

# The 10 Epro 360 Success Principles



1. **Take 100% responsibility, mainly when you fail:** As you start studying in the US, do not misinterpret people's kindness as an offer to always be there for you. When you have a goal, do everything within your power to reach it. Complaining about anything or anyone in your life will NEVER solve the problem. First, try to make yourself responsible for anything you don't like. This way, you keep the power to change it.
2. **Focus on people's good qualities:** Always remember that people act accordingly to their perceptions of others. Try to see the potential in everybody you meet, and tell everybody about the good qualities you see in them. Let the results surprise you.
3. **Surround yourself with positive people:** Always remember that students join the Epro 360 network because they have made the decision to become successful. Having the right people in your life is one necessity to become successful. The other one is getting rid of people who don't want to achieve a successful life. Remember this rule of thumb: You are the average of the five people you spend the most time with.
4. **Take more action:** Ideas and dreams are great to have, but they alone will never get you anywhere. Take action without hesitation. Do NOT wait for the approval of others to start! If you don't know where to start, how about a first step?
5. **Say yes when you feel yes and no when you don't:** Many people know what they don't want, yet they have problems to say no. You always have the right to say no just as much as you have the right to say yes. Learn to listen to your gut instincts. When you face a big decision, don't compromise. Remember: If it's not a YES, it's a NO.
6. **Be positive:** Keep always in mind that whether you say "I can" or "I cannot," you are usually right. In other words, if you think something is not achievable, you may not put much effort and resources to accomplish that goal; therefore, that idea, dream, or goal will eventually become unachievable.
7. **Always ask for what you want:** Keep in mind that you cannot lose when you ask for something you don't have. However, when you don't ask, you can never win.
8. **Be grateful for what you have:** This is a fundamental attitude of successful people. You have to be aware of all the great things you already have. Even the little ones. When you go from there, your actions will be driven by gratitude, not by fear. This will enable you to go far.
9. **Give:** Ask every successful person and you will hear the same thing: "You have to give first in order to receive." It doesn't work the other way around.
10. **Take the right advice:** When receiving advice from somebody, ask yourself: "Do I want that person's life?" If the answer is NO, say thank you, but don't take it. Look for people who are already living your dream. Ask them and take their advice very seriously.
11. **Always underpromise and overdeliver!**