

Success Secrets of Self-Made Millionaires

Are You Ready?

First of all, I would like to congratulate you for making the decision and commitment to get this success manual in order to start making some outrageously successful changes in your finances and in your life!

By taking that first step, you have already separated yourself from the majority of people who only wish for their lives to change but never do anything about it. You are already giant steps ahead of the masses. So, you should feel really great about that!

One thing I'd like you to understand is that this manual is not designed to be read passively. The only way you will gain any real benefit from it is by using the information, by applying the knowledge and the strategies to your own life. When you do that, there will be no limits to the level of success you can achieve.

Your active participation will be required in various chapters. You will be asked to do some simple exercises which will provide you with the answers you can then use to be totally successful. So, please do the work required. It's really not difficult at all, and it will only take you a few minutes per day to do them. If you do that, I promise you that your wildest dreams will become your daily living, breathing reality.

I should also warn you that if you don't use the information in this book, and if you don't apply what you learn, this book will be of very little use to you.

Without action, knowledge simply turns into "useless information."

That's the very first, and extremely important success lesson: Take action!

So, the question I would like to ask you is this...

Is being outrageously successful & wealthy, and turning your wildest dreams into reality, worth spending a few minutes a day on some simple exercises? If your answer is no, then I'll be honest with you...this book is not for you.

If your answer is yes, and you *are* willing to do a little work to get big results, then get ready for a thrilling ride!

The Success Formula: A Quick Overview

I have found that planning for success is very much like planning for a road trip. It consists of a series of steps that need to be taken in the correct order.

The challenge for most people is that they never take these steps in the right order. Others don't take all the steps, and others don't even know what all the steps are. (?)

I remember saying to myself once, "Wouldn't it be nice to go visit someplace fun!" It was a nice thought and I was pretty excited as I thought about the possibilities that lay ahead of me.

A year later, I realized that I hadn't taken that trip.

The problem was obvious. My idea was too vague. I wasn't **specific** enough.

That's the **first step** of the success formula: You have to pick a destination! You have to figure out exactly where you want to go. In other words, you have to **clarify the result you're after!**

You have to get *specific* and pick a place! Unless you do that, you'll never make it out of the house. If I don't know where it is I want to go, how would I ever get there, right?

So, I did that. I got specific and I picked **Las Vegas!** ;-)

A few more months went by. I was still not in Vegas. You guessed it. I didn't take the next step, which was to make a commitment! To pick a date! **To make a decision!**

It was obvious that if I didn't make a firm decision by picking a date and committing to it, I wouldn't get anywhere near Vegas.

So, I picked June 16th. Oh, now I was committed. I was getting somewhere.

Next, I needed to figure out how to get there. I had to decide whether I was to drive or take public transportation, to leave in the morning or the evening. I had to buy a few things for the trip, I had to pack. I had to *get my stuff together*.

And most importantly, I had to get maps so I could figure out which highways to take to get there with the least amount of difficulties! That's step 3: get prepared and **have a plan!**

I was really cranking now! Everything was set. I was ready to go as soon as June 16th came around.

But everything could still fall apart unless I *followed through* on my plans. Making plans is just half the battle. You still have to get off your butt and go! Which is step 4: You have to follow through. You have to **take action!**

And so I did that. I packed up and I went for it!

Now, you and I both know that I still have some work to do after I get up and go, right?

Coz you see, after you get in your car and start driving, your journey has just begun! You can't just sit in the car and hope to get to Vegas. No, no. You have to watch the road! You have to steer the car as the road curves. You have to watch for signs, stop lights, pedestrians, animals, kids and all that stuff.

Oh, and let's not forget those crazy drivers out there! You definitely have to watch out for those guys!

And lastly, if you make a mistake and take a wrong turn somewhere, you have to correct yourself and get back on track. That's step 5: You have to **pay attention and adjust/adapt as needed.**

So I did that too. I slowed down and sped up and stopped and turned and did everything else, as needed.

A few hours, and several food and rest breaks later, I was in Las Vegas! Mission accomplished! Time to have some fun!

And that's all there is to it. Sounds simple enough, doesn't it?

Believe it or not, that's basically how you get from point A to point B with *anything* you do in life! Yes, these steps are very basic and I've missed some of the details, to be covered later, but those are the main steps.

If you do nothing else but follow them in order, you'll usually reach your destination.

Anyways, now that you are familiar with the big picture, let's start filling in the details. And don't worry, I'll give you all the details you'll need!

Next Stop: Financial Independence!

Okay, as I've said earlier, the above steps can be used to succeed in any area of your life.

The goal of this book, however, is to help you achieve *financial* success. That will be our main focus throughout the book.

It is common knowledge that most of us will not get rich working for someone else. Most of us will not get rich working at a "job." That's just the way things are.

If you haven't figured it out already, you should know that whenever you follow the majority of the people, whenever you do things the way the masses do it, you're pretty much doomed. Because, by following the masses, you'll get the same results as they are getting, which is usually pretty dismal.

I learned the hard way that in order to get results similar to those of the rare 5% of the **successful** crowd, I would have to break away from the norms of the rest of the population and follow the methods of the successful 5%. I would have to unlearn what I knew **and** learn what the successful people were doing.

That is exactly what this book will offer you. I will share with you all those things that the successful people are doing to create amazing successes, and to make money.

I will also show you how you can get yourself to **take action!** To consistently follow through on your plans and reach your goals. I will reveal all the strategies and principles of the successful people so that it will be very easy for you to get the same kind of results they do.

But...unfortunately, that's all I can do. In the end, you'll have to be willing to put this knowledge to use. In the end, only you can decide how successful you will be.

You see, I can only offer you the tools. You have to use them.

If you can make a promise to put these tools to use, to take the time out to apply the knowledge and principles I share with you, I can promise you that you **will** be successful!

The Fast-Track To Financial Independence

So, what is the fastest road to financial independence?

I'm willing to bet that you already know the answer. The quickest way to gain financial independence is to have your own business. A business where *you* call the shots, *you* set the hours, and *you* keep **100%** of the profits!

But you probably also know that for most people, starting a business is not that easy, is it? And if you already have your own business, you probably know all too well that it's not that easy to earn a consistent profit and make a living running your own business. Also, it's often not as "fun" as some people make it out to be.

Well, that's what this book is about. It is about giving you the tools and knowledge that few people know and use to make their business a success, to earn generous profits.

Or, maybe you have your own business and you're *already* making good money from it but would like to make more money, and become more successful!

Well, we'll cover that as well. Whether you have a successful business, an average business, or no business at all, the information in this book will help you be as successful as you'd like to be!

So, if all it takes to be financially successful is to start and run your own business, how come everyone isn't doing it? And how come everyone isn't successful?

Good question.

One of the most important lessons we can learn from the successful business people is, they are not just running "a" business. They have chosen a business that allows them to do what they enjoy doing! They actually look forward to working on their businesses every day because they enjoy it.

One of the main reasons most businesses fail is because the owners usually choose a business that they think would make them the most money. Most of the time, the owners don't enjoy doing the work that is required to run the business. And quite often, the owners actually hate doing the work.

See, they took the first step, which is to pick a target, a destination, but they didn't pick a very good one. If I would have chosen to go to the Mojave Desert instead of Las Vegas, you can bet that I would be hating it too when I would finally get there.

I just know right now that I wouldn't enjoy the dessert. So, why choose to go there? Sounds easy enough when you're picking a place to visit, doesn't it? But when it comes to choosing a business, most people don't realize that the same principles apply.

So, after we've picked a business that we can enjoy working on, we are guaranteed to be successful, right?

Not quite.

See, even after I picked an enjoyable place like Vegas, I would still need the confidence, the courage, and the motivation to continue my journey till I **got** to Vegas. I would need to be **mentally** prepared for the journey to be able to handle the roadblocks, detours, accidents or other challenges that came my way.

For many of us, this is where most of the problem lies when it comes to starting and running a business. And it is not a small problem either.

You've got to have a burning desire for achieving your goals! You've got to want it with a passion. And, you have to decide to go for it. You've got to decide to not give up after the first few bumps and hurdles.

The Mental Factor

Over the years, I've come to find out that no one is really *unsuccessful*; they just haven't **learned** how to become successful **yet**.

**People are unsuccessful only because they haven't
learned how to become successful yet.**

That's right...success can be *learned*!

See, I believe that most people are unsuccessful not because they're lazy, or lack the skills or the intelligence. They just haven't learned to do what successful people do.

Successful people do most things very differently than the rest of the population. They think differently, they perceive differently, and they sure as heck **act** differently. But most importantly, they have learned one very important truth: **Success always starts in the mind.**

Actually, **everything** starts first in the mind. Every goal you have accomplished, every skill you have learned, started first as just an idea in your mind. If you were to even reach out to pick something up right now, you would first have to *think* about doing it.

Success is no different. In order to be outrageously successful, you have to adopt a "success mindset." And since I believe that you can be successful in every area of your life, including the area of finances, I like to call this mindset the "abundance mindset."

Let's discuss this mindset further...

The Abundance/Millionaire Mindset

So, what exactly is the real key to success?

It is the *frame of mind* you keep on a consistent basis, it's what you *focus* on most, it's what you *believe* to be possible or not possible. It's your *mindset*.

With the right frame of mind, humans can accomplish some pretty amazing feats, some of which would normally be considered *impossible* by most people.

With the correct mindset, you can do just about anything!

Successful people know that when you change your mindset, you change your reality - you change your world!

When you change your mindset, you change your world!

Successful people have a very unique mindset. Their beliefs and values are very different from those of other people. And they have adopted different habits that support their beliefs and helps them achieve their goals.

As a result, successful people react differently to events, situations and challenges in their lives. They also react differently to what other people say or think. Only they decide what they are to focus on at any given time.

Successful people *ask the right questions!* While most people look at a situation and ask "Why isn't this working?", the successful person will look at the same situation and ask "How can I make this work?"

Where most people will wonder "Why is this happening to me?" the successful person will ask "What can I change in order to *get what I want?*"

Successful people have a very different mindset.

But here's what's interesting...

Successful people are **not** born this way. They are different because they **choose** to be different, because they took the time to learn and adopt what was needed. They simply decided to change their lives because they didn't like what they had. They didn't like the kind of results they were getting, or the direction in which their lives were headed. So they decided to change it.

But they realized that in order to change their lives, they first needed to change their beliefs, values, and habits. They needed to change their mindset. And so they did.

Anyone can choose to do the same! Anyone can decide to become successful. Anyone can obtain riches, optimum health, fulfilling relationships, and so on. Anyone can go out there and start searching for answers, for knowledge and skills that would make them successful.

And since success starts first in the mind, anyone can choose to adopt new empowering beliefs & habits and let go of the old, limiting ones.

Throughout this book, you will discover the knowledge, beliefs, views and insights that these highly successful people know and use to get whatever they want in virtually every area of their lives. You will also learn how you can imitate and integrate these powerful knowledge and beliefs into yourself and get the same kind of results.

For starters, here's an important principle for you to grasp...

If you'd like to create a specific mindset, you have to rehearse it.

To create a mindset, you must *rehearse it!*

For the most part, your mind learns through repetition. This is why any skill or activity can be learned through practice i.e. "repetition" - until it becomes **automatic**. It becomes automatic when your mind finally "gets" it. Whatever it is that you're doing repeatedly, either consciously or unconsciously, your mind picks up on it and assumes that you want to learn it. So, it starts paying attention to the repetitive task and begins to learn it better and better each time it's repeated.

Primarily, everything is learned through repetition, through rehearsal.

And, this is where most of us fall short. We don't rehearse, we don't repeat the lessons long enough for the mind to get it and make it a part of who you are.

Most of us read a great success book **one** time and think everything will change. If only it were that easy.

Successful people read certain books over and over till the book is falling apart!

Why? Because they've learned the most important lesson about success. That, you have to continue to feed positive information and success advice to your brain every single day – until it gets it!

It doesn't happen overnight. It can't. Most of us have years and years of negative conditioning and beliefs to work through.

That is why repetition is so important! More important than most other things.

Rehearse a task - or even a mindset - until you master it.

What Do You Believe

You already know that successful people think differently and have different beliefs. These beliefs that they have chosen to adopt play a big role in dictating their level of success.

You see, beliefs are not necessarily what's true or factual in the real world. The power of each belief comes only from you, the believer of that belief; The strength of your belief depends on how strongly *you* believe it to be true.

That means you can believe whatever you want to believe. As long as you believe it to be true, it will be true in **your** life. Consequently, you will attract events, experiences and people in your life to match your beliefs, which will in turn **strengthen** those beliefs.

For this reason, it is very, very crucial to adopt only the beliefs that serve you and to let go of those beliefs that limit you.

To be successful, you have to adopt similar beliefs. You have to think like successful people do; you have to believe what they believe.

As you begin to adopt the beliefs of successful people, you will realize that a lot of what you learned growing up was not very useful. They were not the best advice, lessons, beliefs and habits we could have adopted and used. It's not your fault. The society we live in made it difficult for us to not pick up on these not-so-useful beliefs and habits.

But, all is not lost. Beliefs can be changed. You've done it before. It takes courage to be willing to look at your current beliefs and then decide whether they serve you or sabotage you, whether to keep them or get rid of them.

And yes, it takes consistent rehearsal and repetition, until your brain “gets it.”

We've been *conditioned* from Day 1 to believe that money is not important. We have been conditioned to believe that wanting money is wrong and unethical. And yet the entire world seems to run on money.

It is one of the biggest myths known to man. And it's one of the main reasons why the majority of people are not wealthy.

Money is simply a way to measure the amount of *value* you create for others. If you have a lot of money, that means you have created a lot of value in other people's lives. If you don't have the kind of money you'd like to have, that simply means that you have not yet

produced the kind of value for others that you're capable of...or...you just went about it in a not-so-useful way.

Money may not be the most important thing in life, but let's face facts here. Money is pretty darned important in this day and age. Money is how you support your loved ones. It's how you support **yourself**! It's how you buy food, water, shelter, clothing. It's how you pay the medical bills. It's how you help others! Are these not important things? Are your loved ones not important to you? Of course they are.

And, if you feel that it's more important to contribute to others than to be rich, well guess what, when you have more money, you can contribute **more**! You can do much more for others and you can help a lot more people when you have more money.

The Power of Focus!

Did you ever play with a magnifier as a kid? I remember trying to burn a hole through paper by allowing sunlight to pass through the magnifier and hit the paper.

Direct sunlight didn't have this burning power. But when that same light was intensified and focused on to one point, using the magnifier, it would create intense heat, and sometimes fire!

That's the power of focus.

You can intensify your thoughts, intent, and actions the same way. We have touched on this subject before, and I'm sure you've heard it elsewhere before, but it deserves it's own section.

Whatever you focus on consistently will become your reality!

When you allow your mind to wander, when you allow it to focus on whatever happens to be in front of you, at random, you don't get much done. You don't move forward in any direction.

But, when you consciously get yourself to focus single-mindedly on a specific goal, you create an amazing amount of productive energy.

The right amount of focus can cut through any barrier and help you accomplish any task.

Learn to shift your focus from the random, unimportant thoughts to what you want done.

Your mind will only focus on what you allow it to focus on. Give your mind a direction to move towards, a target to shoot for, a goal to accomplish.

If you give the ongoing events, and people around you, the power to choose your focus, they will jump to it! And they will control your destiny.

Only you get to decide what you focus on. Not your environment, not your situation, and certainly not other people.

How do you do this? Practice! Rehearse it.

So, take back the control of your focus - and of your life.

Input Equals Output

Just as focusing on what you want will get you what you want, focusing on what you **don't** want will only get you more of what you don't want.

You've probably heard this before...

You reap what you sow.

If you plant corn, you will get corn. If you plant weeds, you will get weeds. And...if you don't plant *anything*, you will usually still get weeds!

The weeds will grow regardless. Weeds don't need cultivation.

It's the same with your mind.

If you let positive, productive and creative thoughts in, you will get positive, productive and create results out.

Similarly, if you let thoughts of fear, worry, and pain in, you will only create the same in your life.

And... if you don't let anything in intentionally, there's enough negative news and information around you to make you think negative anyway! (Weeds will grow regardless, remember?)

Aside from what you internally focus on, you have to also be careful of what you focus on most on the *outside!*

Guard your mind from the thoughts that enter into it! And guard it with your life!

If you tend to watch or read the news a lot, beware! A lot of what is discussed on the news these days are "negatively charged." There's more bad news on the news than good news.

It doesn't matter that it's happened to someone else. If you focus on the bad news enough, it will start to steer your thoughts, actions, and consequently your life, in the wrong direction.

Our society seems to thrive on melodrama. Pain and suffering seems to be the way most people can connect with others. Be very careful what you're consistently focusing on.

If you don't think you can live without the news, then find a *balance* between being informed and being drowned with the news.

You get to decide how much of the negative stuff you let into your mind. No one else should decide that. But if you don't take control, others will do it for you, especially the media!

Outline Your Daily Focus

Let's face it...sometimes you will be *forced* to focus on negative things that you'd rather not focus on.

When this happens, learn to catch yourself. And learn to stop yourself. Don't spend too much time focusing on the negative. As soon as you realize you're doing that, simply realign your focus. Direct your thoughts towards the positive, the productive, the creative.

All it takes is a little practice.

One of the best ways to prepare yourself in advance is to create a list of "*daily questions*" to focus upon.

Make up a list of the important questions and thoughts you'd like to focus on as soon as you wake up in the morning. This will condition your mind to focus on things you want it to focus on instead of dwelling on random (usually negative) thoughts.

Questions work really well because it allows your mind to *get involved* with the process!

Just thinking positive thoughts can be difficult sometimes. But when you ask yourself *questions*, you trick your mind into paying attention and getting involved. Your mind has to *shift* focus!

Here are some examples of questions you can ask yourself:

What do I want to focus on most today, and why? (Remember, the "why" is very important!)

What am I absolutely committed to doing/accomplishing today, during the week, the month, etc.?

What is most important to me in my life?

What am I most grateful for in my life?

(Remember, giving gratitude every day is an absolutely powerful way to attract wealth and success to you!)

Exercise:

Create your own set of daily questions by modeling the ones above. Feel free to use the ones given above as-is, and add your own as needed.

Ask yourself these questions as soon as you get up in the morning, before any other train of thought sneaks in there. Whatever you start your day focusing on is usually what your mind will focus on most throughout the day.

Do the same thing at night, just before you go to bed. Your mind is most impressionable at this time. Make use of it.

Wanting Verses Deserving

So, we've said that in order to get what we want, you've gotta have a *burning desire* for it!

You've also learned that you have to *believe* what successful and wealthy people believe if you are to ever have the kind of wealth and success as they do.

The combination of the two can be very powerful. But if either one is missing, you won't go too far.

Wanting something bad enough is very important if you are to ever achieve it. But if you don't believe you'll get it, then you're wasting your time.

You have to realize something very important...

Understand that in life, you will not get what you really **want**. You will only get what you *believe* you **deserve**.

You will not get what you *want*.
You will only get what you *believe* you *deserve*.

What this means is that if you want something, you will do what is necessary to get it. But...if you don't believe that you deserve it, you will unknowingly and unconsciously sabotage your progress. Or you will get something and then mysteriously lose it again.

So, even if you have a strong desire for achieving a goal, on some level, you will also simultaneously try to avoid getting that goal, if you don't feel you deserve it.

Do you truly believe that you deserve to be successful in every area of your life? If you do, then you can be successful. If you don't believe this yet, you better start or else it may never happen.

I'm sorry but there's just no way around this one. You have to believe that you deserve it. As you've learned earlier on, it doesn't matter what is true. It only matters what you believe to be true.

When you start to believe that you deserve it, you begin to open yourself up to receiving what is rightfully yours.

The truth is that we all deserve the very best of everything in life. That's just how life is. No one deserves more than you or less than you. The only difference is what they *believe* they deserve.

Beliefs are very powerful indeed. They are what drive your thoughts, habits, actions, and consequently your life.

There is enough wealth, joy and abundance to go around for everyone, including you. And everyone deserves to have and enjoy it all, *especially* you!

And the sooner you start believing this, the sooner you'll have what is rightfully yours.

Giving Verses Receiving

Most of us are taught from an early age that giving is good and that you should give in order to receive. I agree with that one hundred percent!

But here's the problem...

We weren't told that we have to also be willing to **receive** just as openly and freely as we are taught to give! This is why many of us don't believe we deserve to be wealthy.

Believing that you deserve success is a good start, but it's not enough. You have to be *open* to receiving it. You have to be willing to accept it when it comes your way.

As we discussed earlier, there is enough wealth and success in this world to go around. So, you have to be open to receiving.

When you are offered help, advice, assistance, and especially money for your services, take it! Accept it and feel good about it. That is the way it is supposed to be.

Look, I believe that you won't cheat people into giving you money. You will only offer the best service that you can. But when you are not open to receiving money or other forms of compensation in exchange for your services, you are sending a strong message to yourself and to others. The message is that your services are not of any value. This is one of the worst things you can do to yourself *and* to others.

You see, life is all about balance. It's about flow and circulation. There must be outflow as well as *inflow*.

The act of giving and receiving is similar to the process of blood pumping through your heart. If blood was only pumped *out* of your heart and never pumped *in*, the heart would soon run out of blood needed to pump out to your body, and you would die. If blood was only pumped in and never pumped out, the heart would get clogged up, diseased, and eventually burst, once again causing death.

There has to be outflow as well as inflow! Eliminating one or the other will cause stagnation, disease, and eventually death. It's the same with giving and receiving, including the giving and receiving of money.

Giving and receiving go hand in hand. The absence of either one will cause stagnation and eventual death.

Because life is all about balance.

Similarly, hoarding money will cause financial death. You have to invest it, you have to share it, you have to *enjoy* it.

Giving all that you have and not being open to receiving will cause depletion and eventually death. It will make you a martyr.

If you only give and never openly and freely *receive*, you are slowly killing yourself without realizing it.

All important change has to start from within. Only then will the results be seen in your reality.

Realize from this day forth that receiving is just as important as giving.

Every day, remind yourself to be open to receiving. Imagine all the success and wealth coming to you easily. Practice this everyday. It is vital to your success.

Recognizing Unlimited Resources

In order to be able to openly receive, you have to realize the truth. And the truth is...

**The world is a place of abundance...where everyone can flourish,
where everyone can be wealthy and successful.**

The world is a place where everyone can benefit and win and be wealthy and happy. There is more than enough for everybody, including you.

And by your winning and becoming wealthy, you're only helping others to win and become wealthy as well! Everybody wins. Nobody loses.

All you have to do is start believing this truth and then be willing to reach out and grab what's rightfully yours.

Practice Gratitude

One of the best ways to recognize and open up to receiving the abundance and wealth all around you is to first realize that you are already wealthy *right now!*

I know it sounds a little crazy but bear with me for a second.

You've probably seen at least one homeless person out in the streets, yes? Where do you think these homeless people sleep?

Wherever they can find a warm place. Imagine what happens during winter!

And, what about those who are missing a limb or two. Can you imagine what their lives must be like?

I saw someone like this recently. And, I couldn't help but realize how fortunate I was to have all 4 working limbs. I was very grateful for *everything* I had in my life at that moment.

But, more importantly, I realized that there was so much more *I* could be doing, and so much more that I was capable of.

You see, sometimes it's only when we notice how little others have that we can appreciate just how fortunate and wealthy we really are. It's only when we see how some people can do so much more with so much less than we have that we realize how much we can do and how much we are truly capable of.

Think of all the things at our disposal... the internet, libraries, roads and freeways, friends, family, loved ones, our limbs...

One of the greatest things you can do to keep your mind focused on gratitude and wealth is to have, to remind you of how fortunate you are to have everything that you have right now.

Because no matter how little you may think you have, there's always someone doing much worse than you are. There's always someone who has much less than you do, and in many cases, they're doing much, much more with what little they have than most of us ever will.

When you shift your focus from what you don't have to just how much you're grateful for all that you *do* have, everything changes. You realize that you're already wealthy, and by focusing on wealth, your mind will associate pleasure to having more wealth and will work on creating more for you.

The mind learns through repetition, remember? When you focus on gratitude, you teach your mind to believe that there's more than enough for everyone to enjoy. When you focus on gratitude, you forget about what's not working in your life and start to focus on the abundance and wealth that's already yours.

This one step alone can create an avalanche of wealth in your life. It will drive your mind to do more, to attract more, to have more, and to share more!

Here's a simple exercise you absolutely must do:

Take some time out every day, and throughout the course of the day, to stop and realize just how grateful you are for everything that you do have. Realize that you are already wealthy in so many ways. Because you really are!

Start a 'gratitude list' and add to this list consistently. Believe me, once you start to focus on everything you do have, you will be amazed at just how much you have going for you right now. You'll be shocked at how big your list turns out to be.

Here's just a little taste of what you can focus on: your health, food, shelter, clothing, electricity, running water, technology and all the things it has created, the fact that you're not living out in the streets, your family, relatives, friends and loved ones, your relationships, transportation, the free roads and highways, free libraries, the massive information resource of the internet, your job, your intellect, your desire to do and become more, and of course this book ;-) (Hey, let's face it, some people will never learn what you are learning here. You gotta be grateful for that!)

There's a *lot* more you can add to this list once you shift your focus on gratitude. I have a list that's 7 pages long and I continue to add to it so it continues to grow all the time. I am challenging you to beat that :-)

Review this list every day and every night, and as often as possible. Train your mind to focus on gratitude, abundance, and wealth!

Your mind is designed to duplicate and attract more of whatever it is you focus on most. Use the power of repetition to condition your mind to draw more abundance and wealth to you.

Why It All Starts In The Mind

You may be asking yourself, "Why is it so important for everything to start in the mind? And why is it so effective to start there?"

Here are two very important facts about your mind that you should know:

1. Your mind cannot tell the difference between an event that's real and an event that is "*imagined*."
2. Whatever picture or thought your mind focuses on most consistently eventually *becomes* your reality.

I realize that for some people, these 2 learnings may seem a little silly or far-fetched right now, but hang in there. It will all begin to make sense soon.

For most of us, our reality is defined only by what our five senses can process from what exists around us.

What most of us don't realize is that these 5 senses can sometimes deceive us. We don't realize that they don't always give us the real picture, that there may actually be more to "reality" than we think.

Have you ever wondered why you become scared while watching a scary movie? You know you are watching a movie that consists of a script from Hollywood, and a bunch of ridiculously high-paid actors. Yet you experience fear in your mind when you watch a scary movie. That fear then causes physical reactions; the hair on the back of your neck stands up, your muscles tighten up, your heart skips a beat.

Interesting, isn't it?

Have you ever had a scary dream or nightmare that you were so sure was real that you actually woke up scared to death and drenched in sweat? Did you ever have a dream

where you felt you were actually being choked to death or that you were falling off a cliff?

If it was only a dream, why did it seem so real? Why did your mind believe it? And why did it proceed to cause physical reactions in your body?

The answer is simple: Your mind cannot tell the difference between what is real and what is imagined.

The Power of Imagination

As you have learned earlier, your mind cannot tell the difference between what is real and what is *imagined*.

In other words, if we can imagine something with enough energy and clarity, our mind will believe it to be real. It will not be able to differentiate between an experience that you've actually had from an experience that was purely imagined.

We are very fortunate that our mind works this way; This is an extremely powerful tool we have at our disposal.

So, how can we use this powerful tool? Let's find out...

When people say they would "try" something, their minds would go back and review the databank of all the mental images from past experiences and then duplicate what was most common, i.e what it already knew how to do. And since most of us are always "trying" instead of "doing," what's most common for us is *failure*.

Realize that your mind is always trying to help you. So, the more times you "try" something and fail, the more images and memories of failure your mind will find. And, the mind will assume that *failure* is what you actually *want* to experience again, since you've done it so many times.

You've learned earlier that if you wanted to create a specific frame of mind, or a mindset, you would first have to *rehearse* it. By rehearsing, or "imagining", a particular scene, you're giving your mind something else to focus on instead of having it focus on past failures.

Consequently, you're also creating more 'successful' experiences and memories in your brain each time you rehearse that vision since your mind cannot differentiate an imagined experience from a real one. By rehearsing a particular event or vision over and over in your mind, you create more of those experience than your past 'failed' experiences. Hence you give your mind more positive experiences that it can choose from and then duplicate more of the same for your future experiences and actions.

Does that make sense? I hope so. If it doesn't, don't worry about it. All the pieces will soon begin to fit together as you learn more about this "success" stuff.

The important thing to grasp right now is that the more you rehearse and practice any 'successful' situation in your mind, the more you will ensure that your real experience will be successful as well.

This is why all great individuals speak so highly of the power of imagination and the importance of rehearsal and practice. Read any worthwhile book on success and you'll read about the power of your imagination.

Practice makes perfect! You already knew this to be true for actual experiences.

Now, you know that the same is true for *imagined* experiences as well!

Since your mind always goes back and repeats what you've done more of, why not imagine up a whole bunch of successful experiences for your mind to pick from!

Create Your Future *Now!*

The second fact about your mind that I had shared with you earlier was...

**Whatever your mind focuses on
the most will become your *reality*.**

Let's discuss that in further detail...

When you hold a mental picture or vision in your mind on a consistent basis, your mind begins to accept it as the truth. (Learning through repetition, remember?)

When that happens, a gap is created between where you are at the moment and what your mind believes to be true from the mental images you have fed it. And, in order for your mind to continue believing that your mental images are real, it has to fill the gap, to fill in the blanks!

That's the beauty of the mind: Whatever task you assign it, it will come up with a solution.

In other words, by making your mind believe that your vision is real, it will start searching for the pieces of the puzzle that would affirm that vision to be true.

By holding a mental image or vision consistently in your mind, you are actually creating your *future!* When you create a future that's real in your mind, it has no choice but to fill

in the blanks! It has no choice but to reveal to you the steps you need to take to create that future into reality.

As that happens, all the answers start coming to you from everywhere! Your mind reaches out to the future and draws to you all the tools, resources, and people that will help you turn your vision into reality.

Have you ever wondered how the great inventors of our time came up with such astounding and inconceivable ideas? They simply tapped into the infinite and abundant resources of the universe by using their minds to *draw the future to them!*

That's the true power of your mind! Few people ever learn of the true power of their minds. And even fewer actually *use* it! I hope you will not let such an awesome power go unused.

Do you know how the light bulb was created? Or how most of the other amazing inventions came to be? I'll tell you this much...it was **not** created through trial and error. :-)

Go do your own research and find out for yourself.

This may seem like a stretch to you. However, this is the truth that all the great men and women have used since the beginning of time to achieve unbelievable successes.

You can either dismiss it as fiction or you can start to believe what the successful people believe and harness the true creative power of your mind.

As I've told you before, it's really your choice. Success is in your hands.

I can only give you the tools. You'll have to put them to use.

Design A Mental Blueprint

By creating mental images and visions and holding them consistently in your mind, you give your mind a purpose, a **mental blueprint** to work from. Just as the architect creates a paper blueprint before the actual building is ever designed, so can you create a *mental blueprint* before an idea is ever turned into reality.

The mind is always creating. It is always working on a blueprint to turn into reality. But for most of us, what gets created in our lives is not always what we want.

This is so because most of us never consciously create the mental blueprints for our minds to follow. Most of us allow our mind to pick whatever it wants, at random. And as you've already learned, if allowed to pick on it's own, the mind will pick whatever is familiar, something from the past, which usually turns out to be failed experiences.

What we also don't realize is that there are millions of other things around us that the mind can choose from. It can be things that we hear a lot about from other people, on tv, from the news, or anything else that we allow the mind to consistently focus on from our lives.

It is your job to monitor very carefully what goes into your mind. If you tend to focus on negative thoughts a lot, you will only create more of that in your life.

I usually tell people to cut back on the news that they watch or read about. The media will completely program your mind to do weird stuff if you allow it.

If you want to create success in your life, you have to make sure that most of what you focus on and think about on a daily basis is "success-related." You want to focus on positive and empowering thoughts, on abundance and wealth, on growth and expansion.

Only then will you be able to create abundance and wealth in your life. Only then will you be able to create what *you* want instead of allowing your mind to focus on and create at random.

Have you ever noticed that the people who fear or resist certain things just get more of those things drawn to them? People who are extremely cautious and untrusting tend to attract the kinds of people that take advantage of them.

As we've said before, you will draw into your life whatever your mind *believes* to be true. And your mind creates beliefs based on what is *consistently* happening around you. It learns through repetition.

Give your mind a blueprint to design your future from. Don't let it pick stuff at random. Now you know that you're in control of what gets drawn into your life, good or bad. Why not start attracting only those things that you want.

Dream Big!

Since you now know that you can create whatever it is you can imagine, and since you also know that the world is a place of abundance, wealth and unlimited possibilities for you and for everyone else, what can you do with this knowledge?

Why, you can do anything you want! You are in fact the creator of your life. You can create anything you want for yourself.

What you can achieve is only limited by *your own imagination*.

So, start dreaming. And dream big! Open the floodgates of your desires and dreams and let it all flow out! All the resources are available to you if you only dare to use them.

Start creating the blueprint for your perfect life! It's true that you can have anything you want! Don't shortchange yourself or your loved ones.

Dream big!

And realize that these things won't happen overnight. After all, you've been carrying certain beliefs and thoughts with you all your life. They've been given lots of attention.

But as you start to focus on what you really want, as you make those images and thoughts more consistent, you'll start to see changes happen very quickly.

Depth of Vision

As you begin to envision and create your ideal future, you will find it very useful to learn that successful people have also learned something else about the mind.

What's interesting to note is that many of us can only picture those things that we have actually *seen* or *experienced* through one of our senses. We can only imagine those things that we have experienced in our lives or in other people's lives. Most of us can only dream of having things that we **believe** we can achieve, at that moment in our lives.

But successful person know better. Successful people know that they can picture or imagine anything they want, anytime they wants. They are not limited by their past experiences or by the current time frame. They can dream and imagine beyond what they have so far experienced in their lives.

Successful people can see *far beyond* what's in front of them. Not only can they see into the future, they can also see what does not yet exist. They can look at an acorn and see the mighty oak that does not yet exist. They have what we call "**depth of vision**."

We also call this "possibility thinking." Because not only can the successful person see what *is*, he can also see what *could be*, or as they say, what **can be**, far beyond what he has seen or experienced in his life so far.

Successful people can imagine an invention that doesn't even exist yet. They can then focus on that vision consistently and eventually find a way to create it in reality!

The light bulb didn't exist before it was created. Someone actually used the power of their mind and found a way to do it.

That's the power you have at your disposal!

And we all have this power. It's not that some are gifted with it and others are not. It's just that some of us have learned that it exists and have started using it.

And the more you use it, the better you become at it. The more you "rehearse" it, the better you get at it.

Why Aren't Most Dreams Being Realized?

So, what then is stopping humans from dreaming up anything they want in their lives simply by creating consistent mental pictures in their minds?

What's ruins it for most people is *lack of action*. As you've already learned, knowledge alone is not enough. You have to exert the effort, the action.

Knowledge is not enough. Only *action* produces results.

As you will hear repeatedly throughout this manual, without action all knowledge is useless. The same is true for what you take away from this book. If you don't use it, you won't get the results. All the knowledge in the world is worthless unless you **use it!**

So, using what you learn is crucial in order to get results. But let's say that you started creating some powerful and consistent mental blueprints. What then? Why wouldn't that be enough to create your reality?

Again, you have to take action! If you remember from your earlier learnings, holding mental pictures and visions consistently in your mind will draw to you all the resources, tools and people that can help you turn your visions into reality. But, you have to first of all be open to what's drawn to you, i.e. be open to receiving. And secondly, you have to use what is given to you! You have to apply them! You have to take **action!**

Deserving Versus Creating

Earlier, we said that you won't get what you want...you will only get what believe you *deserve*.

The next thing to realize is, you will not get what you believe you deserve!

Huh?!

That's right. There's still more that's needed. Once you've adopted the believe that you deserve to be rich, you now have to **take action!**

Just believing that you deserve it is not enough.

You see, a person who has only one idea, and puts it to use, can build a fortune. On the other hand, a person who has 1000 ideas but doesn't act on will never accomplish anything.

You don't need 1000 ideas to be successful.

You only need one good one that you act upon!

So, the first step is to give your mind something to work on, a mental blueprint. Give this blueprint consistent focus and energy.

Next, pay attention. Pay attention to what your mind is trying to tell you. Pay attention to your surroundings and your experiences. They will all carry clues that will reveal the missing pieces to you.

If you don't pay attention, your mind will assume that you're not interested in that information. Eventually, it will learn to not give you any more information. You must not let that happen.

The next important step is to put that information to **use!** Take action! If you don't use it, you will again be sending the wrong message to your mind. Your mind will assume that you are not interested in the resources that will turn your dreams into reality.

And of course, the immediate outcome of not using what you receive will be that you never realize your dreams. You will never be able to turn your visions into reality.

Dreaming and visualizing your outcomes in advance is a crucial step! That's where everything starts. That's what gives your mind a direction to move towards. Everything starts in your mind, remember?

But you have to give it momentum by taking action. Any action that moves towards your dreams will set the natural creative forces into motion.

Only action will reveal the rest of the steps to you.

You should also know that the subconscious mind is very impressed by effort. When you make the effort to put to use what the mind provides you, your mind will reward you by providing you with more answers. As you continue to do this, you will train your mind to give you more, and it will continue to amaze you with some unbelievable ideas.

Pretty soon, all you'll have to do is think of a problem and your mind will produce an answer immediately. This ability will get better the more you use it.

The more action you take, the more answers you will get and the more detailed the answers will be, which will cause you to take action even more easily than before. It will create a giant spiral of creation in your life, which will vault you to wealth, abundance and success faster than you ever dreamed possible.

Remember, successful people don't work hard, they work *smart*! They do take action, massive action. But when you allow your mind to lead the way and guide you down the best possible path, it is much easier and a lot more fun to take the action that's required.

Most people simply pick whatever job or career that comes their way and then work long and hard doing something they hate. Not only do they not get anywhere, they also end up tired and miserable. Paddling day and night against the currents can be rough.

In contrast, when you choose your goals and allow your mind to reveal the steps to you, taking action will be almost as easy as letting the flow of the river push you in the right direction.

Sure, you'll have to make minor adjustments along the way to ensure that you don't hit rocks along the way, but the bulk of the work will be done by your mind which will provide the current that moves you in the right direction.