

## What do Steve Jobs, Larry Ellison, Bill Gates and George Foreman All Have In Common?

Color Commentary for Friday, September 1, 2006  
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BOULDER, CO, September 1, 2006 -- ThinkTQ.com, the world's leading publisher of virtual training products for personal and professional excellence, announces the results of its 2006 Success Dynamics study, depicting the relationship between career potential and career power. If you are looking for a scientifically-precise correlation between TQ and success, this study is it!

### ► How to Turn Career Potential into Career Power...

So, what do Steve Jobs, Larry Ellison, Bill Gates and George Foreman all have in common?

None of the four, even though they are among the wealthiest people in the world, graduated from college? That's correct, but not quite it.

All four are ferocious fighters... each having fought his way to the top in a hotly-competitive, results-driven global economy? Closer.

Each is a self-employed CEO of their own career? Absolutely.

Each found a way to turn their career *potential* into career *power*. Bingo!

**They are successful because they exhibit high TQ performance.**

Put simply, each developed the positive performance characteristics to out-work... out-smart... out-hustle... out-produce... and out-compete others in their field. Thus, they rose to the top of their respective industries.

Each year around Labor Day we take a fresh look at the relationship between career/business success and overall personal performance. At ThinkTQ.com we developed a "Gold Standard" for personal and professional excellence. It's called TQ, and measures your Time Quotient—your ability to produce Results over Time.

Unlike your IQ or EQ, TQ reflects how smart you take action... not how smart you think or how smart you feel. Take positive actions more consistently, and you produce greater results.

By comparing the actions you take to the TQ Gold Standard, you can instantly see where your performance is strong and vibrant and where it is limiting your true potential.

With tens of millions of data points at ThinkTQ.com, we can see the cause and effect relationships between taking these positive actions and your overall success. (With over 25 million data points in the TQ Testing database, we are able to establish a statistically accurate correlation between income, occupation and the personal attributes that drive career success. We use what is called the [Pearson product-moment correlation coefficient](#) that gives us less than a 1/2 percent margin of error!

### **So, what *causes* career advancement and personal success?**

Actually, it comes down to just 10 words that separate the winners from those who only wish and hope for a career that is both emotionally and financially rewarding.

Following you will find the 10 personal characteristics of powerful performance, along with a brief commentary. Once again, this year's results show an almost perfect (1.0) correlation between people that exhibit these 10 key attributes and their income level (\$100,000 plus), occupation status (C-level executives, business owners, upper management) and net worth (\$1 million and above.)

### **Just 10 Words Separate The Winners From Those Who Struggle...**

1. **ENERGETIC:** If you want to get ahead, maintain a high commitment to health and fitness. There is a direct connection between sweat and success! Fact: Mental and physical stamina translates directly into earning power.

Correlation to earnings and position: +.92

2. **PASSIONATE:** People with a strong sense of mission and purpose have a strong sense of direction. Perhaps more than any other factor of performance, your passion for your work is a highly visible indicator of long-term success.

Correlation to earnings and position: +.99

3. **OPTIMISTIC:** When was the last time you saw a person with a negative, self-defeating attitude get ahead? To compete successfully in this perform-or-perish global economy requires a positive and enthusiastic attitude. After all, have you ever seen a monument dedicated to a pessimist?!

Correlation to high earnings, advancement and financial security: +.97

4. **SELF-DIRECTED:** The ability to connect the dots from your organization's mission to crystal-clear goals is the hallmark of vision-inspired leadership. People with a poor ability to transform their mission into clear targets spend a great deal of time running in circles, rather than in direct pursuit of the goal.

Correlation to high earnings and career advancement: +.99

5. **WELL-PLANNED:** The ability to make plans to support your goals and objectives is critical the higher up you rise. People with the inability to plan ahead quickly find themselves left behind.

Correlation to earnings and position: +.83

6. **FOCUSED:** How often do you confuse the urgent with the important? The ability to quickly prioritize projects, tasks and "To Do's" is a major driver of success, and is a highly visible indicator of your career power. People with a strong ability to focus on getting the right things done -- right now -- are 8 times more likely to rise to the top of their respective professions than people who are consumed by distractions and urgencies.

Correlation to earnings and position: +.97

7. **SUPPORTIVE:** The ability to build strong teams and develop powerful interpersonal synergy is a major driver of personal and professional success. If you have strong communication skills, with the ability to share your goals and visions, you are 14 times more likely to work at the top than people without those attributes.

Correlation to earnings and position: +1.00

8. **SYSTEMATIC:** It isn't how hard you work, it's how smart you produce results that matters. If you frequently confuse effort with results, your career horizons are limited. Find a way to systematically get more done each day, and if nothing else, you'll drive your co-workers crazy!

Correlation to earnings and position: +.92

9. **TIMELY:** If you do not have outstanding time management skills, you may want to immediately focus on improving this area of your performance. In an instant-everything internet-driven economy, it is no longer a survival of the *fittest* model... but a survival of the *fastest* new world order. A little too little, a little too late might have gotten you by 10 years ago, but is now seen as a fatal flaw.

Correlation to earnings and position: +.93

10. **PROACTIVE:** If you are frequently seen as someone who is perpetually "getting ready to get ready", you will not experience the career growth you desire. The key to growth in this action-oriented, hotly-competitive global economy is, in a word, Action! You can quickly rise to the top if you learn to quickly take action, especially in the face of the three great killers of motivation: Fear, Uncertainty and Doubt.

Correlation to earnings and position: +1.0

Yes, to successfully compete in today's results-driven global economy, you need to be seen as Energetic... Passionate... Optimistic... Self-directed... Well-planned... Focused... Supportive... Systematic... Timely and Proactive.

If your performance -- day in, day out -- could be described with these 10 words, you would not only be the highly successful CEO of your own career... but have the career of your dreams... and the lifestyle that goes with it.

After all, just how successful can you be -- either personally or professionally -- if the 10 corresponding negatives frequently show up in your performance? How successful will you be if you are seen as: Drained, Aimless, Pessimistic, Vague, Unfocused, Critical, Haphazard, Late and a Procrastinator?

### Summary...

The line is clearly drawn between people who have the ability to turn their career potential into career power... and those who look outwards for job security, income growth and a golden parachute.

No longer is the question, "What Color is Your Parachute?" Today the question is, "What Color is Your Performance?"

If you are looking for a golden parachute, your performance better be solid gold!

E. R. Haas, Chairman & Kent Madson, Vice Chairman