



# Take the Success Quiz You Can't Fail— and Learn How to I.N.V.E.N.T.

*Let no feeling of discouragement prey upon you, and in the end you are sure to succeed.*

—ABRAHAM LINCOLN

If you ask someone the question “Do you have what it takes to succeed?” the answer will probably be a muttered, “I dunno—maybe.” Most people don’t answer with an emphatic “Yes!” I think that’s because of our own beliefs. We really think that successful people are born under some lucky star. Or that they come from wealthy families, with trust funds or probably a rich relative or two waiting in the wings, eager to give them a boost. Or maybe they have some mysterious “success gene”—and, whatever that is, we’re pretty sure that the Gene Fairy passed us by when she was giving it out.

Well, think again. Ordinary people create their own success all the time,

just the way I did, and believe me, I didn't have a trust fund, a wealthy uncle, or some success thing encoded in my DNA. I did it all myself, and so can you.

But first, I think we all need to define success for ourselves. So here's a good question to ask yourself: Who are my role models? Because even though we've been taught to think that it's all about millions of dollars and megadoses of power, that isn't always true; there are a lot of rich, powerful people out there who are just plain miserable, and part of success is living a more joyful life.

My favorite role models are women who were told they couldn't make it in a man's world but who did it anyway by following their passion. Julia Child, for instance, created a wonderful life by doing what she loved—cooking French food—and empowering others to do it, too. And I love creative men who think outside the box; for instance, I was absolutely fascinated by the segments on Mister Rogers's television show for children about how things are made. In fact, I have to admit that even now that my children have outgrown him, I still watch him from time to time!

In my years as an inventor and entrepreneur, I've watched a lot of highly successful people complete their marathon run toward success. The journey rarely is a sprint. Real success can take time but, like a slow-growing tree, it creates real, sustainable beauty. And I've learned that the people who achieve joyful, long-lasting success have a lot in common with each other.

In fact, there seem to be six basic personality traits common to most, if not all, successful people, and if you have them, they are your best allies on the road to a vital, joy-filled, and successful life. Figuring this out was really great news—and I was so excited about it that I whipped up a fun quiz so you can see if you have those traits, and find out how strong they are in you.

Even better, this is a quiz you can't fail, since it's just a learning tool to help you see where your success quotient could use a little boost. Most of us could use some help here, which is why the following chapters are de-

signed to support you in getting your success traits really pumped up. Once your success traits are in good shape, you'll be well on your way to becoming the powerhouse you deserve to be and creating the life of creativity and independence you dream of living. With these six personality success traits on your side, anyone can learn how to I.N.V.E.N.T.!

It all starts with the quiz, so grab a pencil.

These are true/false questions. Give yourself one point for every "true" answer. Please try to be as honest as you can. Remember, it doesn't really matter how you score; this book is all about helping you to improve your success quotient!

## PART A: INQUISITIVE

TRUE FALSE

- I like to try new things; I dislike feeling that I'm in a rut.
- I approach life with curiosity—I can't wait to see what will happen next.
- I usually view problems as opportunities for coming up with solutions, or for learning something new.
- I'm mostly up for a challenge because I love to figure things out.
- I often notice ordinary household products that could use some improvement and wonder how I'd go about it.
- If I don't know the answer to something, I like to go online to find out—or look it up in a book, or ask a friend or an expert. I enjoy learning stuff.

## PART B: NERVE

TRUE FALSE

- When I meet with criticism, I remind myself that I can learn something from it.
- I don't take rejection personally.
- I tend to have a fairly sturdy self-image: in general, I like myself.
- People tell me I'm pretty self-confident.
- I know I have something to offer.
- I'm not afraid to present my ideas to total strangers. After all, nothing ventured, nothing gained!

## PART C: VOICE

TRUE FALSE

- I'm not shy about speaking up in public.
- I think most people find me interesting and likable.
- When I talk, people really pay attention to me.
- I enjoy opportunities to share my thoughts and ideas.
- I don't need to be loud or pushy to be an effective communicator—people relate to me.
- I love to share my enthusiasm and passion with others.

## PART D: ENERGY

TRUE FALSE

- I tend to be a highly motivated person.
- If I get tired or downhearted, I know what to do to pick myself back up and recharge.
- I'm good at pacing myself.
- I am generally positive and optimistic.
- I usually have enough energy to do what I want to do.
- When I'm doing something I love, I feel absolutely filled with vitality.

## PART E: NOURISH

TRUE FALSE

- I love to be inspired and I know what lights me up.
- I'm good at imagining what I want to happen.
- I feel encouraged by others' success stories.
- I foster relationships that support my dreams, rather than spending time with people who rain on my parade.
- I know where to go and what to do to feel empowered.
- I get a lot of satisfaction whenever I accomplish something.

## PART F: TENACITY

TRUE FALSE

- Every time I hit a roadblock in my plans, I see it as an opportunity to rethink and go a different way.
- I think most people give up too easily. I don't.
- I don't mind revising outdated dreams. I'm smart enough to go on to a new idea rather than hitting my head against a brick wall or losing everything.
- Delays in reaching my goals are just a sign that I need to try harder.
- I love creative problem solving—it's fun for me.
- I don't have any specific time frame for achieving my objectives. It will take as long as it takes.

## ANSWERS

Add 'em up and see how many points you have for each part.

### Part A: Inquisitive

Endless curiosity is one of the most important characteristics of an inventive and successful person.

0 – Okay, don't worry, Chapter 3 will help.

1 – There is always hope!

2 – It's a start!

3 – Not bad!

- 4 – Good!
- 5 – Great!
- 6 – Fabulous!

## Part B: Nerve

Having a sturdy self-image, and learning not to take rejection personally, is vital to success.

- 0 – Don't panic; just read Chapter 4.
- 1 – There is always hope!
- 2 – It's a start!
- 3 – Not bad!
- 4 – Good!
- 5 – Great!
- 6 – Fabulous!

## Part C: Voice

Knowing how to make yourself heard—and that doesn't mean yelling!—is crucial if you want to be successful.

- 0 – You can learn how to be listened to. Chapter 5 will help you to develop a stronger voice.
- 1 – There is always hope!
- 2 – It's a start!
- 3 – Not bad!
- 4 – Good!
- 5 – Great!
- 6 – Fabulous!

## Part D: Energy

Successful people know how to energize themselves—in fact, they get a lot of their vitality from doing what they love.

- 0 – No problem; Chapter 6 will help to fire you up.
- 1 – There is always hope!
- 2 – It's a start!
- 3 – Not bad!
- 4 – Good!
- 5 – Great!
- 6 – Fabulous!

## Part E: Nourish

Knowing how to support your creative thinking by feeding your self, your life, and your imagination is a vital key to success.

- 0 – Chapter 7 will show you how to feed your dreams.
- 1 – There is always hope!
- 2 – It's a start!
- 3 – Not bad!
- 4 – Good!
- 5 – Great!
- 6 – Fabulous!



## Part F: Tenacity

When the going gets tough, the successful know how to keep at it.

- 0 – Don't give up! Chapter 8 will help you find some real stick-to-it determination.
- 1 – There is always hope!
- 2 – It's a start!
- 3 – Not bad!
- 4 – Good!
- 5 – Great!
- 6 – Fabulous!

Now that you know how you rate, you can read the chapters that follow to improve your score, and get ready for the six simple steps to invention.

