

A woman with short hair and glasses, wearing a dark sleeveless top, stands at the front of a room, presenting to an audience. The room has a red overlay. A large screen behind her displays a red and white graphic. To her left is a poster titled "New Age Leadership" with a list of bullet points. The audience is seated in the foreground, seen from behind.

SUCCESS INSIDE OUT

CHALLENGE OR CHOICE

THE MINI GUIDE

KIM UNDERHILL

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My Mother.

My Pillar. My Rock.

Seraphina & Elijah Underhill

My Children

Who are continuously supportive of the choices I
make in achieving this successful journey together

Sadie-Jane Nunis

My Dearest Friend

Who proof-read and edited this book

About the Author

Kim Underhill, a daughter, a mother and recently a grandmother.

Armed with both a Degree in Business Administration (with a major in Marketing) from The Royal Melbourne Institute of Technology (RMIT) and an Executive Master of Science Industrial Organisational Psychology & Management of Human Resource from The Baruch College, The City University of New York, my mom is a known woman leader in the food service industry having worked for multi-national companies managing Fortune 500 organisations.

30 years ago, my mom raised two young children and juggled a full-time job through six-years of night school, all on her own. She never once told anybody her life journey was a Challenge. Instead, she often shared that it was the Choice she made that ultimately changed her life forever.

She has been blessed in many ways by many people through her journey. Her beliefs in "paying it forward" and her passion to help many achieve ultimate balance in life, has inspired my mom to leave a legacy as a trainer, coach, speaker, and author.

Seraphina Underhill-Theo
The Author's Daughter

Introduction

This mini guide and the quotes within are derived from my many years of learning, recognising and accepting the simple facts of life when pursuing success.

We are often faced with decision-making situations. It is then, truly important to understand how to shift from **Challenge** to **Choice**.

These quotes serve as daily reminders to myself, of my journey so far. They are the pillars of the way I approach life and my teaching philosophy.

Provided in this book are additional pages for your reflection.

Have fun ...

Kim Underhill
Author

S.I.M.P.L.E.

Rules of Success

Self

Intentionality

Mindset

Presentation

Leadership

Expectation

Self

Only through you,
will you gain success.

Intentionality

If you do not want it bad enough,
you will never succeed.

Mindset

Time to shift your thinking from
Challenge to Choice

Presentation

The way you feel inside always
shows on the outside

Leadership

Take Charge.
Lead your OWN life.

Expectation

To gain instant success
is to stop expecting from others

SUCCESS

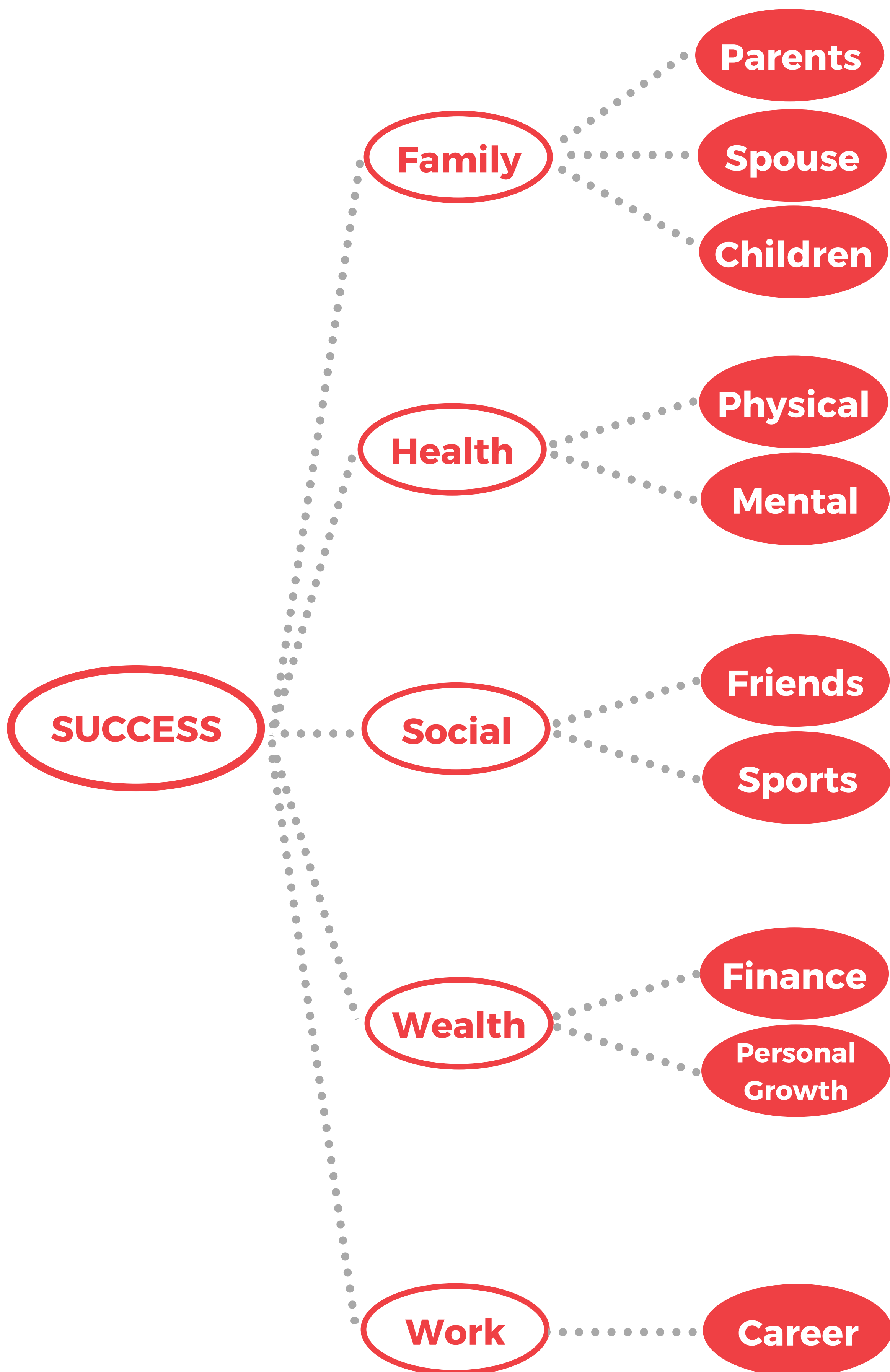
Mind Mapping

**Clarity on
Definition of Success**

Focus on what is important

Prioritise Action

Time Bound



A simple example of mind mapping to seek clarity on one's internal definition of success

How to be **D.R.I.V.E.N.**

- D**ecision
- R**oute
- I**ntelligence
- V**alue
- E**volution
- N**ever Give Up!

Decision

Stop procrastinating
Start your journey TODAY.

Route

Select the road you wish to take.

Intelligence

Make sure you have what it
takes to make the journey.

Value

Clarity on purpose of success.

Evolution

Gaining success to grow.

Never Give Up!

Perseverance breeds success.

Time to **A.C.T.**

Accountability

Communication

Think Team

Accountability

Only you can make the difference.
Who is watching you?

Communication

You are not alone on this journey.
Share your action plan with
someone true and close.

Think Team

It is okay to seek
help and guidance

Beauty in Success

Making a Statement

Inside Out

Simplicity

First Impression

Inspiration

Trendy

Are you a **M.I.S.F.I.T. ?**

Making A Statement

Expressing confidence
without being obnoxious.

Inside Out

Beauty from within.

Simplicity

Always remember that less is more.

First Impression

The look you get when you
walk into a room.

Inspiration

Seeing the beauty in all things.

Trendy

Individualist. Not Latest.

Reflection

Success Thought #1

" Do what is **RIGHT**
Not what is **EASY** "

Mark Twain

Strength & Passion

Strength

provide out basic needs

Passion

may or may not

MAKE THE RIGHT **CHOICE**
STOP FEELING **CHALLENGED**

Reflection

Success Thought #2

" Life isn't about finding yourself
Life is about **creating yourself** "

George Bernard Shaw

Loving You

If you do not love yourself,
nobody will.

Stop chasing for someone
to love you.

The only control you have is
YOU.

Reflection

Success Thought #3

"Winners are not people who never fail,
but people who **NEVER QUIT**"

Kim Underhill

Loving Them

Make the choice to
Love Unconditionally.
Without Expectations.

Loving someone should
Never
be a Challenge.

Reflection

Success Thought #4

" You get in life what you have the
courage to ask for "

Oprah Winfrey

Leadership

You do not need a great carer to be a leader.

You are constantly leading yourself
and your family.

Question is:

How do you LEAD?

Reflection

Success Thought #5

"Everything comes to he who
hustles while he waits"

Thomas Edison

Marriage R&R

Many love the idea of marriage.

(Romance)

Few truly understand what marriage is about.

(Reality)

Reflection

Success Thought #6

“ The **difference** between **successful** people and others is how long they spend feeling sorry for themselves ”

Barbara Corcoran

Parenting

Your child did not ask to be born.

You made the **Choice.**

Therefore,
do NOT make them your **Challenge.**

Reflection

Success Thought #7

“ The key to **success**
is to **start** before you are ready ”

Marie Forlero

Continuous Learning

Can you stop
Growing?

Then why stop
Learning?

Reflection

Success Thought #8

What you think, you **become**

What you feel, you **attract**

What you imagine, you **create**

Buddhist Scripture

Approval

Believe

in

Your

own

Choices.

Reflection

Success Thought #9

"Own your **success**
Or someone else will"

Anonymous

Presentation

Awareness

Do you know you?

Acceptance

Do you accept you?

Appearance

How do you present you?

Reflection

Success Thought #10

"**Coaching** is taking a player
where he can't take himself"

Bill McCartney

Attraction

Take **conscious** notes
of your surroundings.

Important to be among
positive people.

Inspire and be **inspired**.

Reflection

Success Thought #11

“ All **progress** takes place outside the comfort zone ”

Michael John Bobak

Daily Success

Dream Big...
But it is okay to take
Baby Steps.

Work towards achieving
Daily Success.

You will reach
Your Destination
in no time.

Reflection

Success Thought #12

"The way to get started is to
quit talking and **begin doing**"

Walt Disney

Success is Infinite

There is no
Full Stop
in
Success.

Reflection

Success Thought #13

" I never dreamed about **success**,
I worked for it "

Estee Lauder

Celebration

Consider mini achievements a
Success.

Celebrate
the little wins.

Waiting a year is
Too Long.

START

**Good Luck on
Your Success Journey**

The time to *start* is now...

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