

Strong, Fearless Courageous



Marcus van Wyk

One of South Africa's leading teachers and speakers on motivational strength and energy, shares his insights into how you can live a life of excellence, power and freedom.

Dare to Inspire, Motivate and Challenge yourself to be GREAT and SUCCESSFUL as a human being.

Strong, Fearless, Courageous

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Marcus van Wyk

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To those who want to break free, to those who want to break through, to those who want to be successful, to those who want to understand, to those who love life, to those who want to believe. To those who want to be better, be good, be great — this book is for you.

*Marcus van Wyk
April, 2017.*

NOTE TO SELF: YOU GOTTA DO THIS FOR YOU. THIS IS FOR YOU. THIS IS NOT ABOUT ANYBODY ELSE. LIVE FOR YOU. HONOUR YOU. NEVER LOSE SIGHT OF THAT.

— Unknown.

Introduction

Being a human is not easy. From the day of your birth, a difficult but exciting walk begins. The walk of the mighty human. This walk comes with pitfalls, emotions, difficulty, choices, decisions, victories and defeats, influences, and so many other life variables. Humans have been designed to navigate through these things and come out victorious on the other side. You need to know how to navigate.

This book offers advice and guidance on how to walk this human walk with excellence, power, and freedom. This book is for those that are at the starting point of this journey, for those who are walking this journey, and for those who have walked a long way on this journey. We can always learn, no matter where we are on this human journey.

NAVIGATE to start doing, stop doing, keep doing

After each chapter I have added a blank page titled, *NAVIGATE to start doing, stop doing, keep doing*. This is for you to decide what action you want to take on this human journey to be great. It's about course correction if need be. Course correction needn't be complex. Often, your course correction is easy to recognise and is totally under your control. Always remember that you are in charge of your life and your decisions.

“The devil can't make you do things to walk a journey of defeat.”
YOU do things to walk a journey of either defeat or victory.

*BEING SUCCESSFUL AS A HUMAN BEING IS MORE IMPORTANT THAN
JUST BEING A SUCCESSFUL HUMAN BEING.*

— *Marcus van Wyk.*

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***Strong, Fearless,
Courageous***

Chapter 1: Listen When Life Speaks

You so often look for answers to your problems. We tend to ignore the fact that the answers we seek are found in the voice of life too. The voice of life cuts through all the doubt and noise.

If you really want to overcome your problems, you should listen to the voice of life. Observe and learn. Take action.

The voice of life offers messages that are directed at you from various sources. The voice of life is so designed that it imparts WISDOM to you. The moment you are wise, you make wise decisions.

THE VOICE OF LIFE IS GENTLE AND KIND. IT DOESN'T JUDGE YOU. IT JUST ENCOURAGES YOU TO MAKE THE CHANGES NECESSARY IN YOUR LIFE. IT IS ALSO FREE.

So, how do you hear and interpret the voice of life? The first thing you need to do is open yourself up to it, welcome it in and accept it. Say to yourself, "okay, today I am open to listen to the voice of life and to accept new ideas". Magical things will happen.

- This book is the voice of life. You are reading it. What is written in here could help you change your life forever.
- The voice of life can be heard in movies, during meetings or social gatherings and can be seen on billboards and T-shirts. It is in the form of wise sayings that you hear and see. The voice of life is everywhere, you just need to be open to accept it rather than shutting it out. I was shopping recently when I saw a T-shirt which read, "Make it happen". It spoke to me. It was for me. I acted on it. This often happens to me as I am open to it.
- Common sense is one of life's voices. Yet, common sense is far from common. Use your common sense — you will find a lot of wisdom there.
- Your past experiences are all voices of life. The voice of life will always remind you of the great decisions you have made,

but also gently nudge you to remind you of the decisions and actions you should rather avoid.

Carry a notebook with you wherever you go, write down the things you hear and see, then act on it. When you eventually refer back to your notes, be it in a week or six months, you will quickly realise that life SPOKE to you and you will recognise a pattern of wisdom that is astonishing!

IN LEARNING, AGE AND YOUTH GO FOR NOTHING; THE BEST INFORMED TAKE THE PRECEDENCE.

— *Chinese proverb.*

I will NAVIGATE my life to ...

Start doing: _____

Stop doing: _____

Keep doing: _____

Chapter 2: Your Destiny In This Life

Your destiny is a place in your life at which you arrive, based on your choices, goals, and your purpose in this life. Your destiny doesn't involve some wacko fortune teller or religious nut case. It involves only YOU.

YOU choose a destiny of devastation and defeat or victory and success. I will write more on your purpose in this life in the next chapter.

YOU CHOOSE YOUR DESTINY.

Strange thing, this destiny, you can see it and learn from it in other people. You can clearly see the destiny they have chosen.

Some people have chosen destructive destinies for themselves. Examples of such individuals who come to mind are – in my opinion – Adolph Hitler, Pol Pot, and Idi Amin. These individuals had goals of hatred, war, human domination, and they had no regard for anyone other than themselves. A destiny devoted to destruction. I am sure, as you are reading this, that more people come to mind – even those still breathing.

In contrast, other individuals have had significantly positive influences on others, owing to their chosen destinies – be it in business or science. Such individuals who immediately come to mind include Richard Branson, Nelson Mandela, Sir Isaac Newton, Zig Ziglar, Florence Nightingale, Marie Curie, William Shakespeare, Mahatma Gandhi, Neil Armstrong and Albert Einstein. Go and research these great individuals.

The choices you make in this life determines your destiny. Your choices make you what you are, as and when you make them.

Your choices allow you to overcome or outsmart poverty. Your choices are the difference between working to succeed and working to survive. Great and smart choices are powerful, it guides you to your true destiny.

That is the thing that separates us from the animals — CHOICE. We possess the ability to consciously make good decisions.

Bad decisions will deliver a false destiny. Have you ever asked yourself, "how the hell did I ever get here?"

Choose your path to your true destiny wisely. Begin to reflect on the choices that you have made in your life and what destiny it brought you to. If you are happy with the destiny, then so be it. If you are not happy then start changing things so that your true destiny can be reached. If you are about to make a decision then first contemplate the destiny that you will reach through that decision.

WHO AIMS AT EXCELLENCE WILL BE ABOVE MEDIOCRITY; WHO AIMS AT MEDIOCRITY WILL BE FAR SHORT OF IT.

— *Burmese proverb.*

I will NAVIGATE my life to ...

Start doing: _____

Stop doing: _____

Keep doing: _____

Chapter 3: Your Purpose In This Life

Mark Twain said, "There are two important days of your life; the day you were born and the day you find out why you were born".

You celebrate the day you were born every year, but hardly give attention to the second day. It's only because you don't know why you were born. You can't celebrate something you know nothing about. You were born to walk in your purpose on earth. Your purpose on earth has two elements to it:

Element 1: *To be* successful as a human being and not just a successful human being. You need to be successful – physically, mentally, socially and spiritually – and you need to be in balance in all four realms. Become the best you can be in all four realms. Balance is important. In other words, don't get so spiritual that you are of no earthly use in body, mind and in a social environment. That goes for all the other areas too. You know where the imbalance is. Live well and live healthily.

Element 2: *To do* something as a human means that you need to discover your deeper calling in life. This is directly related to your strengths, gifts, passions and interests as a human being. You can't *just be* a human, you need *to do* something as a human. It is in us as humans *to do* and to do *great things*. Great things might be humble things with huge impact such as the example set by Mother Theresa. Great things might be something that inspires other people. It really could be anything. You need to find it. It is within you.

Finding and living your purpose on earth is beautiful. If you find and live your purpose in this life, you will not waste your time on things and jobs that aren't worth your time. You won't collect things not worth collecting and you won't do things not worth doing.

Your life must be purpose-driven in order for you to reach your true destiny, as I wrote in chapter two.

YOU matter on this earth, to yourself and everybody around you. You are powerful, influential and YOU matter.

I don't care how your boss or peers speak to you; YOU matter. Whatever your government does or does not do; YOU matter. Whatever your family thinks of you or don't think of you; YOU matter. Your purpose matters.

YOU NEED TO FIND YOUR DEEPER CALLING.

The day you recognise your deeper calling as a human being is the day you see your destiny clearly in front of you while realising that your deeper calling and your destiny are intertwined. This is the day you start making powerful and right choices for your life.

You must discover that deeper calling because the modern world is constantly trying to advise you of what to be and what to look like. As a result, you don't recognise your genuine deeper calling as a human. Instead, you end up imitating other people's deeper callings and aim to be 'like them'.

FIND YOUR NATURAL HABITAT.

If you are bored, whether it is with your job or while doing other temporary stuff, it could well mean you are doing things that you weren't born to do, which is completely contrary to your deeper calling. Begin to look at your strengths, gifts, passions and interests as a human and you will soon find a deeper calling on your life rather than the very temporary things you are doing at the moment.

Many people don't seek for their deeper calling. You will achieve so much more in life if you understand the power of your purpose in this life. If you seek for and begin to walk in your purpose, then unseen powerful forces will become available; the power of which you can harness. They will work for you, not against you. You will attract wealth in all its forms. Many people are living a lie. They want to be someone else or live some other person's life, so they start walking outside of their purpose. You can't copy purpose. Imagine a lion aspiring to be a giraffe ...

Walking outside your purpose does not produce POWER, it produces a toxic life that will destroy you. You will attract only poverty and misfortune in all its forms.

YOU MATTER

Now start acting like YOU MATTER. Pull up your socks, stand up straight, get your mind right and kick ass ...

WEALTH, NOTORIETY, PLACE, AND POWER ARE NO MEASURE OF SUCCESS WHATSOEVER. THE ONLY TRUE MEASURE OF SUCCESS IS THE RATIO BETWEEN WHAT WE MIGHT HAVE DONE AND WHAT WE MIGHT HAVE BEEN ON THE ONE HAND, AND THE THING WE HAVE MADE AND THE THING WE HAVE MADE OF OURSELVES IN THE OTHER.

— H.G. Wells.

I will NAVIGATE my life to ...

Start doing: _____

Stop doing: _____

Keep doing: _____

Chapter 4: Your Courage In This Life

We know that courage is the mental ability to *face* pain, fear, and uncertainty. Courage is a CHOICE that you make every morning to do the things you don't feel like doing, feel uncomfortable with doing or simply just don't want to do. You need to develop and build your courage every day until it becomes first nature to you.

Courage must be developed, as with any other skill. The more you DO something that demands a certain amount of courage, the more courageous you become. It could be phoning someone for a date, phoning a creditor, facing criticism, being a leader of a team, calling new customers for sales appointments or closing a deal.

BEGIN TO DEVELOP YOUR COURAGE WITH THINGS THAT DEMAND A LOT OF COURAGE.

Courage helps you to not be a *slave to your fear*. Courage helps you to reach your destiny. Courage aids your focus. Courage allows you to deepen belief in yourself. Courage helps you to be good at the small things while preparing you for the big things. Courage helps you focus on what you are, rather than what you have been. Courage is also linked to good habit, the more habitual you are in doing things, the more results you will see.

Courage suppresses fear.

SUCCESS IS NOT FINAL, FAILURE IS NOT FATAL: IT IS THE COURAGE TO CONTINUE THAT COUNTS.

— Winston Churchill.

I will NAVIGATE my life to ...

Start doing: _____

Stop doing: _____

Keep doing: _____

Chapter 5: You Were Not Born To Be A SLAVE

Stop moving from one 'hand-out' to the next, because that is what being a slave is all about. Slaves don't have plans. If you don't have a plan of your own, then you are working to secure someone else's plan. They have power over you. NO ONE should have power over you, NO ONE!

Start renewing your mind, think on things that can get you to the top of your game. Break the chains of your slave mentality, because you are better than what you think you are. Begin to carve out a plan.

Look at wealth creation for yourself as depending on a salary alone isn't a wealth creation plan. Start creating options for yourself.

GET OUT OF YOUR COMFORT ZONE, STOP MOANING, STOP MAKING EXCUSES, START DOING SCARY THINGS AND DON'T WORRY ABOUT THE OPINIONS OF OTHERS.

Design your plan. Do it and do it now, because it's never too late. One of the keys to success is to always pursue success with all your might.

Many people do and many people don't. Those who do not pursue success relentlessly are SLAVES. Now, you might ask, "what type of SLAVES?"

Well, slaves unto their own perceived limitations. As a result, they have conditioned themselves to a total limited life.

Can't do this, can't do that, because of this or that. Always the excuse, never the solution. They are TOTAL SLAVES of their limited thinking. Watch those who make it big — they are the masters.

They tell the mind how to think, they are not slaves subjected to some limited thinking process. They work hard and smart — again and again.

Become the master, control the game, set the rules. Let poverty become your slave, not the other way around. Start daring yourself

to kick ass. Kick the door down and introduce yourself. Pursue success relentlessly and win.

I DIDN'T KNOW I WAS A SLAVE UNTIL I FOUND OUT I COULDN'T DO THE THINGS I WANTED.

— *Frederick Douglass.*

I will NAVIGATE my life to ...

Start doing: _____

Stop doing: _____

Keep doing: _____



Marcus van Wyk

Speaker • Teacher • Author

About The Author

Marcus is a legendary South African speaker, teacher and author with a specialist focus on personal development, sales skills, leadership development and team effectiveness.

He is one of the most skilled and influential teachers and speakers in South Africa and on the African continent. Marcus inspires, motivates, and challenges people to change the game and build human capacity. He speaks to organisations with experience about human development and getting ahead in a competitive environment with their greatest assets — their PEOPLE. He remains a powerful solution finder and GAME CHANGER for you; the CEO, director or manager.

Marcus has served as a sales and marketing director and has been a consultation director for companies in South Africa. He is also the managing director of Power Profiles of South Africa, a human assessment company.

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