



Hi!

It's already June! My thoughts are turning toward summer vacation. How about yours?

In keeping with the abundant sunshine here in Texas, this month's newsletter is all about enlightening yourself by using the sixth ingredient of success — knowledge and skill.

Happy reading,

Karen

6. Knowledge and Skill

I find that people often use the terms knowledge and skill interchangeable. This is unfortunate because they are different things and both are required for success.

Knowledge is what you are aware of. Your awareness can be of facts you have learned or experiences you have had.

Skills are putting knowledge into action. You can learn or improve skills by practicing them.

Put another way, knowledge is what you learn and believe; skills are how you implement what you learn and how you use your natural talents. With the right knowledge and skills you can enhance your ability to be successful at anything.

Have you ever met someone who had abundant knowledge, yet was not successful because they lacked the skills to put their knowledge to work? In his book Outliers, Malcolm Gladwell tells the story of Chris Langan, a brilliant man with an IQ of 195 who did not develop the skills necessary to become the academic he dreamed of becoming as a young man.

How about someone with tremendous skills but lacking in knowledge of how to employ those skills? These people will also have a difficult time reaching their goals. One example of such a man is portrayed by Jamie Foxx in the movie The Soloist.

Knowledge and skill together are required ingredients for success. Both are acquired and can be improved upon with concentrated effort. In fact, Denis Waitley observed "*All of the top achievers I know are life-long learners...Looking for new skills, insights and ideas. If they're not learning, they're not growing... not moving toward excellence.*"

What can you do today to improve your knowledge and/or skills to move yourself forward toward the success you desire?

Don't Forget

Reserve your spot for this month's 30-minute Building Success conference call!

To Register: Call 817-988-8086 or click your preferred time below.

- [Monday, May 18 @ 12:30pm Central Time](#)
- [Tuesday, May 19 @ 6:30pm Central Time](#)