

Upside Down



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# UPSIDE DOWN TO SUCCESS

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Think outside the Web

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# Contents

Forward .....	2
The Art of a Spider .....	3
Spiders know the Plan .....	4
Don't give up .....	5
Believing .....	6
Quiet like a Spider! .....	7
Personal Care .....	8
Have you Wondered?.....	9
Watch for the need to change .....	10
Be accessible .....	12
Show don't Tell.....	13
Keep Learning.....	14

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## Forward

There are so many success books out there, in the cloud, in the void. Why read this one? Why not. Why not see the perspective of a spider hanging from its web? Why is it successful and you are not? Be the spider, be the web, be different from this day on.

# The Art of a Spider



What do we know?

- 1 . About half of all spiders create a silk like structure: a web, to catch their prey.
- 2 . Webs catch insects such as flies in their sticky threads.
- 3 . Some spiders make new webs every night while others repair their webs.
- 4 . Spiders create their own silk for their webs.
- 5 . Spiders eat their webs in order to replenish their silk.
- 6 . Webs are built in darkness.
- 7 . Spiders begin on the outside of the web and work their way to the inside. Segments of thread are attached with the legs.
- 8 . A human with the strength of a jumping spider could hold 170 times his/her weight.

How can a spider's success relate to our own success?

# Spiders know the Plan

## MAKE A PLAN!

Write the goal...

I remember taking a class in college and the professor asked everyone to write down a goal and a time when that goal will be accomplished. There were a few rules to creating the goal, but the final objective was this: if you write it, you will remember it, you will achieve it.

- 1 . Write the main goal.
- 2 . Write a time limit for the goal. Write a specific date.
- 3 . Write the steps for achieving the goal.
- 4 . Write what you need to achieve the goal, such as training.
- 5 . How will you receive what you need to achieve the goal?

Think about the spider!

How are you the spider?

When it comes to goals, we should all remember the story of *Charlotte's Web* by E.B. White. Charlotte loves Wilbur and wants to help him live a long life. So, every night, Charlotte sends Templeton to find words so she can weave them into her web. The words are large, which makes her and Wilbur look educated and strong. Charlotte's goal is to save Wilbur. What is your goal? Which words will save you?

## Don't give up

What will you tell yourself when it gets hard?

I always tell my kids: when everything gets tough, don't worry, it could be worse. They ask why people go to jail or why people die. "Well," I tell them. "Things happen. We don't know when we are going to die, but we have today, we have Burger King. And about those people in jail, they should have made better decisions, because they don't get Burger King! When the going gets tough, don't blow it, don't give up, go to Burger King!" As you can see, my kids like Burger king. The point is that we need to remind ourselves of what we enjoy. Do you love the movies? Exercising? Sleeping in? The idea is that we need to remember what's fun, what keeps us going. Then we need to think: What else do we have to do?

Among our busy schedule and our families and jobs, we have time somewhere, time to dig up, time to be successful.

After writing your goal and your plan, write your phrase. Write something that will remind you about your motivation.

"I can do this! I have\_\_\_\_\_."

# Believing



What if?

## *The Art of Believing*

Spiders just seem to know how to build their webs. And yet, ironically, so do we! People are ingrained with the art of believing. We just have to keep doing it.

How do we know that believing works? Test it. Some think that it has something to do with faith and religion, even meditation. Does prayer work for you? Think about your entire life and draw on experience. Remember that time when you wanted something and just believed that you would get it? And you...got it! There's your source. Do the same thing. Draw on that experience.

A prime example is the book and movie: *Where the Red Fern Grows* by Wilson Rawls. A young boy wants two hound dogs. He doesn't write the goal, but he does keep an order form in his composition book. He eats and sleeps hounds until he starts making money from odd jobs. Eventually, he saves enough. Maybe he prays, maybe he just hopes, but ultimately, he believes that he will succeed. And he does! He gets his dogs.

# Quiet like a Spider!

Be graceful...

Spiders are often in the corners above us, watching us. What a perfect example of how we should act! This doesn't mean we should be completely unseen. We should be gracefully observant. Be graceful in our success but also be:

- 1 . A perfectionist. Yes! Spiders fix their webs at night or create new ones. They fix the problems and improve, and so should we.
- 2 . Assertive. Spiders wait for their prey to get stuck. And after that, they still wait. They wait for the insect to wrap itself into the web. Then they make the kill. They wait, then they are assertive.
- 3 . Observant. Spiders are carefully observant. Are we?



# Personal Care

Have you ever seen a fat spider?



Successful people are concerned with personal care.

1. Take care of yourself by attending your health appointments, getting your hair done, exercising, and watching your diet.  
It's interesting to see the stars. They might have extra time because of having a personal chef, a personal trainer, etc. Maybe they have the extra time to take care of themselves, maybe not. The point is this: There are gyms everywhere. All the resources you need are available, and it doesn't really matter how much money you have. Make time and figure it out.
2. Keep track of birthdays
3. Keep your house and car clean
4. Take vacations – birds fly south, so should we. Spiders work hard in the dark, weaving their webs with their legs, sticking each point in place. Then they wait, watch, and rest until dinner arrives.
5. Accomplish your goal! Then sit back and let it thrive. Then work on it again.

## Have you Wondered?

**Have** you driven down a neighborhood full of grand, cookie cutter houses? Are any of the 500,000 dollar houses yours? Are you jealous? Do you wonder what kinds of jobs the people have? Are there two earners in the household? Is it paid off?

Those are fun questions to ask, but the reality is, would a spider ask? Spiders probably don't care about the other spiders nearby. They own their corner, they accomplish their goals of webbing and eating, and they observe.

Observe what you want, but don't be jealous. Sure, if you want the house, write down the goal, but don't be jealous of who already has it. Just watch and wait. Be graceful like a spider and then pounce on your prize.

Spiders don't announce themselves; they work hard until they are noticed. You should too. Work hard, believe, follow your goals and then claim your prize.

## Watch for the need to change

GOALS don't change but they can evolve. Don't change your goal but watch for the need to adjust it. For example, if you have a goal to write a novel that is going to make you a million dollars, great. Don't change the goal. Write that best seller. However, what if writing is not your "thing." Maybe the path to the million is writing a different kind of book and not a novel. Maybe it's something completely different. If your goal is set to take a few years, stay focused, but also remember that you are living your life too.

Ebenezer Scrooge who loved his money too much. He lost his fiancé; he lost the beautiful life he could have had. Don't let the goal possess you into losing everything. Let it rise with you.

The gracefully observant spider will set up her web in the best place possible, unless an outside influence causes her to move. We all have influences. And we all must adapt.

Be observant and be open for slight changes in the route to your final product. You can still get there. A research paper is the perfect example of this. If you start off with your outline but you notice a better direction while writing the paper, you will take the better direction! At least I hope you will. Go back and rewrite the introduction.

Robert Frost explained it well in his poem *The Road Not Taken*. The traveler was on his way: he was achieving a goal. That part isn't mentioned, but he does mention a fork in the road, a decision on his journey. While achieving goals, we must still make life decisions. We know he still accomplished his goal, because he proclaims his happiness. Watch for the good decisions that will make life beautiful while you are achieving your goal.

Two roads diverged in a yellow wood,  
And sorry I could not travel both  
And be one traveler, long I stood  
And looked down one as far as I could  
To where it bent in the undergrowth;

Then took the other, as just as fair,  
And having perhaps the better claim,  
Because it was grassy and wanted wear;  
Though as for that the passing there  
Had worn them really about the same,

And both that morning equally lay  
In leaves no step had trodden black.  
Oh, I kept the first for another day!  
Yet knowing how way leads on to way,  
I doubted if I should ever come back.

I shall be telling this with a sigh  
Somewhere ages and ages hence:  
Two roads diverged in a wood, and I—  
I took the one less traveled by,  
And that has made all the difference.

## Be accessible

1. We need people. Sometimes we think we can do it all on our own, and maybe we can. But the truth is, Wilbur needed Charlotte to make him incredible and Charlotte needed Wilbur to protect her babies when she died. It's hard to be accessible when we are so focused, but we need to try.
2. Serve others. Serve on your way to obtain your goal. Maybe getting to the goal is by serving others. Making money is providing service. How is your goal related to service?
3. Help others reach their goals. Give and little and take a little. It might be all you need. The most watched YouTube videos are How to videos. People need help. Everyone wants success. Help them and they will help you.
4. Go to Church
5. Have a Social Life
6. Call family members

Are spiders accessible? They don't run when you find them. They hold still and hope you really didn't see them, but maybe they are just listening.

LOL!

## Show don't Tell

Be careful announcing your goal. Sometimes your friends will want to help you, but sometimes they are just being polite. When is it okay to share your goal?

1. When no one will be hurt by it
2. When achieving it will keep you accessible- if you are going around telling everyone that you are going to be rich, you are not the graceful, observant spider
3. When you propose helping others. You can tell friend that you are working on a goal and hope they will help. You can also ask what goals they are working on and ask how you can help.

A scenario, you show several friends your newest book. Only one cares because he helped you edit it. The others act excited and some even order it and write a review. And that's it. They never ask how sales are going. They don't care. So, you back off and never tell them about another book. They are still great friends, but you don't talk about your books or success? Why?

1. To stay accessible. Writing books can move you into a reality that the average person doesn't understand. If your friends don't write, don't bring it up.
2. To stay in the safe zone. If everyone is playing golf or having babies, that's the safe zone for conversations.
3. Talk about them and not you! People care about themselves. They may bring it up again. And if they do, be cautious. They are your friends and you don't want jealousy or resentment.

# Keep Learning

Use your down time for the best things in life.

1. Read the best books and keep learning! What if you discover an angle that you didn't know?
2. Watch the best movies.
3. Surround yourself with goal-oriented people
4. Avoid the things that can hurt you or cause procrastination, such as drugs and alcohol, too much social media.
5. Be the best you and remember:
  - a. Write your goal
  - b. Plan your plan
  - c. Write your motivational statement
  - d. Remember to be like a spider: graceful, observant, strong and assertive
  - e. Believe, because the universe is powered by more than just us. If you believe it, you can achieve it. And just like in Robert Frost's poem, ask yourself if you are happy, because isn't that the ultimate goal?

Print your Spider and write your goal

