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3 Ways to Attract Success After Graduation

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Gail Miller, owner of the Larry H. Miller Group, gave the following commencement address on May 7, 2016. It has been condensed and edited for length. [Read more about Gail here.](#)



Most of us think that success is something we pursue, but I believe Jim Rohn was right when he said, “Success is something you attract by the person you become.”

I want to share with you three things that I have found to be foundational to success.

Values

Einstein reportedly said, “Try not to become a person of success, but rather a person of value.”

Over the years there were many times when Larry and I found ourselves at the beginning of something new—buying our first dealership, going into debt to keep the Utah Jazz here, building a movie theatre, creating a race track or some other new adventure. Again and again we found ourselves stepping into the unknown, much as you are doing now.

Along with the excitement, each new venture brought with it some trepidation. That's why it was so important to have something to guide us. With a clear set of values your life has a firm foundation. Whether it's being entrepreneurial, working for someone else or raising a family—you will attract success.

Take the time to think about, clarify, and write down your personal values. What drives you? Define who you are or who you want to become and then be it. Put your values in black and white and consistently practice living them. This will shape everything you do in life.

Hard Work

Because entrepreneurship has been such a big part of our lives, Larry came up with his own definition of an entrepreneur. His list contains ten things, of which the last one is most important. Number ten says, "An entrepreneur understands that the place he lives and works should be better when he left than when he came, because he was there."

Entrepreneurship allows us the opportunity to make the world better. No one lives forever, but what you do with the life you've been given can impact many generations.

Today is your day of celebration and accomplishment, but let tomorrow be the day you give serious thought to how your life decisions will make the places where you live and work and play better because you were there.

Money

The number one rule about money is: "keep it in perspective." Never let money define you. It has a power of its own and you must not let it control you.

Money can be good or evil, uplifting or degrading, helpful to others or hurtful. But in reality, money itself is neutral—it's what you do with it that makes it good or evil.

If you can't be happy now, more of something later probably won't make you happy either. It's been said that money simply makes you more of who you really are. If you use it to enrich people's lives and to do good things in the world, you will have done far more than those who simply seek to amass wealth.

May you all seek for and find the treasures that fulfill your life while building on values, hard work and the proper perspective of money and then share your good fortune with others. My very best to each one of you for continuous success, peace and happiness!

2016 Jon M. Huntsman School of Business Commencement Ceremony

<https://www.youtube.com/embed/GTdnNe7VSMM5603150>

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