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| KHAVAYI |
| WRITING A BOOK |
| My book |

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| VALLARY KHAVAYI  1/13/2017 |

T H E

Success

PrinciplesTM

INTRODUCTION

*If a man for whatever reason has the opportunity to lead an extraordinary life, he has no right to keep it to himself.*

JACQUES-YVES COUSTEAU

Legendary underwater explorer and filmmaker

JOHANN WOLFGANG VON GOETHE

German poet, novelist, playwright, and philosopher

This is not a book of good ideas. This is book of timeless principles used by successful men and women throughout history. I have studied these success principles for over 30 years and have applied them to my own life. T he phenomenal level of success that I now enjoy is the result of applying this principles day in and out since I began since I began to learn them in 1968.

My success includes being the author and editor of more than 200 books—including 60 *New York Times* bestsellers with over 50 million copies in print in 50 languages around the world; holding a Guinness world Record title for having seven books on the May 24, 1998, *New- York Times* bestsellers list; living in a beautiful California estate; appearing on every major talk show in America (from *Oprah* and *Montel* to *Larry King Live* and *Good Morning America*); having a weekly newspaper read by millions every week; commanding speaking fees of 25,000 to 60,000 a talk; speaking to Fortune 500 companies all over the world; having outrageous relationships with my amazing wife and wonderful children ; and having achieved a steady state of wellness, balance, happiness and inner peace.

I get to socialize with CEOs of Fortune 500 companies; movies, television, and recording stars; celebrated authors; and the world’s finest spiritual teachers ant leaders. I have given speeches to members of Congress, professional athletes, corporate managers and sales superstars in many of the best resorts and retreats centers in the world—from the Four Seasons Resorts in the British West Indies to the finest hotels in Acapulco and Cancun. I enjoy skiing in Idaho, California, and Utah; go river rafting in Colorado; and hike in the mountains of California and Washington. Plus I get to vacation in the world’s finest resorts in Hawaii, Australia, Thailand, Morocco, France, Bali, and Italy. All in all, life is a real kick.

Yet like most of you reading this book, my life started out in a very average way. I grew up in Wheeling, West Virginia, where my dad worked in a florist’s shop making 8,000 a year. My mother was an alcoholic and my father was a workaholic. I worked during summers to make ends meet (as a lifeguard at a pool and at the same florist’s shop as my father). I went to college on a scholarship and worked serving breakfast in one of the dorms to pay for books, clothes, and dates. Nobody handed me anything on a silver platter. During my last year of graduate school, I had a part-time teaching job that paid me $120 every two weeks. My rent was $79 a month, so that left $161 to cover all my other expenses. Toward the end of the month, I ate what became known as my 21ȼ dinners—a 10ȼ can tomato paste, garlic salt, and water over an 11ȼ bag of spaghetti noodles. I know what it’s like to be scraping by on the bottom rungs of the economic ladder.

After graduate school, I started my career as a high school history teacher in all—black school on the South Side of Chicago. And then I met my mentor, W. Clement Stone. Stone was a self-made multimillionaire who hired me to work at his foundation, where he trained me in the fundamental success principles that still operate from today. My job was to teach these same principles to others. Over the years, I have gone on from my time with Mr. Stone to interview hundreds of successful people –Olympic and professional athletes, celebrated entertainers, bestselling authors, business leaders, political leaders, successful entrepreneurs, and top salespeople. I have read literally thousands of books, attended hundreds of seminars, and listened to thousands of hour’s audio programs the universal principles for creating success and happiness. I then I applied those principles to my own life. The ones that worked are the principles I have taught in my speeches, seminars, and workshops to well over 2 million people in all 50 U.S. states . . . and in 36 countries around the world.

These principles and techniques have not only worked for me but they have also helped hundreds of thousands of my students achieve break through success in their careers, greater wealth in their finances, greater aliveness and joy in their relationships, and greater happiness and fulfillment in their lives. My students have started successful businesses, become self-made millionaires, achieved athletic stardom, received lucrative recording contracts, starred in movie and television roles, won political offices, had huge impact in their communities, written bestselling books, been named teacher of the year in their school districts, broken all sales records in their companies, written award-winning screenplays, become presidents of their corporations, been recognized for their outstanding philanthropic contributions, created highly successful relationships, and raised unusually happy and successful children.