YOUNG WISE & FREE

BY NICO SERRANO
Becoming the best you can be.

A millennial’s guide to finding success and passion in life.
This book is dedicated to my parents, Dominic and Daisy. To my sisters, Clarisse and Denise for supporting me all the way in whatever I do. To my Serrano and Urienza relatives, for keeping our family together and strong. To my mentor, Aibee Cantos, Chichi Barros, and James Capili for motivating me to pursue my dreams and grow professionally. To PhilamLife, for equipping me with skills and knowledge on how to do financial planning effectively and professionally. To Serrano Financial Group and valued clients, for being part of my family and keeps me grounded and committed to do what I love to do. To my GAMA (General Agency Manager’s Association) and LUAP (Life Underwriter’s Association of the Philippines) for blessing me with another family that I can share my values and experiences when it comes to work. To JCI Manila, for providing a great environment to practice leadership and be proactive. To RFC and RFP, for keeping me up to date in the trend of financial planning. To my UA&P friends and professors, who kept me grounded with Opus Dei and let God be my focus. To my Claret high school friends, for reminding me that we
still have to be child like, live in the moment, and be athletic. To CMLI and CBS, thanks for making me realize that we should always be of service and be a good leader to our group. To the communities that I have been contributing to, this is dedicated to you.

Chapter 1

In life there are two definite things, the start and the end, everything in between is up to us. The story in our book can be as mundane and humdrum or it can be as exciting and colorful as we want it to be. We have full control on what our legacy will be after we our long gone. In the bigger scheme of things, our existence is a chapter in the bigger book of life. If you would, let me ask you this question. Do you want your life to be just another chapter or do you want your life to be a bookmarked and well-read chapter?

There is however one sure way to make your chapter standout, it is your success story. There is no definitive definition of success, we define our own success, and we
work hard to achieve our success. The path to success isn’t easy, it is not clear, there is no one single way to achieving success. However, we can take steps to ensure that we achieve our own personal success. There are two things that define a person’s success; they are our habits and our values.

Habits are things that we pick up on our own; it is something that we can constantly retool to achieve our success. The habits that we have now aren’t forever; it evolves with as we become more knowledgeable and more defined as individuals. This is our key step as we move forward and become our better selves, essentially become our guiding steps to writing our own story of success.

The other key item that helps define us as individuals and is a key component to our success is our values. It is important to remember that our time to create our own success story is finite. Values are things that take time, they shape as we grow up. Often molded by the environment that we are exposed to, and unlike habits, which we can shape and adapt, values become ingrained in us. These are our key foundations to becoming unique individuals.
The values that mold me are the same values that I got from parents. One key building block to where I am now is a message from my Dad. When I was in grade school, he told me to put my spare change in a piggy bank. As I grew older and my piggy bank got a little heavier, he told me to open my own bank account and put all my savings and extra money there. This simple act of guidance taught me the value of patience, fortitude, and temperance. Although simple actions like this might have little value to parents, it goes a long way to training and guiding the next generation to being more prepared for the future.

As a young professional, I know my story is over; my legacy is far from set in stone. But the values that are instilled in me though the simple acts done by my parents are my greatest tools for success. These values are things that I will cherish and I will make sure that they are incorruptible, they are the key pillars to my future success, elements of my future success that I would want people to repeat over and over again. It is for them and myself to realize that, success isn’t built over time, it is forged through strong values instilled by those who are wiser and habits I will form and practice. I’ll make sure that I grab life by the horns and show it who’s boss.
I define my success, I am Nico Serrano, and I will write my own story of success. Will you write your own story? Or will you let the world define it for you?

As we trek our path and write our own story, we have to learn to look back and see where we began. We have to understand that life is not easy and sometimes we feel that we are lost or stuck, but we have to realize that there is progress. The journey that we take to success involves multiple steps, often we forget the smaller steps and we end up getting lost.

Chapter 2

Life is probably the most complicated road trip that we will take; it has a ton of pit stop, a ton of refueling, a ton roadblock, sometimes we breakdown, sometimes we get lost, but ultimately the complication it brings is also what makes it the greatest road trip ever. This road trip is dedicated to our God and savior, He is our navigator for this journey, we as the driver often times follow him, but
sometimes we lose ourselves because we think we know our way. But no matter what route we take He will always be with us, He will never nag us, and He is willing to drive us when we feel like we can’t continue anymore.

This journey is very surprising, you think you already know the road that you’ll take and the destination that’ll you’re driving to, but He has surprises along the way. In this journey you’ll meet a lot of interesting people, they will be people of various age and standing in life, I didn’t necessarily know it, but the people I met along the way have inspired and challenged me to be a better version of myself.

Chapter 3

I spent most of my early education in Claret School of Quezon City and when it came to deciding which college I would attend, I choose to apply to only the best school I can think of: UP, ADMU, DLSU, UST, and UA&P. When it came to choosing, I choose to be different and attend the University of Asia and the Pacific and take up Management.
My first foray into college was an introductory program of UA&P called Freshstart. Freshstart was my stepping-stone to creating friendship and relationships, most of the friends I made in UA&P are still people I hangout with and communicate with today. The friends that I made are vital people who became my support system during my college life and beyond it as well.

During my stint in UA&P, I also joined the schools varsity Table Tennis team, which was my lone organization all throughout college. Though college had its moments early on, I was still a bit lost in college. I was an entirely different individual than who I was in high school, where I was an active member of the student council, a member of HATAW dance troupe, a varsity table tennis player and a writer for our school paper. Essentially, the active life and confident version of me hid and became a quiet and closed individual, who is more conscious of how the world sees me than how I see myself.

As a way to find companionships and to reaffirm myself, I turned to finding love. The relationships that I had during college were true, I poured myself into showing each
relationship that I cared and loved for them. This was my first step to finding myself, knowing that I can care and love someone else showed me that I need to challenge myself and get out of my comfort zone. First thing I did was to apply to a different course, a course that challenges me and brings out the best in me, which is Integrated Marketing Communication. Taking up IMC was a challenge, because even though I was active before in school, I was afraid of speaking in front of people and I was afraid of the possibility of failure.

This was the riskiest move that I’ve made so far in my life, but when you take big risk it yields positive rewards. As with anything that has big risk, it will takes a lot of effort to succeed. The time I spent on the program help mold me into a confident individual, it taught me that sacrifice and hard work does really work. It also opened me up to people, it helped me get out of my shell and showed me that if you put yourself out there and be confident in yourself, the result will take care of itself.

School taught me that the world doesn’t define who you are but you define who you are. Fear is only in our head, we
have to get rid of our fear to finally see our goal clearly and objectively.

Chapter 4

Everyday we work towards our ultimate goal, for runners the goal is to finish each race with a better time, beating their previous best at all cost. These individuals put in hard work to get better and get stronger. Behind the grandeur of all the medals and accomplishments is where they build their foundation, what people don’t see are the hundreds if not thousands of kilometers these athletes go through every training day so that they could be better.

What these individuals have is the understanding of the bigger picture, building habits that lead to becoming a more well-rounded athlete and individual. They understand that a 100% commitment to whatever you invest your time into is something important and should be taken seriously.

The idea of creating habits and laying the foundation for the future is something that can be taken and borrowed from
these runners. The dedication to better oneself and their vision is a trait that should be paralleled, however most people often neglect it. The habits and the ability see the bigger picture can be adapted to financial planning.

Financial planning and preparation is often ignored by young professionals who start earning, they often don’t see beyond their next paycheck because of the you only live once or “YOLO” mentality that they often see in the media. Thus, planting the seeds now for a better future isn’t a top of mind ideology but is essential to the future of young professionals.

Though financial planning and running might seem like two totally contrasting behaviors, the drive and commitment needed to succeed in both are more paralleled and intertwined than most people realize. The ideology of building habits, such as waking up everyday at 5:00 am to run 5 kilometers might seem like an absurd and unrelated reality to someone who will start financial planning and saving. However, the all-in commitment of sacrificing now because it will be better in the future is present in both.
The underlining truth is, both undertakings don’t get results overnight. Reaching your goal of finishing a marathon isn’t just a mindset, but an investment of both time and action; a runner has to think of small goals before finishing a full 42-kilometer marathon. Financial planning is an action plan centric activity, where starting with small increments of savings and executable action plans is a key step to achieving the ultimate goal of financial freedom.

All the sacrifice that is put in to bettering yourself will translate to every endeavor that each and every individual will do. Planning for the future might not be as sexy as buying that new phone or that trendy leather jacket, but if you think about it, these items are want items and are not essential items. Sacrificing now for your financial future is making sure that you’ll never go back and say I should have started earlier.

The reality is, financial planning for young professionals is challenging because of the world that we live in now. The world of social media always keeps us connected and when we scroll through it our friends seem to always be having fun, frequently going on trips, partying, and just
generally enjoying the now. Nonetheless, undertaking the challenge of financial planning is a must because if you don’t start planning now then when.

In the end, the habits that you build now are actions that you take in order to achieve your higher goal. Both running and financial planning involves giving up some comforts now so that you’ll have a great foundation for the future and win at whatever you choose to do. For runners this involves getting faster, which would result in getting more medals, for young professionals saving some now so that they will have a financially secured future.

Chapter 5

Growing up I had many different idols, as a kid I idolized cartoon heroes, as a teen, athletes and as a young man, successful businessmen. However, though it all there was one man who supported me no matter what and molded me to be the man I am today my Dad, Dominic.

My Dad is a Civil Engineer who has worked for the
government since I can remember. He just liked my Lolo were engineers working for the government and they worked there from the start of their careers until the end for Lolo and possibly until the end for dad. One of my biggest regrets in life is the fact that I wasn’t able to become a civil engineer and follow in their footsteps, that was my dads dream for me. But even though I took a different path, he is still proud of me and I’ll make sure that I will be the best life insurance manager that I can be as a testament to the hard work he showed me.

If I were to describe my dad in one word, he can simply be defined as a gentleman. A man of action and very few words, I’ve never seen him complain and willingly worked everyday of his life. Though he may seem serious and strict, he had a fun loving and competitive side, as a kid he got me into the sport of table tennis where I was a varsity athlete from elementary all the way to college. He also tried to relate to me as a kid, he didn't push me to the things that he only liked, he adapted to the things I like as well. An example would be our love for Tamiya racecars, where I was a kid enjoying racing, and he was an engineer showcasing his knowledge to his son. Furthermore, he also learned to play video games against me, we had so much fun together
that our passion for these activities led us to trophies and awards together.

Back in his high school, I always imagined him as the corps commander, which is the highest position in Citizenship Advancement Training or CAT. The other reason why I see him this way is because he is a trained jamboree specialist and he can survive in the wild for months with only the use of natural resources.

Coming from humble beginnings, my Lolo was doing public service as a civil engineer and my Lola is a teacher. He was also the eldest boy among his siblings and he was trained to be a leader like he has been active in the boy scouts during his elementary up to high school. This has created a mantra in my the idea of “Be prepared” which means you are always in a state of readiness in mind and body to do your DUTY. Nonetheless, my dad was always there for us, no matter how busy he was, he was there when we needed him most. Though my dad was a man of few words he was still a man of his words, the few words that he said meant more than any statement that you’d hear from others and all of his statements were full of substance.
My dad isn’t only my role model he is a supporter and a comrade, I remember during my college graduation, he gave me the biggest hug and the firmest handshake, looked me in the eye and then told me “Nico, you should always remember this especially at work...” He said “When you learn something by heart, with honesty and integrity, nobody can take that away from you, then eventually success will follow.” The moment that he shared that message to me, it just resonated in my mind and drove me to push for excellence not only professionally, but also to be a better individual. The message was simple and clear and he ingrained in me the fear in God and it gave me a special bond with Him that makes me want to love and communicate with Him, this was through the guidance of my dad.

I’m so blessed to have him in my life because there is no other role model that I could think of that would be willing to sacrifice so much to keep us happy and to keep smiling through it all. The wisdom that he has will resonate with me all my life. Now that I am a man and starting the second leg of my life, the lesson that he imparted are more than relevant to my career.
As a financial adviser I hold my time, but with my dad’s advice I assure myself that there will be no day that will be wasted lollygagging around, no days wasted on useless things but rather focus on becoming the best individual I can be. He gave me the foundations for good working habits and he embedded in me the love and the fear of God, along with the constant and strong communication with Him. This learning from the greatest man in my life, I shall carry on with me forever and share this message and pass it on to my future family. Through my dad I learned that the loudest noise you could make is though your silence.

**Chapter 6**

The world strong is often times associated with men, men of power, men of war, men of dedication, however the world strong for me resonates to only one word, Daisy or better known as my Mom.

My Mom is one of the most successful people in the life insurance industry, people would often think that the road to her success was easy but that couldn’t be further from
the truth. I feel the strength of my mom, because of all the things that she had to go through to get to where she is now, as a young woman, she had to become the Kuya and the Father to her siblings because of the passing of my Lolo. She, along with another strong woman in my life, my Lola, took care of her 5 younger siblings and helped them blossom into the successful individuals they are now. I think the strength of my mom comes from my Lola, a public school teacher in their province, she took care of her six children when her husband passed and made sure that they had the tools for success. Because of my Lola’s guidance or what is known as her disciplinarian attitude and her strictness, my mom excelled at school, getting good grades and unsurprisingly went to college on a scholarship. The scholarship was very beneficial because of the circumstance that they were in at the time.

In college my mom, like my dad, studied to be a Civil Engineer. I would say that this is another way for her to show her strength given that becoming a Civil engineer then and even at present is very for women, I can honestly say that seeing how my mom challenged the norm she really was ahead of her time. What was more impressive than her becoming a civil engineers is her dedication to success,
not only did she have a good foundation from school, she also graduated as Cum Laude at her alma mater the University of Santo Tomas.

Upon graduating my mom decided to work for the government where she met my dad. I find it interesting that my dad who is very reserved swept the most vocal and powerful personality I know, but I can tell, they’ve always been meant for one another.

She worked for the government for a few years but she realized that she wants to widen her horizons and pursued a career as a medical representative for a top pharmaceutical firm. During her time working at as a medical representative, she focused and climbed the corporate ladder, achieving great success through great sales and consistent sales. Her dedication to her work pushed to the top, her passion for success brought her over the top and landed her a role as District regional manager. With her new job, it changed a lot for us. We had “better” lives, more privileges, more special events and more travels, but the biggest change is less mom. As painful as it is for me to say, I couldn’t even fathom the sacrifice that she had to make to be away just to give us better lives, I missed
her during the times I was making my homework, but I know she missed us even more. With the better life comes bigger sacrifices, for us and for her, we grew up with the house help and that probably wasn’t what she wanted but that was what’s needed.

I never realized how tough and strong was until I saw the crossroads that she was in as she made a huge decision, accept my new promotion or look for another path that will let me be with my kids, my mom choose the later.

Though the choice was difficult she had to make sure that she did what was best for us, with the support of my Dad, she became a professional financial adviser. She knew what she wanted and she knew what was more important, it showed me how much she valued being with us than just being around, she wanted to be our Mom and not just our provider and I thank her for that. Basically, she wanted control over her life and to be able to spend it with us. With her new career path, it gave her the flexibility of time and unlike before she was always there with us, becoming an amazing mom.
My mom had a plan for me after college, her plan was to let me be the best individual that I can be and she put me under her wing, she basically was my best mentor and tormentor. To be the best individual you have to start from the bottom and you are down there, there is someone you look up to that will help you get to their level, my mom was my basically my ladder to the top, she was waiting for me there, to cheer me on and be there for my success and failures. Her efforts to make me better were unmatched, unlocking my potential and making sure that I watch and listen to her.

During college I had a different sideline business, the moment I got my license I became my mom’s driver during certain events, letting me be her personal chauffer to christening, wakes, wedding, alumni events, birthday and special events with her valued clients. Little did I know that this would be my introduction to the world that I am at now, through attending these events I made connections, I made strong bonds with people that I used to call Tito and Tita to now my clients. She also gave me incentives or what we can call bonuses when I helped her. For presentations to her clients I would get P500 added to my weekly allowance, which was a lot given that I get P200 a
day. The extra money I got working for her I would use to fund my fun day nights with my friends, but looking at it now, it taught me the value of hard work and investing on the right things. Knowing that that P500 would be used to build relationships is the same way I use my extra earnings in the business, building strong relationships with people. Through this simple rewards system I was acting as my mom’s assistant, which I am thankful for because it made me understand the ins and outs of the industry before I even begun working for PhilamLife. Thus when I got to the “Real” world, I had a major advantage because I was trained by the best to be the best.

As my mom continually pushed me to be better, she has helped me grow as an individual, persistently letting my hunger for knowledge to grow, giving me the tools to succeed. She has constantly supported my endeavors and my yearning for higher knowledge and as true to our mother and son relationship, my 5 year action plan is approved by her.

Basically, I am who I am and I am where I am because of one woman, the strongest person that I know, the person who will be proud of me no matter what, the person that I owe all my awards and recognitions to, my superwoman, better
known as Engr. Daisy Serrano. Every successful gentleman has a caring mother and I am proud to be your son and I am proud to say that I am your Mama’s boy.

Chapter 7

My parents told me that the greatest thing that they have in life are my siblings and I. Having siblings growing up is the biggest love hate relationship, some days I hated their guts, most days they are the best thing in my life, but everyday I love them. Now that I’m older I understand the value of my sister and I aspire to be their biggest role model.

One of the greatest things about having siblings is that you’ll never be the same person as your siblings, even though you can from the same parents. My siblings and I are the perfect amalgamation of differences we have very contrasting personalities.

I am the oldest of three kids; I have two sisters, Clarisse and Denise. Clarisse is the older of the two girls, she is
a year younger than me at 24 years old, she is the social butterfly of us three. She can be characterized as the big dreamer among us three and she is very passionate about a lot of things, she loves to dance, sing, she enjoys fashion and most of all she is into business. I don’t know how she does it but she has been one of the most independent and focused individuals that I have seen, her dedication to success is very admirable and she knows what she wants. I think because she understands where she wants to be in life, that’s why she gets there.

Clarisse is really very driven person, just a few years after graduating college; she already has her own condo unit and car, which was very admirable. I admire her dedication very much and at a young age she’s already become financially independent from our parents. Though she works really hard, she continues to live her dream and to enjoy life, travelling and exploring the world and having us her family and her friends with her along the journey.

Denise is the youngest of us three, I consider her as analytical thinker, someone who seems really quite but with deep and amazing thoughts. Denise is the brainy one among the three of us; she is an outstanding student who is
affectionately known as our little miss architecture. Basically if I were to sum up who she is in two words, it would be beauty and brains.

Denise is also the most affectionate sibling to our parents, we take care of them but she cares for our parents especially my dad, she is daddy’s little girl. Among us three, I feel that she will be the one to take of our parents when they grow old, all of us will be there for them but her compassion towards them is just so much that I see how much she cares and cherishes them. I find her love and affection towards the as the sweetest thing, she gives them something that every parent wishes they have, time and affection.

To be honest, I feel like I couldn’t have had better sisters. I’m happy to see them becoming more mature and independent, seeing them able to make their own decisions and choices. What makes it more worth it is the fact that the decisions they are making are smart decisions; I can say that I am a proud brother who could not ask for anything more from them. We grew up together without showing much affection like hugs or kisses to one another, but one thing is for sure that I know and I feel that our
love for each other as siblings will never fade and we would never exchange it for anything else in this world.

I remember what my dad told me, "If anything ever happens to your mom and I, it is your duty to look after your sister, become their role model and become their protector at all cost. Love is not just based on affection, it is also based on action, I hope that I showed them that I love them and I am proud of them.

Chapter 8

I have multiple roles in life, when I’m at work I have one main mantra that I live by everyday “focus on the mission, rather than the commission”. My personal mission as a financial planner and adviser is to provide financial security and prosperity to all my clients. My goal as a human person is to share my knowledge to people, to equip them and guide them financially so that they can get better lives. Basically, to help people see that they have the ability to better themselves and nothing can hold them back if they really want to be better.
As a professional, I take every opportunity that is presented to me and I do my best to take each chance and bring it to the next level. It is important that people understand that reaping what you sow is only one part of the bigger picture. Planting and harvesting are only two of the million steps to succeed and in the world of financial planning the initial communication with the customer is only the start, the step you take in between are the dirty work that are keys to closing the deal. For me, taking it the extra mile to ensure that my clients happy and satisfied with our service, is key to changing an unsure individual into a life long partner of Philam Life, after all they are not just clients but they are our partners to success.

We have to realize that this profession is not only providing a better future for our partners but it also gives them peace of my mind. In the life insurance industry, we ensure that people can care for their families no matter what. This is our way of giving life to the people that they care for and making sure that they continue to live great lives. It is a promise that we make to their families, which they will continue to achieve
their dreams even if the worst has come.

It is important to remember that loving your job, loving the people that you deal with and understanding the bigger picture along with your purpose is key to your success in whatever field you go to. For me, the bigger picture is to ensure that people are financially literate and help people live the lives that they’ve been dreaming of. This is vital since the Philippines has a population of a 100 million and only 4% are insured with very low insurance coverage, which is not enough to feed a family for one year. My mission is to change this, which is why I do my very best at my job because I see my higher purpose.

In whatever field or industry you work for, you have to have the passion to give your 100%. If you put yourself in a position to do your best and succeed you shouldn’t be afraid to fail, because your effort and hard work will take care of itself.
Since graduating college and moving into my chosen career, there has been nothing but blessings. Thus, I feel that as I succeed I need to give back to others, life is only worth living if you are willing to share it with the world.

I feel that success would be empty if it has no bigger goal, a greater calling, and a higher purpose in life. As I receive tons of blessings, I want to give it back to the people around me. I believe in the mantra, which states that giver’s gain. Whatever we have in this world is only material things that are temporary, they will fade in time, but the goodness that we share with others will continue to grow as we continually share. We need to always remember that a greater being is watching us, whatever good we do to the world shall be rewarded by a thousand fold.

But we have to remember that doing good to others isn’t about expecting something in return, it is about our unconditional love for others. It is something that resonates to others, it brings hope and inspiration to
others and shows them that there are people who are willing
to help out that wants a brighter future, not just for
themselves but a brighter future for everyone.

What I like about paying it forward is that as I help other
people I also am helping myself to be a better individual
and it continually pushes me to improve myself as a person.
Aiding others isn’t pure volunteerism or proactive
citizenship; I believe that we as individuals are wired to
serve humanity, to do the best we can so that each and
every individual would experience the best of life, or we
can simply describe paying it forward as the best work of
life. This mantra is something that I’ve picked up from
Jaycees.

Essentially, giving without expecting anything in return is
the best gift that we can share with the world. God doesn’t
tell us His plans but He has everything laid out and
everything will come through His ways. Every good we do
might seem small but somehow He will give it back to us a
thousand fold, this is a universal truth that we call good
ekarma.
We see the world in different hues of tinted glass, with each individual seeing things from a different perspective and vantage point. Absolution cannot be classified as a universal truth because of our own personal biases. However, we as individuals are shaped by the experiences that we have in our everyday lives, where there is continuous room to grow and help us evolve as persons and individuals.

The daily battles we face is very different for each person, though it might seem that we have similar experiences it would still affect us in very different ways. These battles or challenges are our daily adversities, often viewed by others as a roadblock to success but viewed by some as the greatest opportunity for success.

In a career in the life insurance industry, routine is regularly broken; no two experiences would be the same and no two clients would be the same. In this world that I work in, trials and pitfalls are often the norm and success
might seem seasonal to others. The learning that you get from each experience is what helps shape you become a better financial advisor or if you’re from a different industry such as marketing, advertising, sales or any other industry each experience, be it a failure or a success would be an important building block from a personal and professional standpoint.

From the experiences that we gather, we grow as individuals and it enriches different aspects of our being. The four aspects are our mental, physical, emotional and our spiritual being. Each experience that we go through has triggers that could strengthen each aspect. On the bigger scale, these aspects help build our character, diving deeper into these aspects of our being will help us understand how each one will help us grow as a person and how they will affect our personal and professional lives.

From a mental standpoint, a failure helps us learn how to handle ourselves in different situations. It gives us strength and experience on how to deal with certain situations; it basically is a workout for our brain, a way for it to solve problems more quickly and efficiently. For example, if we pitch to a potential client but lose out to
a competitor, we don’t sob and focus on that failure, what we do is analyze our mistakes and restructure our pitch to better suit the needs of our future clients. The ability to think and adjust on the fly is due to our ability to learn from our mistakes and better ourselves as professionals and more importantly as individuals.

In terms of the physical standpoint, the idea of continuing to better yourself is key to building a stronger you. The physical growth you can achieve from failure isn’t the same as mental growth, what you learn is to take care of yourself better, to love yourself more and not work yourself to death. It is learning to balance between work and play, learning when it is time to walk away from work and just relax and be with your friends.

The emotional growth that you gain from failure is building a stronger mind that allows you to distinguish your personal and professional life. It might be the most complex aspect of our being, but our growth is, understanding emotional balance and understanding that the emotions we have a very complex. A continuously growing and evolving part of the human psyche, our emotions are the things that keep us going, they keep us pushing, they help
us develop our passions and they help us overcome ourselves
to do better. For these reason we should really focus on
being more emotionally developed and learn to let loose and
just bask in the moment we are in, be it a failure or
success because we will continually push ourselves to be
better.

The last but not the least important aspect of our lives is
our spirituality. Spirituality is our ability to put trust
on others and have faith that things will go right. Our
religious beliefs are our guide to building a great
foundation, for me personally, I believe that God is my
creator, my success is through Him and every action I do is
for His glory. Having faith is not about discriminating to
those who believe differently but loving the people around
us, no matter what their background is. My spirituality is
a very important aspect of my life and I feel that this is
what pushes me to try to be better everyday, for my family
and for the people around me. Like baseball, my
spirituality is the most important keystone in my life, all
my homeruns and success in life starts from this keystone
and ends in this keystone, the other three aspects though
very important they are just the next step for me to be
better and to be more successful. My spirituality is my
source of wisdom and strength and that faith is the only thing the bridge my fears to my dreams and most importantly is pushes me to never give up and continue to be a blessing to others.

This is why we should learn to embrace our failures, learn to better ourselves from them through strengthening our mental, physical, emotional and spiritual selves and lastly to understand that our trials, tribulations and failures are not the end of our world or career but they are our stepping stone to future success.

Chapter 11

A key take away from this book is that your relationship with people is as important as your knowledge on certain topics. If you can’t build a good relationship with the people around you, you will never be successful, we got to remember that we are not alone in this world and we cannot take on all the challenges of life by ourselves. The support group that we surround ourselves with is important because they motivate us and pick us up when we are down.
Another key lesson is underrating how our dedication to our chosen profession is important. We invest on whatever activity or challenge that we take on, it would sometimes be money, gadgets, cars but our biggest investment is our time. Our time is finite and limited so we shouldn’t dedicate ourselves to things that wouldn’t have any positive values and impact to our lives. Our growth as individuals would really depend on how much dedication we will put into every endeavor that we take, sticking it out through the hardest times because we know that are investment on it is worth it.

Another learning from that I hope we keep in mind is our proactivity; it’s understanding that if we don’t take action we will never get to our desired results. An example would be my jump from being a runner to trying to become a triathlete, I would have been happy being a great runner but I understood that there is a bigger world to explore and learn from. We cannot just be happy to stand around and wait for success to come to us, we got to get up and get it.
Be humble and learn to accept feedback. No one is perfect, we all make mistakes, and we got to be mature enough to understand that we are not being attacked by others but rather we are being coached to be better. These are not there for us to feel broken or useless, these feedbacks are there to help us become better, stronger and wiser individuals. I hope that we understand that the process to success is filled with both criticism and feedback and we have the choice to take them as life lessons to make us better or a way for us to be bitter and not do anything about, I hope that through reading this book it will help you decide what to do.

Lastly, success brings with it a lot of different things and it leads to us forgetting where we started. That is why we should stay humble and understand that our success is a gift from God, which is why we should always pay it forward and continue sharing with those who need help. Along with that please remember to continue learning, bettering yourself so that you can be better for others.

Simply said, the success that we achieve in life is worth sharing with the people that we love, the passion that we
bring to our jobs, professions and/or past time will bring us to the top. Furthermore, if we really want something we should learn to work for it and not wait for it to come to us, everything in life is earned not given. Life may seem long but we wouldn’t notice how time flies so fast until it is too late, find your purpose, enjoy and succeed with your love one and learn to share a part of yourself to the world.

Chapter 12

We have one life; we often neglect that fact because we can’t see more than the next few months. But we have to understand that our time is finite, making a positive impact is very important, we cannot just try to be the best we can be but neglect the world around.

The main message of this book revolves around surrounding yourself with people that will help you grow and become better; all the choices you make should be those that will yield a better you. The success that you want will never
come unless you go after it and most importantly never be afraid to fail.

We often become too conscious of the world around us, too aware and too afraid to hear what other people will say about us, but we have to realize we control our lives and we can only succeed if we make the best decisions for ourselves. Letting go of our ego and letting the world be our playground the way for us to achieve #everydaygreatness and find opportunities to bring positive impact and also create opportunities, amidst adversities, to share our talents and skills to society.

The ball is now on your court, do you want to be ingrained as a success in the annals of history? Or do you want to be just another story amidst the billions of other stories? What will you do with your life? Will you let the past define you or will you let go and find your success and happiness? It is up to you now to decide what your story will be.