God's blessings and in the evening it is the key that places me under his protection. So long as it is possible to pray, there is always hope and courage. Without prayer I can do little; with it all things are possible. Let this tenth and final vow forever guide me in the conduct of my life"

"ALWAYS WILL I MAINTAIN CONTACT, THROUGH PRAYER, WITH MY CREATOR"