

12 Ideas on how to use failure to propel you into success

By Michael Lichenblat



About Michael Licenblat

In the world of business and professional services, no matter how confident, competent or experienced you are, setbacks are a part of every process. How well you handle those failures, challenges and problems will often determine how successful you are going to be.

Michael Licenblat is a **resilience expert** who teaches people how to **achieve more in high-pressure environments** by bouncing back from pressures, setbacks, and rejections.

Born into a family of entrepreneurial parents, Michael grew up working inside the numerous family businesses and quickly learnt that success often came to those who can ride the bumps, get up, and keep going.

Over 20 years ago, Michael became one of the pioneers in building a successful natural therapies business through overcoming market rejection, refusals, and knockbacks.



Drawing on his background in Psychology, Shiatsu therapy, and over 25 years of Martial Arts experience, Michael has helped countless companies become '*pressure proof*' and learn how to bounce back from the setbacks and challenges so they can out-achieve their competition.

In Michael's upbeat, interactive and hands on presentations, he takes you into the world of reading 'pressure patterns' and building personal resilience so that you walk away with practical ideas on how to 'keep your drive alive'.

Michael is the author of '*Pressure Proof – how to thrive in time of disruption, change, and pressure*'. His articles are regularly published in several journals and, among his clients, he has delivered presentations to Toyota, Chemmart, REIV, Coles Myer Ltd., Pitcher Partners, St George, Smartline, SEEK, Hocking Stuart, Maurice Blackburn Lawyers, Maunsell, SalesForce, and the Victorian Parliament.

**I CAN ACCEPT
FAILURE, EVERYONE
FAILS AT SOMETHING.
BUT I CAN'T ACCEPT
NOT TRYING.**

Michael Jordan

**FAILURE IS SIMPLY
THE OPPORTUNITY
TO BEGIN AGAIN,
THIS TIME MORE INTELLIGENTLY.**

HENRY FORD

A black and white photograph of a person standing on a rocky shore, looking out at a large glacier under a cloudy sky. The person is seen from behind, wearing a jacket and pants. The glacier is a massive, light-colored mass of ice with some dark patches. The sky is filled with dramatic, dark clouds. The water in the foreground is calm, reflecting the person and the glacier.

**NEVER LET SUCCESS
GET TO YOUR HEAD;
NEVER LET FAILURE
GET TO YOUR HEART.**

I'VE PROBABLY EARNED
THE RIGHT TO SCREW UP
A FEW TIMES. I DON'T
WANT THE FEAR OF
FAILURE TO STOP ME
FROM DOING WHAT I
REALLY CARE ABOUT.

Emma Watson

**EVERY FAILURE
IS A LESSON.
IF YOU ARE NOT WILLING
TO FAIL,
YOU ARE NOT READY
TO SUCCEED**

I'VE MISSED MORE THAN
9000 SHOTS IN MY CAREER.
I'VE LOST ALMOST 300 GAMES.
26 TIMES I'VE BEEN TRUSTED
TO TAKE THE GAME WINNING
SHOT AND MISSED. I'VE FAILED
OVER AND OVER AND OVER
AGAIN IN MY LIFE.
AND THAT IS WHY I SUCCEED.

—MICHAEL JORDAN

Success consists of going
from **failure to failure**
without loss of enthusiasm.

- *Winston Churchill*



**WHEN EVERYTHING
SEEMS TO BE
GOING AGAINST
YOU, REMEMBER
THAT THE
AIRPLANE TAKES
OFF AGAINST THE
WIND, NOT WITH IT**

“

Just because
you fail once
doesn't mean
you're gonna fail
at everything.

—MARILYN MONROE

”

**DON'T WORRY
ABOUT FAILURES,
WORRY ABOUT
THE CHANCES
YOU MISS WHEN
YOU DON'T EVEN
TRY.**

— JACK CANFIELD

**IF “PLAN A”
DIDN'T WORK, THE
ALPHABET HAS
25 MORE LETTERS!**

IF YOU FAIL,
NEVER GIVE UP
BECAUSE
F.A.I.L. MEANS
FIRST ATTEMPT
IN LEARNING.