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## [The Consistency Pill by Simon Chan](#)

DISCLAIMER - I am not a Financial Advisor and do not work for any Brokerage Firm. The opinions given are my own and are not to be used as professional advice. These are my findings and can help you to make informed decisions on investing. Consult a Broker or Lawyer before making any investment.

[The Consistency Pill by Simon Chan](#) is a book about how to get things done. It teaches you to be a great salesman, and even greater how to live a highly productive life. Perhaps of all 100 books I have read on finances and

habits this year, it is one of the best. The reason I say this is that it is not complicated. The Number 1 skill need to be successful is consistency.

Perhaps no book I have ever read about habits and success has helped me better identify how to succeed. I think you can sum it up with a few words: Consistency, Determination, Resilience, and never giving up. When I picked up the book, I thought the name was odd. But once I read chapter one, I knew that I had found a gem.

## WHAT I LEARNED FROM THE CONSISTENCY PILL

Simon Chan is a world-leading motivational speaker and knows how to empower your sales staff. He takes a person who is not confident and turns them into a great salesperson. One of the first things I learned from Mr. Chan is that you must try and then try again to make a sale. He claims that when you start, it may take 100 presentations to make one sale.

Most people will give up after four or five unsuccessful attempts. But you go back again and again until you impress people with your consistency. Simon Chan says that if you approach the same person or company five times, you will normally either make a sale or they will give a lead to someone who needs your product. People who see your consistency will be impressed when you don't stop and keep on keeping on.

To be successful in sales (and life), you need more than just goals. You need a system to get it to work. He says we need a SMART system with the goals that are:

S - Specific

M - Measurable

A - Achievable

R - Realistic

T - Timely

You set your goals and then you apply yourself to become consistent. You put yourself to work with attainable and measurable goals.

Simon says he has a friend who owns 5 different million-dollar businesses. This fellow starts reading and never finishes a book. I thought, wow... no focus. But what he does is find a good idea and apply it to action in the next 30 days. Do you move on new ideas, or do you like most just put them off.

Take action and create a daily NEW Routine.

You apply the CONSISTENCY SYSTEM.

People are impressed when you are steady and consistent. And they buy into the Big 3 “C” Action steps.

CHANGE

COMMITMENT

CONSISTENT

According to Simon Chan, only winners never quit. Winners are champions that stay consistent long-term. Everyone wants to join a winner.

He quotes Ralph Waldo Emerson. “What you do speaks so loudly that they cannot hear what you say.”

Be consistent and a person of action.

Today we live in a special time. With the availability of the Internet, we can virtually be a success at anything. Just Google it and learn what you want to do. Learn it and gain the skills to do it.

Part of the Consistency System is tied to having an accountability partner. You can be accountable once per day, once per week, or even just once per month. But you must hold yourself accountable to someone for your actions. (or your inaction.)

Jessie Lee Ward said this about Simon Chan. If there’s anyone on earth best equipped to teach consistency it is Simon. Being friends with him for the better part of a decade now I can honestly say there is no better

example of how to systematically make people feel seen, hear, loved, and appreciated consistently. If consistency is your weakness, read this book.

Consistency is the mother of all skills because once you learn how to be consistent, you can get good at everything else. Anyone can be consistent. It just takes some work and effort.

To help others, Simon Chan created the Purpose Driven Networkers. Each day they spend a few minutes encouraging one another to keep after it and try harder. Purpose Driven Networkers help you to have goals, and a system to put them into action.

People see and buy into your changes when you get consistent. Your consistency in detail impresses clients, friends, and co-workers. The key to winning is not convincing people but outlasting them.

Determination makes the difference. You just don't let "No" stop you. Social media today makes it very easy to find prospects.

Serving and living for God is very important to Simon Chan. When you do things right, blessings come back to you over and over. No way to stop the principle of sowing and reaping.

Having a good image of yourself is crucial. Our minds lead us to accomplish the things we set out to do. Think positive thoughts, and good things come to you. You can't see yourself as a consistent person unless you are one. You let your past go and remind yourself each day that: "Yesterday is history, today is a mystery, and tomorrow is my legacy." What we focus on is what stays in our minds. Think good things and do things consistently. When you do, you will have great success.

As mentioned early, having determination, resilience, and consistency is key to success.

I highly recommend this book. It is a great easy-to-follow plan to get us on a path that is rewarding and leads to a life of success and happiness.

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