

Ready For Success?

A Training Dialog

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In order to know yourself,
You must affirm yourself.
- Albert Camus

- You may think that I'm kidding. But I'm not. Imagine your plane starts at 7 a.m. Would you still be in bed at 6?
- I don't think so.
- And yet when I check people if they're ready for success, they're even still in bed at 7. And then they're very surprised to miss their plane. Now I ask you: why are they surprised? Would you be surprised?
- I don't think so...
- Certainly you would not. You would get up at 3:30 a.m., wouldn't you? And then you would take shower until 4, have breakfast until 4:30, get to the airport at 5 - and quietly wait for boarding your plane. And then you would take off at 7. No?
- I wish I did.
- Let's go through a little check-list so that you can check-in your success plane. First question: Are you prepared for success?
- Yes. I'm prepared. No, actually, I want success, it's true, but secretly I think I won't have success...
- Because...?
- I'm too small. And I never really had great successes. Yes, I always feel guilty when I win, silently thinking that I've not merited it. And I fear to be envied by others too much so that I may get problems. If I really look at it, I see that I do not believe I've the potential to really be successful one day.

- Okay. As long as you are not prepared because there is *because*, you are not prepared.
- What can I do?
- Put away the *because* and *get* prepared.
- How do I get prepared?
- Look! Are you really too small, and too small for what?
- Well, I'm one meter eighty.
- You may be too small for becoming a basketball champion, but not even. Because you can jump high. Do you want to become a basketball champion?
- No.
- What do you want to become?
- A famous artist, businessman and popular person.
- Do you need to be tall to be that?
- Actually, no! I don't know. In a way I thought...
- Yes. You thought successful people needed to be tall. Point.
- That's what I felt. But I see now that's ridiculous to think that. When you look at it...
- Right. You say it.
- But I never really had great successes...
- All successful people didn't, until the day they were successful. No?

- Well, that sounds funny. Seems to be true.
- And what about your guilt feelings?
- That's really negative, I know.
- Did you ever get a gift?
- Yes. Of course. Why?
- Because success is a gift. But if you want to take it, you must open your hands.
- Why do I think I've not merited it?
- Because you associate merit with punishment and reward. What about thinking in terms of gratification?
- What do you mean? That I must be more grateful?
- Yes. You must accept the grace of receiving. There's no merit in receiving. Does a child need to merit his or her Christmas gifts?
- Well, in Germany it was like that when I was small. You had indeed to merit your Christmas gifts. They always told you. Otherwise, they said you'd get nothing. What a shame!
- Can you see how brutal they were, as you look at it today? Can you see it, really *see* their utter ignorance and brutality? If you can see it, you're free of it. And then you know that there is no merit for the virtuous. Because heaven distributes its riches with no regard to merit, but with regard to confidence, to faith and to holding one's hands open to receive.

Those who have their hands cramped together, those who hold their hands like fists and those who have put their hands downwards can't receive. So they won't get. But that's not the fault of heaven but their own fault. They live with wrong postures. And that's because they think wrong thoughts and feel wrong feelings. They won't be successful but you will if you follow this little advice.