

Take the Stairs: 7 Steps to Achieving True Success

by Rory Vaden

Book Review by Gary Tomlinson

“The last time you came up to a set of stairs and an escalator, did you *take the stairs*? If you’re like 95% of the world, then you probably didn’t. Most people don’t; most of the time we look for shortcuts. We all want to be successful and we all want to have a happy life, but we constantly look for the easy way. We look for the ‘escalator’ in hopes that life will be easier. Unfortunately, in our search for making things easier, we are actually making them worse.”

“We live in a ‘get rich quick’ society where we can ‘lose weight fast’ or cure our ailments by ‘asking our doctor about the next magic pill.’ But there is a huge invisible cost to living in our shortcut society. We want everything now and we want it without earning it. The challenges we face today are not a matter of skill, but a matter of will. Our problem isn’t time management; it’s self-management. And we’re not losing to poor circumstances as much as we’re losing to a lack of self-discipline.”

“Success isn’t easy. Success isn’t overnight. Success isn’t ordinary. And so becoming successful requires us to do things that aren’t easy and things that people don’t ordinarily do. Success means we have to develop the self-discipline to get ourselves to do things we don’t want to do. In other words, success is not about taking the escalator – it’s about taking the stairs.”

“*Take the Stairs* is about self-discipline – the ability to take action regardless of your emotional state, financial state or physical state. This book isn’t about doing things the hardest way possible, but it is about doing the hardest things as soon as possible so that you can get whatever you want in life – as soon as possible.”

Gary Tomlinson (reviewer) recently had the opportunity to interview the author, Mr. Rory Vaden.

Reviewer: Was there a tipping point for you to write this book?

Rory Vaden: Not really. I was raised by a single mother who sold Mary Key cosmetics. I learned a lot about the principles of success as a child by watching my mother work hard, every single day. I also learned about the principles of self-discipline through martial arts as a teenager and then during my time with The Southwestern Company in college. I sold books door-to-door for 14 hours a day, six days a week. I knew at an early age that my purpose in life was to learn what made successful people successful and to share what I learned with others so they could be successful too. I found there is one thing that all successful people have in common. They have all had to do the things that they didn’t feel like doing in order to get where they wanted. I knew that my life’s work was going to revolve around self-discipline and what made successful people

successful. When I found the metaphor of taking the stairs (versus the elevator), the concept of the book started to come into focus. *Take the Stairs* was a 13 year process.

Reviewer: Your book has a great message for both students and adults. What are the key messages you'd like them to take away from your book?

Rory Vaden: I speak to a lot of business audiences. Often parents will come up to me afterwards and tell me they wish their children could have heard this message. They go on to say that their children don't have discipline or a work ethic in school and it concerns them. They want to know what they can do to change this and how they can motivate their child. I tell them that the problem is not that their children don't have discipline or good work ethics because these same kids will spend 12 hours on Saturday at the skate park. They do have discipline; they do have a work ethic. The problem is that these kids don't have a purpose. They don't see where school is connected to anything they care about for their future. The sooner they can identify and clarify their purpose the sooner they will see an increase in their performance. I find that people don't suffer from a lack of discipline as much as they struggle from a lack of vision. When you find clarity around your purpose (vision) you automatically will see an increase in your performance.

The message I want students to take away from this book is that easy short term choices often lead to difficult long term consequences. Students who make short-term sacrifices, that study in school; work hard in sports; stay focused and pay the price; they have a completely different set of opportunities available to them. Their time in high school is such a short period of time in their life that the short term sacrifices they make in terms of self-discipline and work ethic will pay huge dividends for the rest of their life.

Gary Tomlinson (Reviewer): If you could only read one book this year, this is the book to read! Taking the stairs is a mind-set; but it's not even about the stairs. It's about making more disciplined choices. As Rory Vaden states; "success is never owned, it's rented and the rent is due every day!" To learn more about Rory Vaden go to www.roryvaden.com. To order a copy of *Take the Stairs* go to www.amazon.com.

Gary Tomlinson is a business consultant and motivational speaker. As a business consultant he specializes in strategy execution management. He works with senior executives to help them clarify, deploy and achieve their organizational initiatives down to an individual level. Gary uses a unique and dynamic methodology that is part process, part software and part roadmap that enables his clients to close the gap between planning and implementation. As a motivational speaker, Gary's favorite topics are the "Art of Telling," "Making Change when Change is Hard" and "Top Ten Messages from Ten Top Books." You can engage Gary at gary@gary-tomlinson.com. To see his other book reviews, book reports and educational videos visit his website at www.gary-tomlinson.com.