



New Common Denominator of Success: Laws of Leadership, Volume IX

Albert E.N. Gray

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This common denominator of success is so big, so powerful, and so vitally important to your future and mine that I'm not going to make a speech about it. I'm just going to 'lay it on the line' in words of one syllable, so simple that everyone can understand them.

The common denominator of success -- the secret of success of every person who has ever been successful -- lies in the fact that he or she formed the habit of doing things that failures don't like to do.

It's just as true as it sounds and it's just as simple as it seems. You can hold it up to the light, you can put it to the acid test, and you can kick it around until it's worn out, but when you are all through with it, it will still be the common denominator of success, whether you like it or not.

--The author, Albert E.N. Gray

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