

Generally, achieving beyond the ordinary has very little to do with IQ levels. Thomas Edison, for example, was considered to be mentally ill as a student. Yet he produced thousands of very unique patents over the span of his dynamic career.

Edison was never driven by the thought of becoming wealthy. Every one of his clever inventions came from a motivation to satisfy a need. He was consumed with zeal to improve people's lives. This attitude produced energy, effort and a curious urgency.

It is probably not a coincidence that over 50% of Fortune 500 CEO's had only a C or C- grade point average in school. More than 50% of self-made millionaires never finished college, and 75% of U.S. presidents were, academically, in the lower half of their graduating class. So how did they reach such peaks? For most—it was passion and grit. They were hungry. High achievers are visionaries, not academic score keepers. Ideas and visions are what frequently move a person from mediocre to excellent. It's more about attitude than aptitude. It's that degree of extra hustle.

Steven Hogan once said, *"You can't have a million dollar dream with a minimum wage mindset!"* According to one study that focused on one hundred high achievers in athletics, music, sales, business and art, researchers sought to identify the commonalities they all shared. Their hypothesis, predictably, was that their conclusion would reveal that giftedness or early advantages gave them a head start.

The sponsors of the study were very surprised that their results contradicted their assumptions. The study revealed that the single greatest factor for success was not giftedness or intelligence. It was motivation to achieve a purpose. Hustle. They found that each person lived right at the boiling point, **212 degrees**. It's that one-degree extra that moves water from a liquid to a gas (steam).

Great achievers are, many times, motivated by questions like: *"What if I tried this?"* The fear of failing seldom enters their vocabulary. It's the hope to accomplish what they envision that becomes their overarching motivation and ignites extra hustle.

Michelangelo once said, *"The danger for most of us lies, not in setting our aim too high and falling short, but in setting our aim too low and achieving our mark."*

Joe DiMaggio is one of the greatest baseball players of all time. Joe led the New York Yankees to nine World Series titles in 13 seasons. Late in his career, Joe continued to play with passion, long after he was assured of making it into the Hall of Fame. After one game, a reporter asked DiMaggio why he still hustled so much. After all, he didn't need to prove himself anymore. Joe's response was that there were two reasons why he played so hard. First, he said, he still got excited each time he put that Yankee uniform on. Second, he knew there was always one fan in the stands that had never seen Joe DiMaggio play. So he kept the heat at 212 degrees.

Remember, a purpose driven zeal will out rank our "IQ" every time!!!