

# The Trinity Success Model:

a brief introduction to success

by John Child



## who am I and why did I write this ebook?

Hi, I'm John. Thanks for downloading this new edition of the Trinity Success Model. When I released the first edition it was aimed at helping my coaching clients.\* As I've built my career I've come back to the model described in this booklet many times. I'm confident that if you follow the steps described it can help you to supercharge your success. The information contained here is the product of ten years of research into coaching, self-help and success. I took all that information and distilled it into this simple working model. Enough information that you can start to use it right now!



The information presented in this new edition is not designed to lead you to our coaching services (we don't have any). My aim with this booklet is to make this information available again to anyone that can use it.

About twenty years ago I decided to take control of my life. I was in a dead relationship. I was working a job that didn't bring me what I wanted and didn't make me happy. I was two stone over-weight and my confidence was at rock bottom.

\* In the last few years we have moved away from coaching and now work both with companies that want to focus their marketing and also with executives who want to improve their presentation skills.



I sat myself down and told myself this couldn't last. I was on a one-way ticket to loserville and I was about to get on the express train. I gave myself a choice - take the train and be miserable for the rest of my life or take control and maybe become the person I was always meant to be.

I made the choice to change myself for the better.

Over the years I've read hundreds of 'self-help' books and listened to a lot of 'experts'. Sometimes I would learn something of value. Something that would help me. Other times I realised that what I was learning wasn't helping at all. It was simply costing me time and money and feeding my need to learn more about myself.

As time moved on I began to take more interest in the commonalities in all these different 'self-help' products. I began noting down the things that worked and the things that worked REALLY well.

Over the the space of ten years I took what I found and tested it. I've built the model you're about to learn into every course or project I designed.

The Trinity Success Model is deceptively simple but that is it's strength. The distillation of hundreds of pieces of advice and guidance that come down to the principles described here.



## know your destination

The Trinity Success Model is a process designed to lead you to success. It is for you to decide what that success may look like. The model will work equally well with short-term, reactive 'must-haves' and long term, more thought out goals.

What you want from life is down to you. Everyone should have a basic idea of what they want from life. Your goals should be clear to you. Pick one of your goals now and write it on this page. When you read the rest of this booklet have this goal in mind. Use it as a way of relating the information in this booklet to yourself and your future success.

If you don't have a clear goal then no matter what system you use to attain it you won't succeed. It's a truism to say that 'if you don't know where your heading, the direction you steer doesn't matter'.

Take a few minutes to work out where you're heading.

my goal:



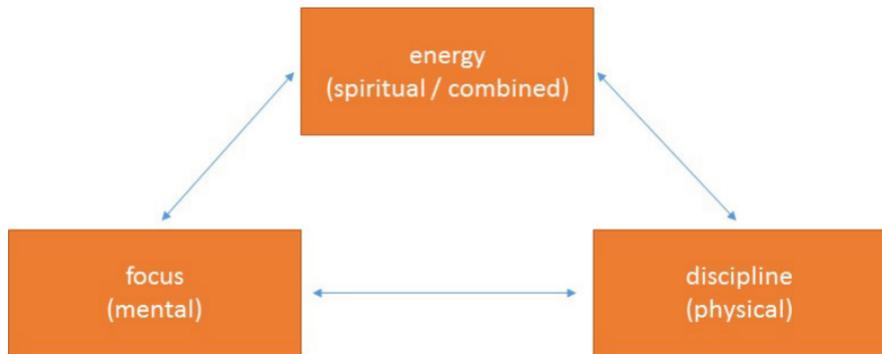
## introduction to the model

As a child I was fascinated by the idea of electricity pylons. I loved the idea that because of these odd looking structures I could listen to my radio or make a cup of tea. They looked so complicated in design. I could never understand why they were made up of so many triangles.

The answer is that they are not only made up of triangles, they are built around them. The triangle is the strongest natural structure. It is self supporting and self strengthening. Apply pressure to the top of a square and as the famous camp-fire song reminds us 'the sides fall out and the roof falls in'. Not so with the triangle. Apply pressure to the top of a triangle and it simply becomes more self supporting. I began noticing that everything does indeed 'come in threes' as the old wives tale predicts. In fact, over the years I noticed the concept of three (or rather the triangle) appearing all over the place.



## diagram of the model



The diagram shows The Trinity Model of Success. Nearly a year in creation this deceptively simple diagram stands with a wealth of experience and learning behind it. Put together this ongoing process will breed and perpetuate itself.

More than simply a cycle. Each stage self-perpetuates and feeds the other stages. In this way the model and your success becomes ever stronger until you make a conscious decision to break the pattern.

Inherent in putting this model into practice is a conscious belief that success is not just about having the right mind-set, not just about saying the right things or having the right beliefs. It's not even just about having the right goals or the right plan. Inherent within this model is the knowledge that **ONLY** action breeds success. You can read this book (or any other) as long as you want. You can talk yourself up and change your beliefs but until you put all that aside and begin to take action you will achieve **NOTHING**.

This is the sole basis for this model and it is a major difference between this book and countless others that preach 'success theory'. Those who work the hardest become the biggest successes by what ever definition they choose for that success.



## connections

The more eagle-eyed reader will have already noticed that unlike many process diagrams the Trinity Model does not show a cyclic movement of information. Each component both feeds from and gives to both of the other components. As well as perpetuating itself. This is a key concept of the model. A cyclic model would mean that each component leads to the other.

Trinity Modeling supposes that in addition to that cyclic movement each element can breed the other regardless of passing through the third. It also means that if two of the components are satisfied the third will arise almost by default.

Each component affects the others in both a positive and a negative way. The more discipline you have in getting the job done the more focus you will create. You will also breed energy and the added focus will also feed into that AND perpetuate your self-discipline.

The Trinity Modeling method allows for that intertwining of components, skills or emotions whatever the issue.



## components

There are three components to The Trinity Success Model. Each component also deals with one part of your inner workings. These are represented on the diagram as Physical, Mental and Spiritual. If we wanted to we could also relate them to your three levels of consciousness but this book is not really about the theory. It's about getting you to use the model quickly and easily and seeing results as fast as possible.

## discipline

Anything that you have to physically do. Discipline relates to the physical you because discipline here means training yourself to do something. If its going for a run you have to physically do it. If you need to learn a chapter from a book you need to sit and do it. Discipline is about putting on your running shoes even if it is raining. It's

not a state of mind. It's about physical movement.

Think back to school. Discipline was about DOING as you were told. Sitting still not moving about. These are bodily PHYSICAL things.



## mental

The way you think. Assume now that you are open to success and you have already moved towards it. Your mind does not and will not reject it.

Once you have this idea you remove all kinds of self imposed and externally imposed boundaries from your own success.

## spiritual (combined)

It is a long held tradition and truism that if you couple a mental process with a physical act it can produce much stronger results. It provides a sense of balance within the psyche that comes from the combining of the physical and mental. This combination increases your drive to succeed in whatever path you choose. It acts as an engine for your actions in the physical and mental areas.

Should you have a problem with the word spiritual simply substitute the word 'combined'.



## setbacks / worries / losses

It doesn't matter who you are or how hard you try you will make mistakes and you will encounter problems along the way. You will feel like you are losing and you will feel out of your depth. That's not a problem. It's a good thing.

If you experience a setback its because you are pushing a boundary. These can come in all kinds of forms. When you hit something unexpected or something doesn't go your way. You encounter resistance to the new 'successful' you, recognise it for what it is. A boundary. Accept that you can either stagnate or push it out of the way.

Of course what you choose to do is entirely up to you but I would like to suggest that pushing forward is the way that will lead you to the success you are looking for.



## discipline

Discipline, to me, is the MOST important element in this model. Without discipline you will lose focus faster than you ever thought possible. Without discipline you simply will not do what you need to do to succeed. Discipline of action, even without initial focus will stop you from getting distracted by all those events and people that conspire to stop you from achieving. In reality, most people couldn't care less about what you are trying to do. We just think they do so we react badly when they question our new direction. Try to remember, it is none of their business what you think of them and it is none of your business what they think of you. So stop listening and stop worrying about those other people and start to get disciplined – NOW!

Once you know what you want to achieve you need to fulfil certain tasks. This may be to learn some new skill, it may be to become really good at something or it may be to

change a thought pattern. All of these three examples are very different but they all have one thing in common.

They are all processes.

The path to achieving something or getting what you want from life is about changing the processes you use in your everyday life. Discipline is the ability to physically run a process over and over until the task is complete.

If you create a routine around something your mind will



accept it and work with it. If you physically push through the mental barriers that you put in front of yourself you will create results by physically moving your body and completing the task. Think of these barriers as a test of your own commitment to the discipline. If you push through them at some point the barriers will cease to exist. Like the baby learning to walk, you will eventually find your balance and move forward faster than you can imagine.

Discipline is a skill and it is a method of getting compound results. It is also something that needs practice. If you are not used to disciplining yourself to do something then you will not find it comes naturally. It is a natural way of learning and working for humans but we forget it and are nurtured out of it as we grow.

Now that you know the secret of discipline and how it can help to change your life and feed your success lets look at focus.



## focus

Focus is the Mental partner of Discipline. Within the model focus becomes a separate entity that you either have or you don't have. You may be very lucky and find that focus on a task is where you enter the model. You can then use that focus to feed the discipline and energy you need to find success.

I challenge anyone to feel immediately focused about a task that they don't want to perform. Take for example your first sales call. I remember mine as though it was yesterday. I did all the prep work (I enjoyed that) and I got my numbers in front of me. I was prepared.

I'm not a natural on the telephone. In fact one of the things I MOST dislike is telephoning someone I don't know. You can imagine how I felt about to telephone someone new and try and sell them something.

Was I focused? Of course not. My mind was coming up with all the excuses under the sun not to make that first call. Did I make the call?

Yes.

Why? Because I had the discipline to physically sit in that seat and say I would not move until the first FIVE calls were made. Discipline. Not focus.



What happened after the first five calls?

I made another five. I made twenty calls before I got up and walked around. Why twenty? Because by being disciplined enough to sit there I told my mind that I was going through with it.

Three calls in and my mind said 'he means it – this guys going nowhere. Lets give him the focus he needs'.

After five calls I was so focused on the task that I just kept going. Discipline breeds focus. It feeds it very quickly. In fact the speed that these two elements work together and develop is the reason why so many people confuse them.



## energy

Energy comes from a combination of the physical aspect of discipline with the mental process of focus. These two aspects combined give you the energy boost you need to complete the task. Think of energy as a reward for all your hard work. If you have the physical discipline to perform the task and the mental focus to do it well at the expense of those many distractions the two will combine to provide you with energy. This energy in turn will increase your ability to act with discipline and focus. Each time this perpetuates your results have the potential to compound and you will experience greater and greater success.

I just said that energy is a reward. Like all rewards energy comes at the end. Think about this for a second. If you are training for a run, or you are going to the gym, do you feel the energy the first day you strap on your trainers? My guess is you felt it

after a couple of days of keeping the discipline. Keeping focus and discipline together breed the energy that will keep you going. Rewards ALWAYS have to be earned FIRST.

Once you have that energy it will feed both your focus and discipline and the whole cycle becomes self perpetuating. You literally expect to be successful because you have a success momentum.

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so, that's the model in a nutshell. I hope you've enjoyed this little ebook and find it useful. feel free to contact me with questions through the website at:

