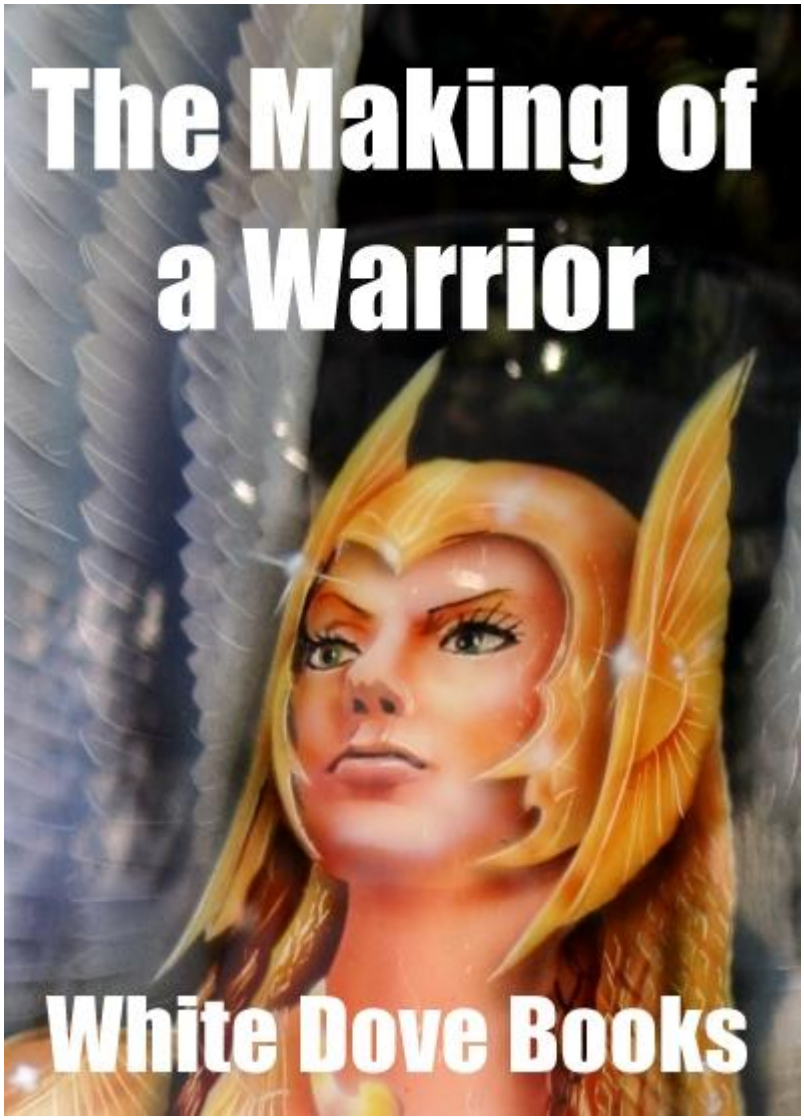
The Making of a Warrior

My Journey from Seeking Success to Finally Arriving

by Will Edwards



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The Day I Met Atip

Arriving at the gates of the Warrior's meeting place for the first time, I was aware of the subtle mixture of emotions within. There was definitely a bit of excitement mixed with some trepidation and at first, I wondered if it was even ok to go in.

The sign said 'Welcome', so I finally went inside and called out, in a not very convincing voice,

"Hello, I'm new here. Just wanted to say hi."

Before I knew it, someone had answered. It was Atip. He was very welcoming and was to become a kind of mentor to me over the coming years, but at the time I did not know that.

"Hi," he said "Welcome to the Warrior's Meeting Place. If there's anything you need, there are plenty of helpful people around here, so just ask and you are sure to get a good answer."

That's great, I thought, and I was just about to ask the first question that was on my mind, when someone else asked it for me.

"Hey," said Ankh "Can someone tell me how I can be successful?"

That saved me the bother, so I just sat down and waited for the Warriors to answer. What transpired was not, I guess, what either of us expected. Firstly, Pancake237 commented that Novice Warriors needed to start asking better questions. And then Tobias3rd added his comment to the effect that Ankh really needed to spend a bit of time reading through the archives.

Before long, quite a number of people had commented, but I don't think Ankh was very impressed. He actually replied to one or two of these people. Something to the effect that he was only trying to learn and he thought he had come to the right place. But perhaps he was mistaken. Boy was I glad that I didn't ask that question.

After a brief period of reflection, I thought about what Tobias3rd had said about the archives. There must be some really good material in there, I thought. So I went off to the dungeon with my reading glasses and the intention of getting an education. After reading for quite a short while, the first thing I realised was that a lot of people had previously asked exactly same the question that Ankh had asked, and there were lots of answers to it right here in the archives. So Toabias3rd was right about reading the archives. I actually learned quite a lot from my sojourn there.

Once of the most important things I learned was how to recognise a true Warrior. You see, of all the people who had taken the time to answer this question in the past, every now and then you found someone who seemed to identify with the plight of the Novice. These people seemed to be encouraging, understanding and genuinely helpful. I made a mental note of some of those names and then, I had a little brainwave.

It was possible to search the archives in such a way as to find what these True Warriors had said in the past. That kind of stuff, I thought, should be well worth reading. So I dedicated myself to reading, learning and trying to understand this great problem of success. It was indeed an education. But I knew that there was a lot more to learn and, since a lot of questions had been asked repeatedly, I was beginning to see the same answers quite often. It was time to go back up to the main floor of the meeting place.

Back on the main floor, I wandered around listening to other people's conversations for a while. As it turned out, there were a lot of Novice Warriors asking similar questions. I could feel the smile on my face as I realised that I knew a lot of the answers thanks to my spell in the dungeon reading the archive material and I was just congratulating myself on my first achievement when I bumped into Atip.

"Hey, my man," said Atip "How's it going? You getting what you came here for?"

I began to tell Atip about my spell in the archives and how much I felt I had learned when he interrupted to say,

"Great, great! That's a really good start. You are probably now ready for some clarification, so are you ready to ask your first question?"

I thought for a moment, not sure of what that might be. Of course, thanks to Ankh, I certainly knew what it was not going to be. Then I asked Atip,

"Well, I was wondering exactly how to get started. Do you think that would be a good question to ask?"

Atip placed his finger alongside his ample nose in a contemplative manner and then replied,

"You know something? That question tells me something interesting about you. It tells me you are a person of action because you want to get started and that's really good. But you get the best answers to simple direct questions. You see, the problem with that question is that there are ... well, a million possible answers and ..."

"Oh come on," I couldn't help interrupting "a million answers?"

Atip sighed. After a brief pause, he asked me a question,

"How many people do you think there are enjoying the level of success you desire, right now? Have a think and try to put a number on it"

I thought.

"Well," I began "there are certainly lots of unsuccessful people out there. Lots of people who are trying to become successful ..."

"Lots? How many do you suppose?"

"I really don't know!"

Atip explained that about 95% of people fail to achieve outstanding success. He said he knew that by listening to a famous Warrior who's opinion he respected. And then he added there that are almost 7 billion people on the planet and if only 5% of them had achieved outstanding success, that's about a third of a billion people.

"Wow!" I was impressed.

He then said something that made me stop and think.

"So, that means there are about a third of a billion ways to become successful."

"But hold on there," I replied "they can't all be doing different things. There just can't be that many ways to become successful."

Atip scratched his nose as a grin began to form itself across his face.

"No," he said "You are right. There are a lot more than that!"

The Hatching of a Plan

After thinking about what Atip had said about there being so many different ways to become successful, I began to realise that I had to find my own way, my own method. So I sat down with a blank sheet of paper and decided that I needed a plan. After staring at that paper for a while, I realised that I was not in a position to hatch my plan.

What should I do, I asked myself? Well, I knew the answer. What I would do is get myself over to the Warrior meeting place to look at the plans that other Warriors had come up with. That way I would be able to get some inspiration. I knew from my spell in the archives that there were plans laying about all over the place.

When I began to look for plans, I found a lot that were quite similar. Then I thought back to what Atip had said. Hmm, if there were at least a third of a billion ways of becoming really successful, why were there so few plans? Now, you know what struck me? That's a good question! It's specific, it's direct and it's simple. The thought crossed my mind that perhaps I should ask it on the main Warrior floor. But then I thought I would save it to ask Atip when I next saw him.

Meanwhile, I began to get my plan together, which was an aggregation and distillation of several plans that I found laying about in the archives. I even began to tweak the plan myself, chucking in some bits and pieces of my own thinking here and there, all the time thinking to myself that this plan is going to work. I am going to become really successful. In fact, the more I planned, the more I thought that it was going to be really simple to achieve that success after all.

When I had finished my planning session, I felt really great, really pleased with myself, and the first thing I wanted to do was to show Atip and ask him what he thought about it. So I went right up to the Warrior main floor and looked for him, but to no avail. He was not there. For two days, I lurked about the place, coming and going, just waiting to bump into him again, but he was nowhere to be found.

Well, I really wanted the feedback that I knew Atip could provide before I started my plan, but as he was not about, I thought I would just start. I felt sure this plan was going to work, so perhaps I didn't need his input after all. For the next three days I worked flat out on my plan. Every day, I took a stroll around the Warrior floor hoping to bump into Atip, then on the fourth day, he was there.

"Hi Atip," I opened "I haven't seen you about lately."

"Yes," he replied "I have been quite busy working on my latest project."

This gave me a lovely warm feeling because I realised that he had been doing exactly what I had been doing. We had both been working on becoming successful.

"Me too!" I said. "Actually, I wanted to get your opinion on my plan, if you don't mind giving it, that is."

"You don't need my opinion," he answered.

"Well, I do understand if you are busy that you ..."

"No," he interrupted "you really don't need my opinion because your results contain the answer you are looking for. If your plan is good and you have been following through by taking action, then the results you expect should naturally follow."

"Yes, I realise that, but what if they don't?" I enquired.

"Then that's a good thing," he said "because you will know that your plan needs to be updated or thrown away."

He went on to explain that you have to start somewhere and, in the absence of your own plan, taking someone else's and testing it to see if it actually works is a really smart move. He told me that the vast

majority of people don't do that and so they don't get to know, from experience, what works and what doesn't.

"Let me ask you something," he said "how did you go about constructing that plan of yours?"

Now, I thought I had done a great job because I had not just simply copied someone's plan. I had combined what I thought were the best features from many different sources and added some of my own ideas. And – this is where I thought I had done a good job – I had selected from the material offered by the True Warriors I had previously identified when I searched the archives.

"You did a good job," he commented "Now you just need to analyse your results and start the process of tweaking. Remember that: Plan, Do, Check, Tweak! If you keep doing that, you can't go wrong."

"But ... erm ... I need to know if my plan is any good," I eventually managed to stammer.

"That's right, you do. And the way to find out is to check your results. They are everything. Your results are the vindication of your methods. If you can measure your level of success, whatever it is right now, then you can work on improving it. And you remember how you can do that?"

"Tweaking?"

"Yes, tweaking. Keep tweaking based on the measurement of your results."

And he walked across the main floor and out of the concourse. As he mounted his horse, he waved and then rode off toward the distant hills.

Right at that moment, I thought again about that question I had meant to ask him, but it would have to wait until next time.

The Slough of Despond

Well, for the next few weeks, I didn't see Atip again. No doubt he was just too busy being successful himself. For all of that time, I had been working my plan. I remembered the old adage: you must first plan your work and then you must work your plan. And that is what I was doing, but I was also reflecting on what Atip had said, because he had gone a couple of steps further. He said that after the planning and the doing, needed to come the checking and tweaking.

So for those weeks, every day I was busy checking my results and plotting them on a graph to see if there was any progress I could identify. The results were pretty poor as far as I could see. Sure there was a little bit of success. But it was a lot harder to keep up the effort than I had first thought and the results were definitely not in direct proportion to the effort I was putting in, as far as I was concerned.

It was about then that I met Lazarus, one spectacularly sunny day, at the meeting place. He was very friendly and seemed to have lots of time to spare. He also seemed to know a lot about the subject of success. Right off the bat, he told me that my plan was rubbish. He said that he had tried doing exactly the same thing a couple of years ago and it just didn't work. How I wished I had bumped into him sooner. He could have saved me a lot of time, I thought.

After a lot of chat about our respective experience, he suggested that I ought to get involved in a success program he was promoting. He was making a killing, he said, and it was as easy as falling off a log. Someone as bright as me ought to be able to achieve the level of success I desired within a few short weeks. I kicked myself for wasting the past few weeks on my hair-brained plan and wished I had met this fellow sooner.

Within just a few minutes, I had enrolled in the same program as Lazarus. It looked really good. The website was very professional with lot of great tools and gizmos that I wondered how I thought it would be possible to manage without. And best of all, it was only

costing me a mere $19 per month to be a privileged member. With all the great tools, I could see it was such a great deal that other people would be mad not to join and I could make 50% commission by referring other people.

So, now I knew exactly what to do. I tore up my original rubbish plan and was really pleased to have a new, workable plan. If it was working so well for Lazarus, it would work for me too, so I threw myself into promoting this new program. After a few weeks, I knew I would be, well perhaps not rich, but well on my way to success.

About a week later, I bumped into Atip again at the meeting place.

"Hey there," he said "How's that plan of yours going? You should have some decent stats now and be about ready to go into your tweaking phase."

"Oh yes," I replied "... erm ... well I figured I could save myself a lot of time by coming up with a better plan because, as it turned out, my plan was rubbish!"

"And how do you know that?" he asked.

"Well, I learned that the plan was rubbish by showing it to another Warrior," I answered. "He told me he had tried the same thing a couple of years ago and it just didn't work."

"I am disappointed at you," he remarked. "You didn't even go round the cycle once. How do you expect to achieve anything if you are not prepared to see anything through?"

"Oh don't worry about me," I replied "I have a much better plan now. I am working on it every day and it is sure to get me to where I want to be in just a few weeks."

"Well, good luck," he said. "Just remember what we discussed previously. Don't just listen to what others tell you without due

consideration. Sure you can listen, but you have to begin to think in the right way too. Let your own results tell you whether or not your plans are any good."

As he made his way out of the concourse, I was left thinking about the situation I was in. Did I make a mistake abandoning my first plan too soon? It didn't take too much thinking about. There was no way I was prepared to bust a gut putting in all that effort for very little return. The new plan seemed to promise a much brighter future and I was going to give it my all.

For the next few months, I tried everything I could think of to make my new plan work, but nothing seemed to be working for me at all, at first. Still, I had access to an amazing array of tools and it had only cost me $57, so far. Surely it would only be a matter of time before this new plan began to pay off. Then, shortly after my third month of membership, something great happened: somebody saw one of my ads and bought into the same program as me.

Now, I was really happy because I knew I was going to be earning $9.50 per month from this one person's membership as my hard earned commission. I was feeling very good indeed. I only needed another 175 people to join up under me for me to be earning enough to quit my day job. I realised that other people might be put off, but I felt that it would simply be a matter of time. So I went at it with renewed vigour.

One month later, the other person left the program and I had no new sign-ups to show for all of my effort. I knew I was doing something wrong, but did not know what it could be. At about this time, I bumped into Lazarus again at the meeting place.

"Hi Laz," I began "How's it going with your membership? Are you still making loads?"

"Glad you asked my friend," he said "I am indeed making loads of dosh, but I dumped that program because it was not bringing in

enough. Sure I was making a killing with that program at first, but the market is now saturated. I have found another, much better program now. It earns me twice the commission and it takes less time to find the prospects because of a viral twist they have in the marketing funnel."

Well, I was relieved to hear that it was not my fault now he had told me what the problem was with the saturated market. How fortunate I had been to have bumped into him again, I thought.

"Hey," he added "this new program would suit you down to the ground. You could easily be pretty wealthy in just a few weeks doing this and it's really easy too. Do you want me to get the details over to you?"

"Let me think about it," I said, as that odd feeling of déjà vu came over me.

Time to Reflect

So, it was time to reflect on where I was and what would be the right way forward for me. I had decided to leave the program because it had cost me exactly $76 and I had made a total of $9.50 in commission. So, as I was $66.50 down in hard cash, it was a really easy decision. I knew the program was not going to work for me because I had put in four months of solid effort and I had actually managed to lose money in the process.

Had not Atip told me this very thing before I got involved in that program? He said that the results needed to speak for themselves. That's how you would know whether a plan was good or not. As it turned out, my original plan was actually better than this promising new program that Lazarus had told me about. I also remember that Atip had said that after the planning and doing, needed to come the checking and tweaking.

I had invested four months getting absolutely nowhere in that program. Where would I be right now, I asked myself, if I had committed that time to checking and tweaking? Somewhere, I remember someone saying, at one time, that your first loss is your best loss. Well, I don't know if that's the case or not, but what I do know is that the experience may have cost me $66.50, but I had learned something. I learned that sometimes you have to pay money in order to really learn a fundamental truth.

Was it time to dig my old plan out of the waste basket? I was not sure, after all, it did not seem to be as promising as I had originally thought, but then again, I had not done the whole Plan, Do Check, Tweak cycle. At this stage, I felt I really needed to talk to Atip again, but meanwhile I would go and mix with the Warriors and see if I could pick up any more good ideas.

One day, I was chatting with another Warrior, named Searchah26, about his plans. He was telling me how he had a similar experience to me when he first started out, but he was now very philosophical about

it, pointing out that what doesn't kill you makes you stronger. He said that he was now working on a plan to provide a service rather than a product and that he felt this was where his future direction lay. It got me thinking: I wonder what kind of service I might be able to offer?

As we were talking, another Warrior joined in. It was his first visit to the meeting place and he asked if it would be ok to ask a question to the other Warriors. I asked him what he wanted to know and he said he wanted to know how to succeed. I was about to tell him about the archives when, right then, Lazarus came up to the group and started talking about his new opportunity. As I began to tell Lazarus that I had decided not to get involved, I could see the new Novice was hooked and they walked off together talking about how easy it would be to get rich.

As I began to walk after them, I noticed the elegant black stallion tethered outside the concourse and realised that Atip was somewhere in the meeting place. A short search and I was able to find him.

"Hi Atip," I began "I wanted to say sorry for my lack of understanding of what you were trying to tell me when we last met."

Gracious as ever, Atip smiled and said,

"My friend, you don't need to apologise. It is only when the student is ready that the teacher can appear. Remember that you always need to be ready in order to move forward. You sometimes get the right information at the wrong time, so that's ok. Just remember the lesson."

"So I wanted to tell you that the second plan turned out to be rubbish," I said.

He lifted an eyebrow and leaned forward a little as he questioned, in a very confidential tone,

"And you found that out by doing and then checking the results – right?"

"Yes!" I replied.

"Then you have learned how to know whether your plan is a good one. Do you remember asking me that question? Now you have your own answer and notice that it came from within you. All the best answers come from within."

All of this time, since our last talk, I had been wanting to get that other question that I mentioned answered by Atip, so I thought that now would be a very good time to ask.

"When you first told me about tweaking, I remember just as you were riding off, thinking of a really good question I wanted to ask you. So I am really glad to be able to ask you now."

"I am all ears" he said.

"Now what was it?" I said, thinking out loud.

"Yes, that is a very good question" he replied.

"No, I remember now. If there are at least a third of a billion ways of becoming really successful, why do there seem to be so few plans?," I asked.

"That is a good question. But let me ask you one in return" he said. "After you have become successful, will you publish your plan for everyone else to read?"

"I don't know." I eventually answered "Possibly."

"That's a good answer. You may, but then again you may not. Successful people are busy being successful, not usually, explaining to others how to become successful. There are many plans to which you will never have access and that's why forming your own plan is so difficult to begin with."

"So, how do I start? I mean, how do I start creating a good plan?" I replied.

"Well," he said slowly and deliberately "you start by not starting. You don't start by constructing a plan, you start with a strategy. Between now and next time we meet, I would suggest that you start thinking about who you are trying to serve and what they need. Once you properly understand that, you can begin to come up with a plan to meet those wants and needs."

As I said the following words, "... but I already know who I am trying to help. My market is very broad and includes everybody between the ages of 16 and 80, of any level of education, belonging to any level of the social strata who might need to develop, in any one of a myriad ways, in order to achieve their true potential," I simultaneously realised how stupid they were.

He looked me in the eye and winked. He knew, of course, that I had realised I had some homework to do.

My Homework

To begin with, I decided to start looking for what a strategy is and why we need one and I finally came up with some very good answers: we need a strategy because of the existence of competition and strategy is how we win the game.

Our strategy is how we position ourselves as the natural and logical provider of the goods or services our customer wants or needs in order to achieve their goals. Now all of this stuff is quite an eye-opener don't you think?

Before you can begin to think about positioning yourself as the natural and logical provider of goods or services, you first have to understand what your customer wants or needs in order to achieve their goals. That means you have to get deep into the heads of your target market and that means that you need to know who they are, specifically, and what they are trying to achieve, specifically.

Now, in any market, there are existing suppliers of goods and services with whom we must compete. Their presence is a good thing because, if there is no competition, then there is no market. What we need to do is figure out how we can do better than the competition in some way. We need to provide better products or services, better marketing if we want to attract sales and affiliates and we need to support our customer's outcomes better.

So our strategy needs to encompass the following:

- We Need a Vision
- We Need a Plan
- We Need Unique Selling Propositions (USPs)

It took me a while, but eventually, I managed to identify who my target market was and what they were trying to achieve. Following

that, I was able to identify a service I could provide and a way of doing it that made me unique.

My plan came about by completing the following steps:

- Understand the Customer's Outcomes, Wants and Needs
- Decide on the Product or Service to Offer
- Develop or Acquire the Necessary Skill and Tools
- Develop the Vision, Mission and Plan

Once the new plan was formed, I immediately felt I wanted to get some feedback from Atip, but I realised that I already knew what he would say to me. He would tell me that there is only one way to find out whether or not the plan was a good one: Plan, Do, Check, Tweak – that was his formula for success.

So I resolved to complete the plan based upon my strategy of serving my target market in a way that firmly separated me from the competition.

By the time I met Atip again, I was resolved to have executed the first part of my plan so I would be ready to discuss the results with him. And, when I had completed the first part of my plan, I got immediate feedback. The results told me that the plan was going to work. This was not based upon any kind of estimation or gut-feeling, it was a fact; something I knew because of hard evidence.

As always, Atip would be ready to add a little to my knowledge.

Saying Goodbye

In our final meeting, Atip surprised me by telling me that he was leaving the Warrior meeting place for good but that, before he left, he wanted to ask me a small favour. Of course, I was more than happy to do anything I could to help and asked him to just let me know what he wanted.

"Before that," he said "let's look at your plan. We know it's a good plan, don't we, because you proved that to yourself by your excellent results? Now, in this case you decided to offer a service, so it's very important that you capture the names and email addresses of your customers because the hardest part of succeeding is now behind you i.e. finding your customers. Once you have them. Treat them very well, give them more than they expect every time; and they, in turn, will reward you very well indeed.

Now we come to the tweaking. You remember that you did the Planning and the Doing. We now have the results of your project, so you did the Checking. That now leaves the Tweaking. This is something you will never finish. Commit yourself to constantly tweaking your approach based upon what works and what does not; and never stop doing this. You will get better and better and achieve ever greater levels of success."

Again, I received excellent advice and was grateful, but the moment was tinged with sadness because I knew he was planning to leave.

"What do you want me to do?" I eventually asked.

"Well," he began "when I joined the meeting place as a Novice, I just couldn't make any money at all."

"Really?"

"Yes. But then a wiser Warrior, kind of, took me under his wing and showed me the ropes and with his guidance, I began to become

successful. Eventually, I became what I consider to be a success and one day he told me he was planning to move on."

"Just like you did for me" I said.

"Yes. And he asked me to do something for him before he left. He asked me to help other Novices in the meeting place and to not leave until I had helped to make at least one other person successful. Of course, I agreed. Now, the time has come for me to ask you to do the same thing. Will you agree - you don't have to say yes?"

Of course, I was flabbergasted, but also honoured to think that he thought I was now qualified to help a few others. I had only one question left to ask.

"How do you think I could best do that?"

"You are a writer," he said "use what God has given you."

That was the last time I saw Atip and this book represents my tribute to him, the unsung hero who helped me to finally achieve success.

Final Words

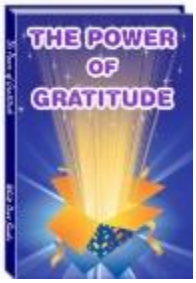
You may be seeking success right now. Perhaps you are still looking for that little pearl of wisdom that can make the difference and propel you forward toward your goal. Well, I hope you have found something of real value in this little book which was written especially for you.

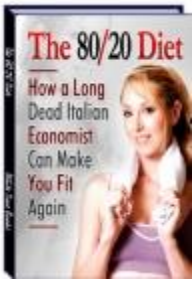
Allow me to wish you well in your own personal journey to success. If you follow the advice in this book, you will be well on your way. Remember, you need a Vision, a Plan and a USP (Unique Selling Proposition) that separates you from your competition. This constitutes your strategy that will separate you from the remainder of the field.

Then, once you have developed your strategy, commit yourself to the Plan, Do, Check, Tweak cycle and remember that the checking and tweaking never stops. If you will do what we have discussed in this little book, then success simply cannot elude you for long.

Good luck my friend!

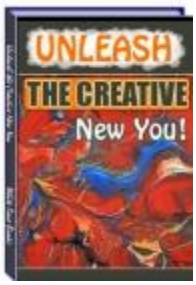
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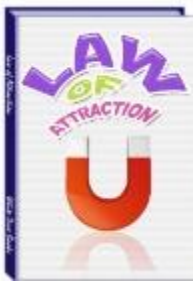






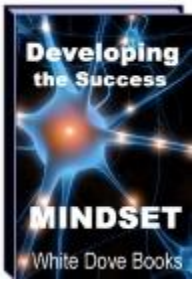


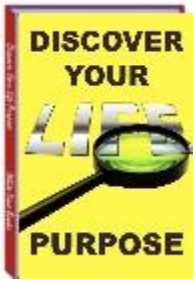


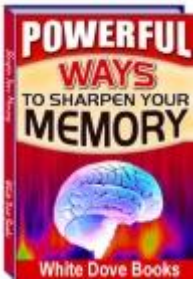




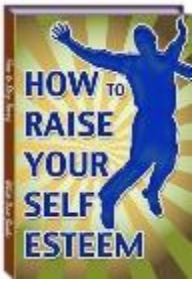


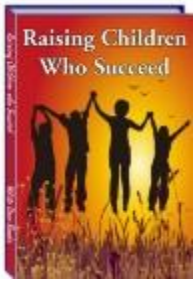


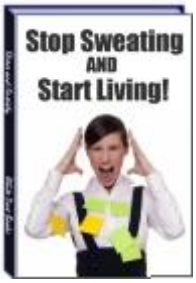












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About Will Edwards



Will Edwards is the founder of White Dove Books and a graduate of the University of Birmingham, England.

He writes books, blogs about his passions and runs personal development workshops. Will has written 3 best selling books within the personal development genre ...

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Today White Dove Books works in partnership with many authors and on-line publishers of inspirational material to provide a quality online service that serves thousands of people in dozens of countries across the world.

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