What is the Difference between Success and Significance?

Success is when I add value to ________________.

Significance is when I add value to ________________.

From *The Success Journey* —

Success is... **Knowing** my purpose in life.

**Growing** to my maximum potential.

**Sowing** seeds that benefit others.

Observations about my journey toward significance:

1. This journey takes ________________.

In a discussion about signs of spiritual maturity, Richard Foster said, “*Some of the more common indicators are a continuing hunger for intimacy with God, an ability to forgive others at great personal cost, a living sense that God alone can satisfy the longings of the human heart, a deep satisfaction in prayer, a realistic assessment of personal abilities and shortcomings, a freedom from boasting about spiritual accomplishments, and a demonstrated ability to live out the demands of life patiently and wisely.*”

2. ________________ is usually the stepping-stone to significance.
3. Pursuing significance takes us out of our

_________________________ __________________________ .

Natural                        Unnatural
(1) ________________________ ________________________
(2) ________________________ ________________________
(3) ________________________ ________________________

“You and I live in an age when only a rare minority of individuals desire to spend their lives in pursuit of objectives which are bigger than they are. In our age, for most people, when they die it will be as though they never lived.”

— Rusty Rustenbach, Giving Yourself Away

4. Once significance is sensed ______________________

_________________________ will satisfy.

“To love what you do and feel that it matters — how could anything be more fun?”

— Katherine Graham

Areas of Difference Between Success and Significance:

1. ______________________

— With success, my motives ______________________

_________________________ selfish.

— With significance, my motives ______________________

_________________________ selfish.
Motives Matter

(1) Selfish people seldom find significance.
(2) When you help others, you help yourself.
    When you help yourself, you may not help others.
(3) “As a man thinketh in his heart, so is he.”

   Q: “Is it my goal to compete with others or complete them?”

2. ________________

— With success, my influence is ________________ .
— With significance, my influence is ________________ .

When you influence a child, you influence a life. When you influence a father, you influence a family. When you influence a leader, you influence all who look to him or her for leadership.

Characteristics of people who INFLUENCE others:

I ________________ with people.

   “I’ve always tried to live with this simple rule:
   Don’t do what you wouldn’t feel comfortable reading
   about in the newspapers the next day.”

   — Josh Westan

N ________________ other people.

Nurturing people focus on giving rather than getting.

F ________________ in people.

   Difficulties seldom defeat people; lack of faith in themselves usually does it.
“The first duty of love is to listen.”
— Paul Tillich

Understanding is more than listening to someone. It is living where they live.

“There is no more noble occupation in the world than to assist another human being — to help someone succeed.”
— Alan Loy McGinnis

Leaders see more than others see...see farther than others see...see before others see and therefore could win the race of life. But they wait and are patient to guide others. They don’t want to finish alone.

The key to connecting with people is to value them.

“This challenge of leadership is to get people to willingly perform at levels that they ordinarily would not perform at.”
— Norman Schwarzkopf

This is the crowning achievement of a leader.
Review: Areas of difference between success and significance

1. Motives — With success, my motives may be selfish
   With significance, my motives cannot be selfish

2. Influence — With success, my influence is limited
   With significance, my influence is unlimited

3. _________________
   — Success can last a _________________.
   — Significance can last _________________ lifetimes.

People who desire significance do the following three things with time:

(1) They _________________ time.

   “Until you value yourself, you won’t value your time. Until you value your time, you will not do anything with it.”

   — M. Scott Peck

(2) They _________________ what they do with their time.

Charles Spezzano: You don’t really pay for things with money. You pay for them with time. “In five years, I’ll have put enough away to buy that vacation house we want. Then I’ll slow down.” That means the house will cost you five years — one-twelfth of your adult life.

Translate the dollar value of the house, car or anything else into time, and then see if it’s still worth it. Sometimes you can’t do what you want and have what you want at once because each requires a different expenditure of time. The phrase spending your time is not a metaphor. It’s how life works.

   — What to Do Between Birth and Death
The five highest-value uses of time

1. Investing time with ________________.
2. Investing time with ________________
   ________________ ________________.
3. Investing time with ________________.
4. Investing time to advance your ________________ in life.
5. Investing time in developing and building a ________________.

The five lowest-value uses of time

1. Spending time ________________.
2. Spending time doing things you are not ________________ to do.
3. Spending time with people who ________________ time.
4. Spending time without ________________ and ________________.
5. Spending time thinking ________________ about people and life.

(3) They invest time in doing things that will ________________ them.
4. 
— Success asks, “How can I add value to ________________?”
— Significance asks, “How can I add value to ________________?”

My evolution from selfishness to significance:
(1) What can others do for ________________?
(2) What can I do for ________________?
(3) What can I do for ________________?
(4) What can I do ________________ ________________, for others?

5. 
— If I pursue success my joy is the result of ________________ success.
— If I pursue significance my joy is the result of ________________ success.

Q: “Why is it so rewarding for me to add value to others?”
(1) It is my ________________ .
(2) It is so ________________ .
(3) It pleases ________________ .
Answers: Myself; Others; Time; Success; Comfort Zone; Self, Others; Short Term, Long Term; Instant Gratification, Delayed Gratification; Nothing Else; Motives; May Be; Cannot Be; Influence; Limited; Unlimited; Integrity; Nurtures; Faith; Listens; Understands; Enlarges; Navigates; Connects; Empowers; Reproduces; Time; Lifetime; Several; Value; Evaluate; God; People You Love; Yourself; Purpose; Team; Selfishly; Gifted; Waste; Thought; Purpose; Negatively; Outlive; Focus; Myself; Others; Me; Myself; Others; With Others; Reward; My; Others’; Calling; Productive; God