

NLP for Business

A Weekend Course On Business Leadership

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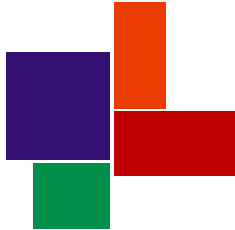
Location: _____

Organisation: _____

Business Type: _____

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An Educational Session For Entrepreneurs

4th edition – 2016

The Various Categories that this book comes under

- Business / Motivational
- Body, Mind and Spirit / Inspiration and Personal Growth
- Religion / Christian Life / Professional Growth
- Self-Help / Success
- Career Enhancement
- Entrepreneurial Leadership

Preface

People say that teaching is a noble profession, and we, at TTGLS, often wonder if they say this because they know that while teaching you always have to be "on" standing in front of expectant faces and teaching about the topic at hand, while also teaching how to think critically and provoking thoughtful discussion.

Some say teaching is noble because they see our passion for the job and find that admirable. People may also find teaching noble because we educate tomorrow's potential leaders. This burden is ours to bear, and we try to do the best every day to make sure this preparation occurs in the right way.

We, at TTGLS, find that teaching is noble for all of these reasons, but the most important one is the most simple. It is a noble profession because teachers wouldn't do it well if we didn't care about each and every participant's success. As facilitators, coaches, therapists and authors, we are guiding lives in new directions and possibly into new phases, a powerful responsibility, and one that comes with a lot of opportunities!

Our goal with this course is to ensure that participants succeed at their respective businesses and that that they can easily prepare for life; while we can be focused on what we do best: mentor tomorrow's leaders through caring, helping, and guiding.

NLP for Business - A Weekend Course On Business Leadership' is concise and manageable for at least one lifetime. The examples are current and focus on small, mid-sized, and large businesses. Every topic includes information and advice for participants relevant to their possible or ongoing businesses. This is not a definitive book of Anil Thomas's work. No single book could hope to be that. Rather it's the combination of various NLP techniques written in his own style to introduce new comers to Neuro-Linguistic Programming and his endlessly creative development of this and related fields.

The principles, processes, techniques and exercises written in this book may seem simple but they are profoundly effective. Anil's ability to teach with apparent simplicity, together with humour and a positive energy conceals highly complex and ambitious underpinnings. With Anil, it's never "what you see is what you get". It's always more than you ever noticed him giving or you expected to receive.

Yours Faithfully,

A handwritten signature in black ink that reads "Fernandes". The signature is written in a cursive, flowing style with a prominent flourish at the end.

Joel Fernandes

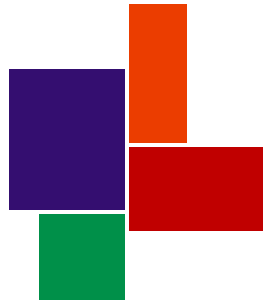
Vice President | TTGLS

“I am convinced that about half of what separates the successful entrepreneurs from the unsuccessful ones is pure perseverance”

- Author Unknown

**“Work like there is someone working
twenty-four hours a day to take it all
away from you.”**

- Mark Cuban



TT Global Learning Systems

NLP for Business

A Weekend Course On Business Leadership

NLP for Business

A Weekend Course on Business Leadership

1st Edition – 2013.

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I Promise

- a. To give/ share as much as I can
- b. To be authentic
- c. To be honest
- d. To stay connected with my true inner feelings
- e. To be tuned with the divine

- Anil Thomas

The Principles of NLP have existed since eternity.

They were here before we came.

They will be here after we are gone.

If you asked the greatest professionals in the world, how they would describe themselves in one word, that word would be, 'UNSTOPPABLE'.

This book puts you on the path to being unstoppable.

BECOME UNSTOPPABLE AND ENJOY

YOUR WAY TO SUCCESS

NLP for Business

A Weekend Course On Business Leadership

TTGLS

Anil Thomas

Welcome!

I want to congratulate you for making a major contribution to your better future by joining us at this special event. You are part of a unique group who has assembled at this time and place to gather new understanding that will lead to uncommon rewards.



We've provided you with this special workbook both for convenience as well as for remembrance. In the time that we spend together, I encourage you to capture some of my thoughts, some of your own and blend the two into new ideas and insights that have the capacity to be life changing. Then, with the passing of time, you'll hopefully look back upon these pages as the documents that started your own *miracle process*.

But remember, the ideas we capture and notes we take represent only a beginning. The insights we'll share at this special event are merely the seeds that have the *capacity* to lead to extraordinary achievement. These seeds will need the soil of your own imagination and creativity, the water of your faith, and the intensity of your activity if they are to bear fruit, so I encourage you to make these ideas your own through careful note taking, frequent reviewing, careful analysis, and the consistent application of these concepts in both your personal and your business world.

And finally, I wish for you a life of wealth, health and happiness; a life in which you give to yourself the gift of patience, the virtue of reason, the value of knowledge, and the influence of faith in your own ability to dream *and* to achieve worthy rewards.

A handwritten signature in black ink that reads "Amir Jhoman". The signature is written in a cursive, flowing style.

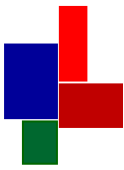
**Master NLP Practitioner &
Gestalt Therapist**

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Getting to know you

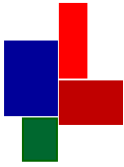
✧ Name: _____

✧ Location : _____

✧ Business: _____

✧ Intention for total Transform

○ It's kind of fun to
do the impossible'
- **Walt Disney**



To get the most out of Total Transformation

- ✧ **BE VULNERABLE** - The more vulnerable you are ... the more accessible your marketing will be
- ✧ **BE OPEN** - The less 'right' you are ... the more opportunities will present themselves
- ✧ **BE ENGAGED** - The more engaged you are ... the more you will grow.

Continue to learn

You must continue to self-educate in order to see more colors, more depths, and more perspectives, so that you continue to grow in your ability to judge ideas, people and events for yourself.

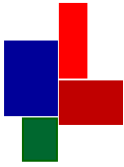
Follow these steps:

- (1) Learn
- (2) Try
- (3) Refine
- (4) Evaluate
- (5) Pass it on

- **Measurable difference**

1. Philosophy: We are affected by what we know.
2. Attitude: We are affected by how we feel.
3. Activity: We are affected by what we do.
4. Results: We are affected by how we are doing.
5. Lifestyle: We are affected by how we live.

- **Try and see:** Try the ideas presented here for yourself and see if they work for you. And if they do, pass them on to others.



Self Education

1. Be thankful for what you already have

You already have *more* than 99% of the rest of the people in the world. Being thankful opens the doors and windows for you to receive even more; it lets the opportunities and ideas flow.

2. Be eager to learn

No matter how rich you are, how healthy you are, where you are, or how much you already know... be eager to learn the rest. Be ready for the next idea, because there's no telling what it may add in the multiplication of your life.

3. Argue later

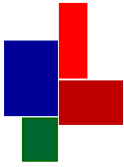
The ideas covered in this seminar are all up for debate. You should debate all major life issues with someone else and be a good student in both defending and learning. Make sure that the actions you finally do take (career, health, family) are the product of your own conclusions. No one person has all the answers.

4. Be a good listener

Concentrate here for the next three days. Put all your other thoughts aside... it is not always easy to do. Commit to absorb as much as you possibly can.

People have a way of becoming
what you encourage them to be,
not what you nag them to be.

- **Scudder N. Parker**



What is the Key to Enlightened Self-Interest?

- **Greatness**

How can you act in your own self-interest – to develop fully all of your potential and to wisely use all of your resources – and still not diminish the greatness of anyone else?

- **Serve the many**

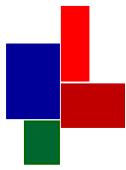
The answer to seeking your own great wealth, great power, great self-respect is to find a way to serve the many. If you wish to be great, service to many leads to greatness.

- **Be faithful when amounts are small**

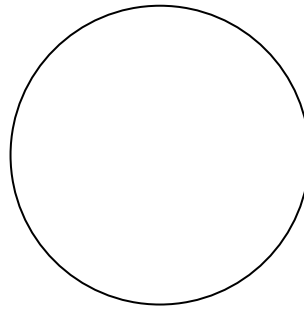
Take exceptionally good care of resources and people when the numbers are small. Why should you be allowed to multiply your behavior by ten when you do a poor job with one?

You don't get to choose how and when you are going to die; you can only choose how you are going to live.

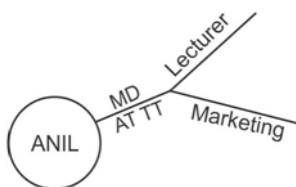
- **Joan Baez**

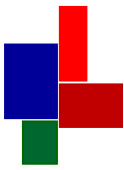


The Various Roles I Play



For example



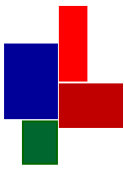


Exercise: What you already have

Briefly list what you already have that's valuable to you. What skills do you already possess that have helped you attain the success you have today?

Don't wait for your feelings to change to take the action.
○ Take the action and your feelings will change.

- **Barbara Baron**



Philosophy for Climbing the Economic Ladder

(Adapted by Jim, Rohn)

- **Work harder on yourself than you do on your job**

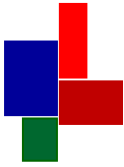
If you work hard on your job, you can make a living... and that's noble. But if you work hard on yourself, you can make a fortune... and that's exciting!

It takes time to *bring value* to the marketplace in the form of a product or service, and it takes time to *be valuable* to the marketplace in the form of you. Ask yourself, "What could I become?"

- **Success is something you attract**

Success is not something you pursue or run after. It is something you attract by the person you become. The key to unlock all the treasures... economic, social, spiritual, personal is your own personal development.





The Seasons:

An Understanding of the Passage of Time

Life and business is like the changing seasons.

- **Winter: Learn how to survive**

We all experience winters (financial, personal, social), they always come right after a harvest. Some are short, others long.

Some are easy, others hard. Use the winters to get stronger, wiser and better. Learn to think negatively when things are positive; learn to think positively when things are negative. You'll be in better shape to survive your next winter. Let's take ants for example; ants think summer (positive) all winter (negative). That is so important. During the winter, ants remind themselves, "This won't last long; we'll soon be out of here." And the first warm day, the ants are out. If it turns cold again, they'll dive back down, but then they come out the first warm day. They can't wait to get out.

- **Spring: Window of opportunity, but no guarantee**

You must *do* something with the spring to take advantage of it. It's the chance to take advantage of another opportunity. And it is an opportunity for a *new beginning*, to make it better than the last one.

- **Summer: Nourish and protect**

We are always confronted with both good and evil. They are opposites in conflict... the set-up for human adventure.

Would there be good without evil? Could you win if you couldn't lose? Would there be positive without negative? It doesn't seem like it.

Positive and negative... sadness and joy... is what life is all about.

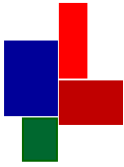
- **Fall: Harvest.**

You must be patient. You must plant and wait, nourish and wait, protect and wait, care and wait. In all aspects of your life, the harvest will come in due time.

Two things will wreck your chances for the future impatience and greed. You must learn to have patience, to let things work out.

Greed is not good, but evil. Greed hopes for something for nothing, for more than its share, for something at the expense of others.

The key is the wise use of all your resources. Take the seven years of plenty and do not use them all, but prepare for the next seven.



Four Steps to Success

1. Good ideas

Be a collector of good ideas...and if you are a serious student, keep a journal of good ideas so you can capture them and review them. Don't trust your memory!

2. A good plan

How exciting is your financial plan, your health plan, your family plan? Does it get you up early and keep you up late?

3. Passage of time

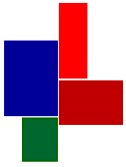
You must gain a perspective on the passage of time and learn how to handle it. Continue to reflect on the seasons analogy presented earlier.

4. Solve problems

Life is about taking on problems, discovering solutions, executing and recording progress. Ask yourself three questions. First, what can I do? Stop here if you can solve it yourself. Second, what could I read? Find three books that might help you and check your old journals. Work hard on the first two questions, but if you still can't solve it, third, ask yourself, whom can I ask?

Half our life is spent trying
to find something to do with
the time we have rushed through
life trying to save.

- **Will Rogers**

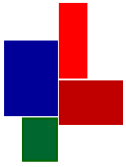


Turn Nothing into Something

1. Imagination

2. Faith

3. Activity

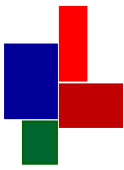


Three Keys to Personal Development

1. Physical

2. Spiritual

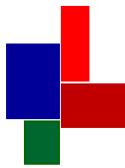
3. Mental



Magic of compounding | The Seasons

Farm in spring & wait all true winter for a Harvest in fall. Stay put, NO matter what!

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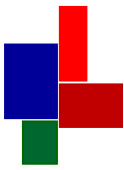


Exercise: The Seasons

(Adapted By Jim Rohn)

Think through examples of the Seasons in your life by answering each question.

<p><u>Winter:</u> Learn How To Survive</p>	<p><u>Describe a Winter:</u> Example: Lost job when a larger company purchased company.</p>	<p><u>What did you do?</u> Example: Took some time off, spent the severance money.</p>	<p><u>What will you do?</u> Example: Assess skills realistically, immediately look for a new job & study to upgrade my skills.</p>
<p><u>Spring:</u> Window of Opportunity, But No Guarantee</p>	<p><u>Describe a Spring:</u> Example: Found new job in a different industry.</p>	<p><u>What did you do?</u> Example: Learned job & put in 40 hours per week.</p>	<p><u>What will you do?</u> Example: Learn job & the <i>whole</i> business, aggressively develop contacts (inside company & out) and develop my skills.</p>
<p><u>Summer:</u> Nourish & Protect</p>	<p><u>Describe a Summer:</u> Example: New company had numerous training programs.</p>	<p><u>What did you do?</u> Example: Took a couple, but didn't master them.</p>	<p><u>What will you do?</u> Example: Take & master every relevant course + study on my own.</p>
<p><u>Fall:</u> Harvest</p>	<p><u>Describe a Fall:</u> Example: Received a \$5,000 bonus.</p>	<p><u>What did you do?</u> Example: Spent \$5 000 on a big screen TV.</p>	<p><u>What will you do?</u> Example: Spend \$1,000 on a family vacation & invest \$4,000.</p>

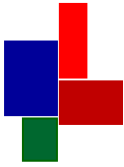


Exercise: Four Steps To Success

(Personal coaching sessions)

Think through each question and record your answers.

1. Good Ideas:	Where do you collect your good ideas now? Do you keep a journal? If not, should you? If so, when will you start? When, and how often, will you review your ideas?
2. A Good Plan:	Do you have a financial plan? If not, when will you have one? Do you have a health plan? If not, when will you have one? Do you have a family plan? If not, when will you have one? How can you make your plans even <i>more</i> exciting than they are?
3. Passage of Time:	What season are you in with your work? What's next? What season are you in with your family? What's next? What season are you in with your personal development? What's next?
4. Solve Problems:	What are the three most significant problems you face now? For each problem: <u>What can you do?</u> <u>What could you read?</u> <u>Whom could you ask?</u> 1. 2. 3.



7 Secrets to Attain Your Dreams

(Loose sheets of Tim H)

7 Secrets to Attain Your Dreams

Dreaming is easy. Achieving your dreams...well, that's a different story.

It's no secret that people who live the life of their dreams know how to set goals and make their goals happen.

While many think these goal achievers possess an innate super-power or simply live a charmed life, there are a few things that you can do to join their ranks.

Best of all, you can start with every one today-and turn your dreams into reality.

Secret #1 – Write It Down

Secret #2 – Align Your Goals

Secret #3 – Set Performance Goals to Reach Your Outcome Goals

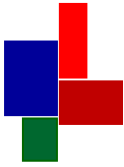
Secret #4 – Embrace Failure

Secret #5 – Stop Snowballing

Secret #6 – Create “If-Then” Plans

Secret #7 – Make Goal Setting and Achieving a Way of Life

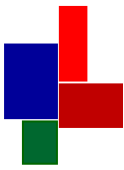
Begin doing what you want to do now.
We are not living in eternity.
We have only this moment, sparkling
like a star in our hand-and melting like
a snowflake.
- Francis Bacon Sr.



Introspection Exercise

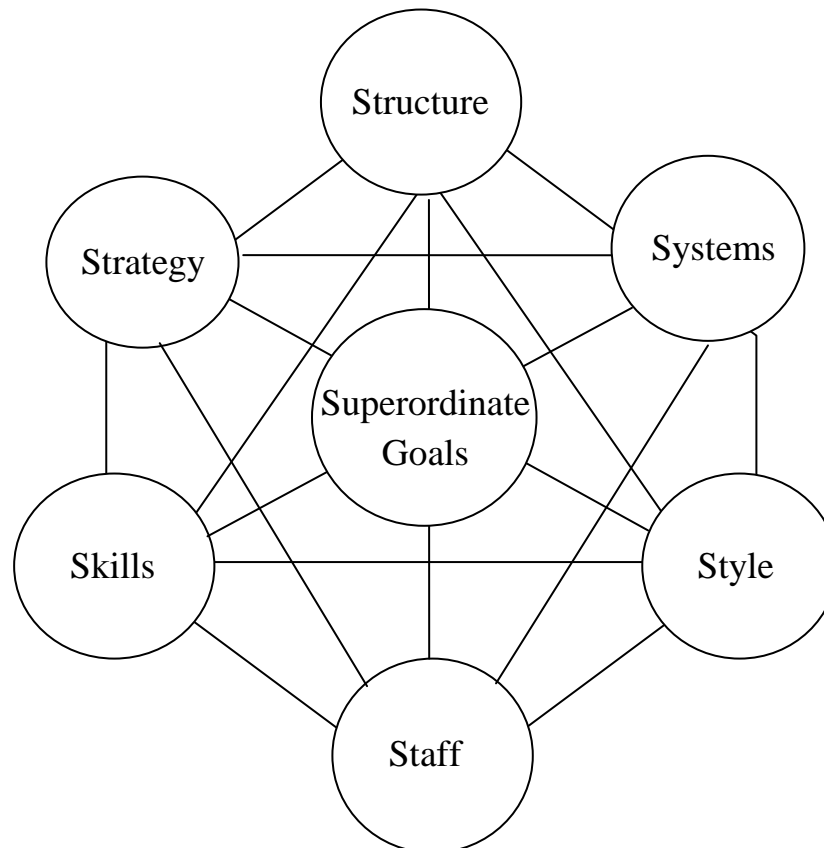
(TA activity)

1. Am I satisfied with myself?
2. Am I satisfied with life generally?
3. Is there any change in me that has brought change in others?
4. Do I ask and receive compliments?
5. Are there any persons without whom my life is nothing?
6. Do I think clearly and plan well?
7. Are there any dangers in my life (real or imaginary)?
8. Do I respect to have boundary?
9. Do I relate easily with people?
10. Do I say goodbye in ways that makes me feel good and meaningful to relationship?
11. Do past problems hurt me?
12. Do I spend my time and money in life affirming ways?



The Seven S Model

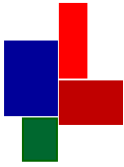
(MBA Course)



What to do

- 1) _____ where clients are
- 2) _____ when you're there
- 3) _____ when you get home.

Ans: (Go, Connect, Follow up)



Be a possibility thinker, not a positive thinker!

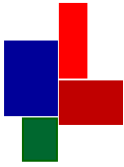
- Possibility is the unknown.
- It is beyond imagination, intention, and comprehension.
- It is beyond the immediate, beyond your present thoughts, words, and deeds.
- Possibility is what does not currently exist in any form – thought or idea.
- It is the creation of a whole new world. A world of possibilities.
- It is the belief to do what you've never done before; create what never existed before.
- Possibility is pure; it is God; it is what will surprise the world and leave it awestruck.

So what is it that distinguishes Possibility Thinkers from ordinary mortals? The sole discriminator is that Possibility Thinkers operate from the theory of no – constraints of time, money, resources, etc. do not exist for them and they find alternate ways of doing things, irrespective of any worldly, or unworldly limitations.

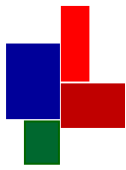
If there is something that is impossible to do in my business today, and it could be done, would it fundamentally change what I do?

If there is something that is impossible to do in my life today, and it could be done, would it fundamentally change what I do?





List the 10 things that are impossible to do in your business, (or life, relationship, field, discipline, market, department, technology, product, etc ... just pick one), but if it could be done in the next one year, would it fundamentally change what you do?



Rate yourself on the 8 traits

(Adapted from St. Richard John)

PASSION

1 2 3 4 5 6 7
Don't know what I love Have found my passion

WORK

1 2 3 4 5 6 7
Slack off a lot Have fun working hard

FOCUS

1 2 3 4 5 6 7
Dabble in many things Focus on one thing

PUSH

1 2 3 4 5 6 7
Sit back in my comfort Keep Pushing myself zone

IDEAS

1 2 3 4 5 6 7
Don't try to get ideas Come up with many ideas

IMPROVE

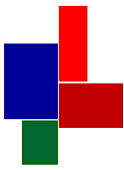
1 2 3 4 5 6 7
Stay the way I am Keep Improving

SERVE

1 2 3 4 5 6 7
Only serve myself Happy to Serve others

PERSIST

1 2 3 4 5 6 7
Usually give up Keeps hanging in up there



The Urgent/Important Matrix

(Loose sheets of MBA reference materials)

The Urgent/Important Matrix

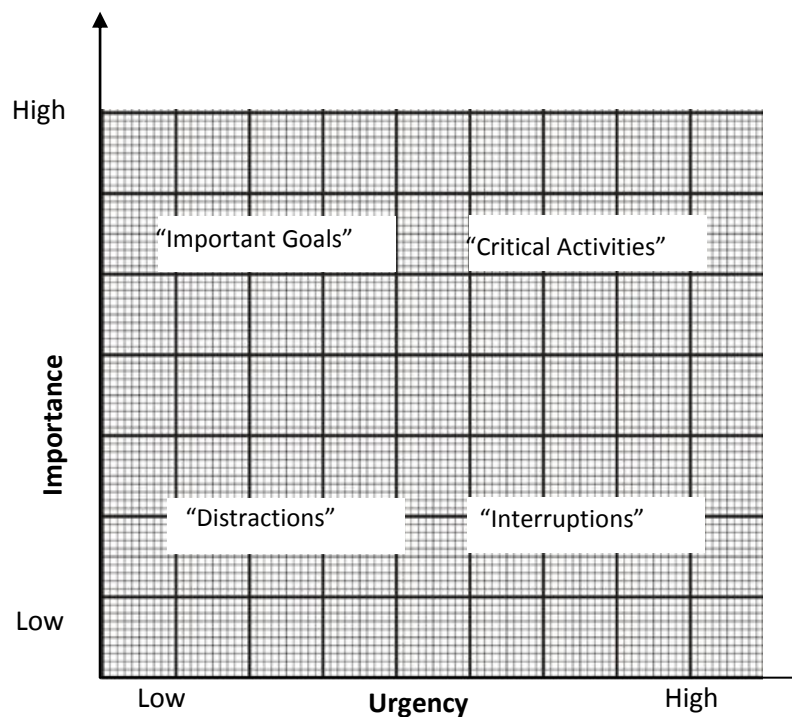
Using Time Effectively, not Just Efficiently

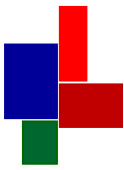
How to Use the Tool

Our priorities can be thought about through the powerful way of The Urgent/Important Matrix. Using it helps you to differentiate between “Urgent “ and ‘Important ‘ thereby overcoming the natural tendency to focus on urgent activities and to focus mainly on what's really important. Gaining clarity here, is the way you move from "fire fighting" into a position where you can grow your business and your career.

Here's how it works:

The matrix can be drawn as shown in figure 1, with the dimensions of Importance and Urgency.





Follow the steps below to use the matrix to prioritize your activities:

- 1. The first step is to list all the activities and projects that you feel you have to do. Try to include everything that takes up your time at work, however unimportant. (If you manage your time using a To-Do List or Action Program, you should have done this already.)**
- 2. Next, on a scale of 1 to 5, assign importance to each of the activities. Remember, this is a measure of how important the activity is in helping you meet your goals and objectives. Try not to worry about urgency at this stage.**
- 3. Once you've assigned an importance value to each activity, evaluate its urgency. As you do this, plot each item on the matrix according to the values that you've given it.**
- 4. Now study the matrix using the strategies described below to schedule your priorities.**

Strategies for Different Quadrants of the Matrix

Urgent and Important

The two distinct types of urgent and important activities are 1) Ones that you could not foresee, and 2) Those which you've left to the last minute.

Planning ahead can help you avoid last-minute activities and avoid procrastination. Not all issues and crises can be foreseen or avoided...

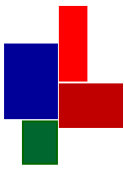
Here, the best approach is to leave some time in your schedule to handle unexpected issues and unplanned important activities.

(Sometimes you'll need to reschedule other events to take care of a major crisis)

If you have a lot of urgent and important activities, identify which of these could have been foreseen, and think about how you could schedule similar activities ahead of time, so that they don't become urgent.

5. Urgent and Not Important

Urgent but not important activities are things that take away your focus from achieving your goals, and prevent you from completing your work. Ask yourself whether these tasks can be rescheduled, or whether you can delegate them. Interruptions from other people in your office is a common source of distraction. Alternatively, try scheduling time when you are available, so that people know that they can interrupt you at these times (a good way of doing this is to schedule a regular meeting, so that all issues can be dealt with at the same time.) You' will be able to concentrate on your important activities for longer periods of time by doing this.



6. Not Urgent, but Important

You can achieve your personal and professional goals, and complete important work with these activities. Ensure that you have plenty of time to do these things well, so that they do not become urgent. It is important to remember to leave enough time in your schedule to deal with unforeseen problems. This will optimize your chances of keeping on schedule, and help you avoid the stress of work becoming more urgent than necessary.

7. Not Urgent and Not Important

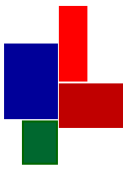
These activities should best be avoided as they are just a source of distraction. Some can simply be ignored or cancelled. Others are activities that other people may want you to do, but they do not contribute to your own desired outcomes. Saying “No” politely but firmly can be a good solution. If people see that you are clear about your objectives and boundaries, they will not ask you to do "not important" activities in the future.

8. Key Points

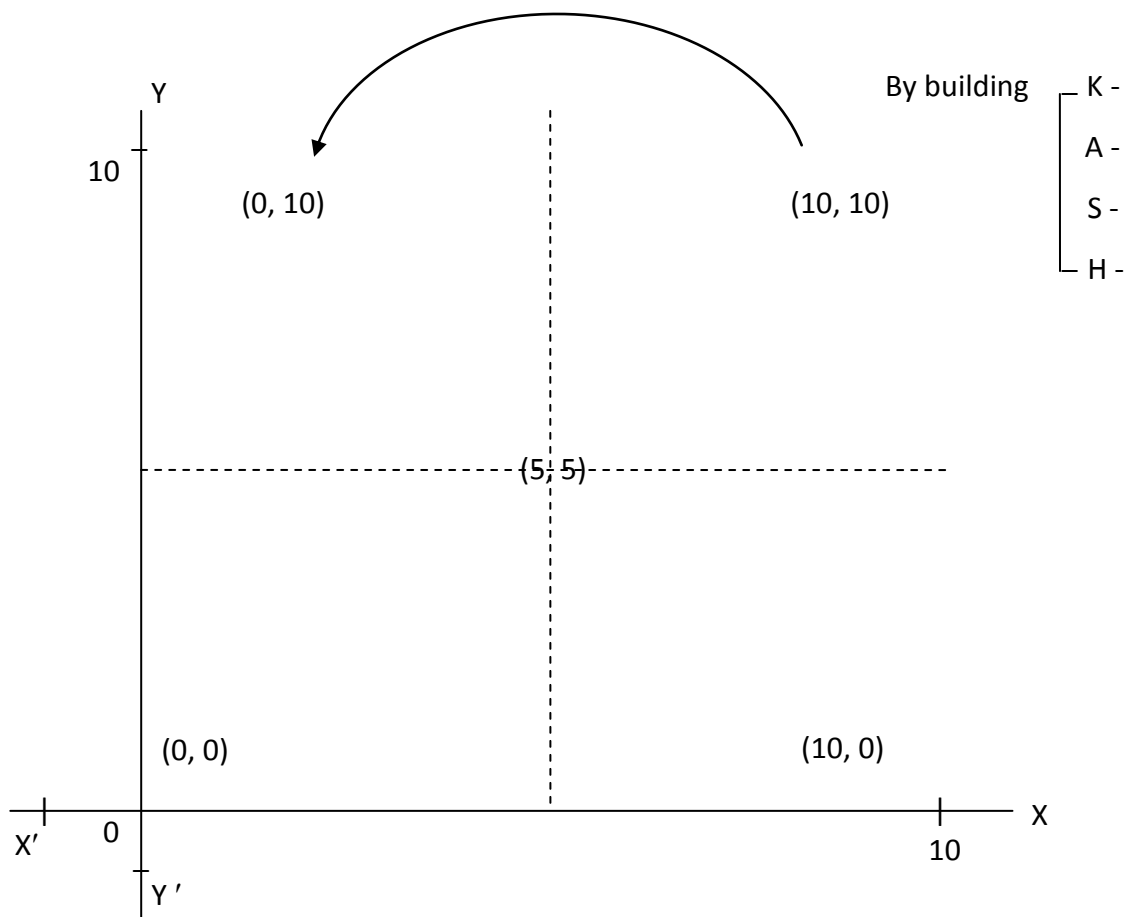
The Urgent/Important Matrix helps you look at your task list, and quickly identify the activities you should focus on. By prioritizing using the Matrix, you can deal with truly urgent issues, at the same time that you keep on working towards important goals.

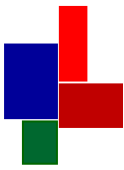


"I liked the motivational ones better."



LTMR





Six Styles Under Stress

(Adapted from TA - psychology)

Six Styles Under Stress

“Adopting the right attitude can convert a negative stress into a positive one.” — Hans Selye

As you begin to feel unsafe in a conversation, you start down one of two unhealthy paths. You either move to silence (withholding meaning from the pool) or to violence (trying to force meaning in the pool). If you know a few of the common forms of silence and violence, you can see safety problems when they first start to happen.

In *Crucial Conversations: Tools for Talking When Stakes are High*; six styles we use when we're under stress, so that you recognize the patterns, step out, restore safety and then return to dialogue – before the damage is too great.

Here are my key take aways:

Know the patterns. Knowing the patterns is half the battle. Knowing your styles under stress is a key to improving. Once you recognize your own reactions, you can shape your behavior to be more effective.

Identify silence versus violence patterns. I think extraverts or more assertive or aggressive individuals will lean towards violence patterns, while introverts or passive individuals will move to silence patterns. While there are exceptions, this is the pattern I've noticed.

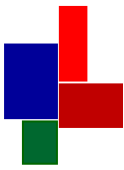
Use the patterns as a vocabulary. I think the power of patterns is efficient communication. Whether you're using them for yourself or for others, having a name for a pattern helps build and share knowledge. It's Almost Unfair

"It's almost unfair. The bigger the deal, the less likely you are to bring up your newly acquired skill-set into the conversation. Like it or not, if your adrenaline is flowing, you're almost guaranteed to jump to your Style Under Stress."

I think it's ironic that the more it counts, the less likely you are to perform well, by default. This is where practice and a plan are key to success.

Six Styles Under Stress

- **Masking** – Consists of understating or selectively showing our true opinions. Sarcasm, sugarcoating, and couching are some of the more popular forms.
- **Avoiding** – Involves steering completely away from sensitive subjects. We talk, but without addressing the real issues.
- **Withdrawing** – Means pulling out of a conversation altogether. We either exit the conversation or exit the room.
- **Controlling** – Consists of coercing others to your way of thinking. It's done through either forcing your views on others or dominating the conversation. Methods include cutting others off, overstating facts, speaking in absolutes, changing subjects, or using directive questions to control the conversation.



- **Labeling** – Is putting a label on people or ideas so we can dismiss them under a general stereotype or category.
- **Attacking** – You’ve moved from winning the argument to making the person suffer. Tactics include belittling and threatening.

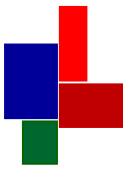
Silence and Violence Patterns

- **Silence Patterns** - Silence patterns consist of any act to purposefully withhold information from the pool of meaning. It’s almost always done as a means of avoiding potential problems, and it always restricts the flow of meaning. Methods range from playing verbal games to avoiding a person entirely. The three most common forms of silence are masking, avoiding, and withdrawing.
- **Violence Patterns** -violence patterns consist of any verbal strategy that attempts to convince, control, or compel others to your point of view. It violates safety by trying to force meaning into the pool. Methods range from name-calling and monologuing to making threats. The three most common forms are controlling, labeling, and attacking.

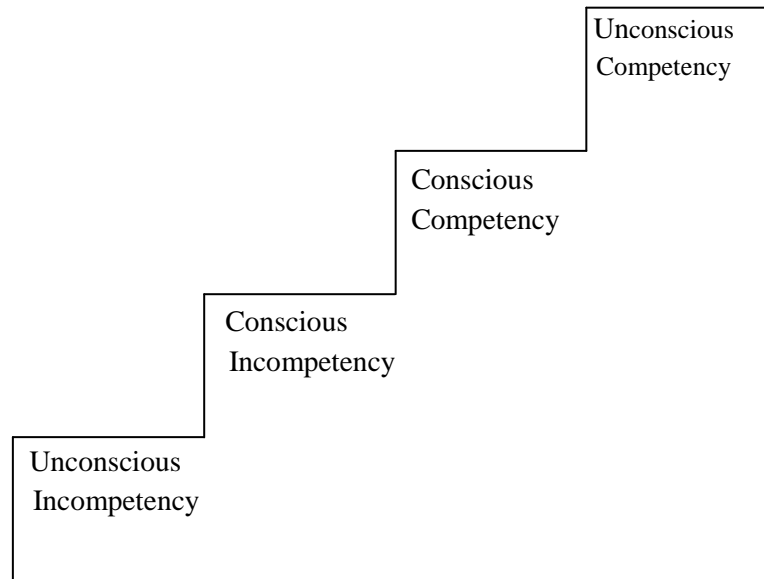
Figure Out Which Patterns You Use Under Stress

Here are some questions to check which styles you use under stress.

Style/Pattern	Checks
Masking	Rather than tell people exactly what you think, do you sometimes rely on jokes, sarcasm, or snide remarks to let them know you’re frustrated? When you have something tough to bring up, do you sometimes offer weak or insincere compliments to soften the blow?
Avoiding	Sometimes when people bring up a touchy or awkward issue, do you try to change the subject? When it comes to dealing with awkward or stressful subjects, do you sometimes hold back rather than give your full and candid opinion?
Withdrawing	At times, do you avoid situations that might bring you into contact with people you are having problems with? Have you put off returning phone calls or emails because you simply don’t want to deal with the person who sent them?
Controlling	In order to get your point across, do you sometimes exaggerate your side of the argument? If you seem to be losing control of a conversation, do you cut people off or change the subject in order to bring it back to where you think it should be?
Labeling	When others make points that seem stupid to you, do you sometimes let them know it without holding back at all? When you’re stunned by a comment, do you sometimes say things that others might take as forceful or attacking – comments such as "Give me a break!" or "That’s ridiculous!" ?
Attacking	Sometimes when things get heated, do you move from arguing against other’s points to saying things that might hurt them personally? If you get into a heated discussion, are you known to be tough on the other person. In fact, does the person feel a bit insulted or hurt?

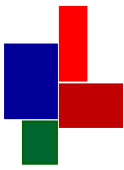


Levels of Competence

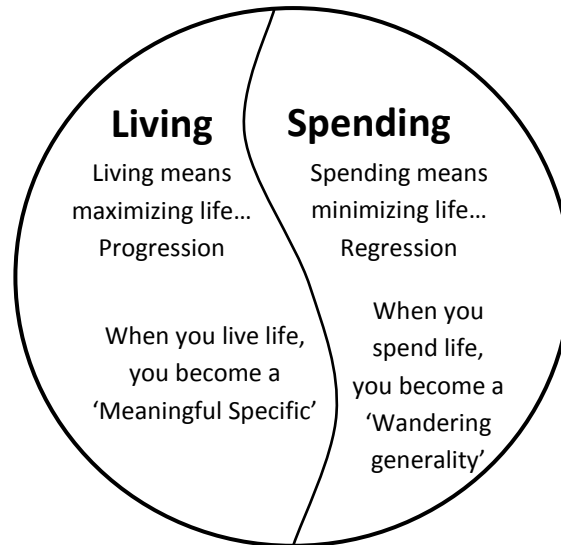


Hour of power

(Adapted from the class of Jack cane field)



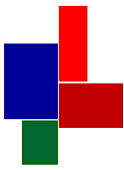
Living life and spending life are two opposite ideas



When we were kids, we all aspired to become Amitabh Bachchan, Neil Armstrong, Bill Gates (Microsoft), i.e be part of the Meaningful Specific group, but as we grew older, the difficulties and complexities of the present became too overwhelming to allow us to pursue our purpose in life and we ended up forming a part of the Wandering Generality.

So how do you rise above this category and place yourself in the illustrious group? What is it that makes that 5% the Meaningful Specific and distinguishes them from the crowd?

Emergence as someone new, different, and better!!

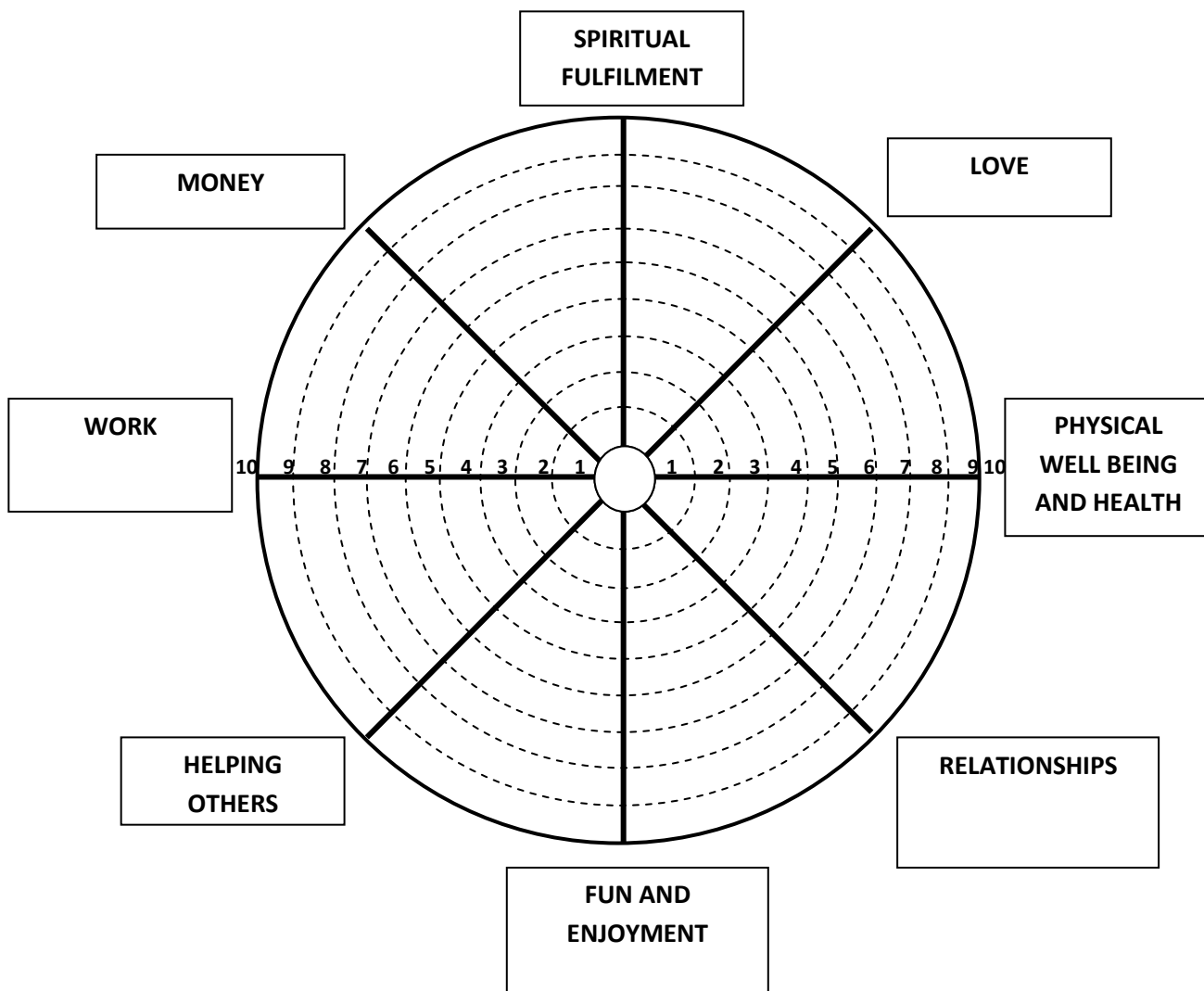


Wheel of life

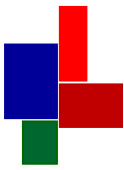
(Loose sheets from personal excellence)

While setting goals and outcomes it is very important to remember that the outcomes you set should support you in all areas of your life.

Evaluate from 1 – 10:



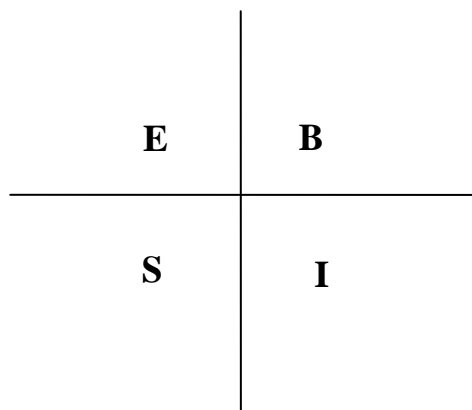
There are many different variations of The Wheel of Life and if you have a better or more personal one for you, please feel free to refer to that one.



What is the cash flow quadrant?

(Adapted from the loose sheets of Robert Kiyosaki)

The diagram below is the CASHFLOW Quadrant.



The letters in each quadrant represent:

E for employee

S for self-employed

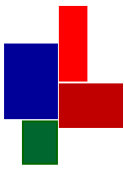
B for business owner

I for investor

WHIICH QUADRANT DO YOU GENERATE YOUR INCOME FROM?

YOU CAN EARN INCOME IN ALL FOUR QUADRANTS

YOU CAN BE RICH OR POOR IN ALL FORM QUADRANTS



MONEY SUPPORTS LIFE

“E” QUADRANT WORDS

A person who comes from the “E,” or employee, quadrant might say:

“I am looking for a safe, secure job with good pay and excellent benefits.”

“S” QUADRANT WORDS

“A person who comes from “S,” or self-employed, quadrant might say:

“My rate is \$35 per hour.”

Or “My normal commission rate is 6 percent of the total price.”

Or “I can’t seem to find people who want to work and do the job right.”

Or “I’ve got more than 20 hours into this project.”

“B” QUADRANT WORDS

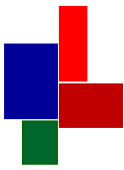
A person operating out of the “B,” or business- owner, Quadrant might say:

“I’m looking for a new president to run my company.”

“I” QUADRANT WORDS

Someone operating out of the “I,” or investor, quadrant might say:

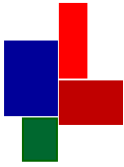
“Is my cash flow based on an internal rate of return or net rate of return?”



CAN YOU MAKE A BETTER HAMBURGER THAN McDONALD'S?

BILL GATES OF MICROSOFT DID NOT BUILD A GREAT PRODUCT. HE BOUGHT SOMEBODY ELSE'S PRODUCT AND BUILT A POWERFUL GLOBAL SYSTEM AROUND IT.





Why Aren't More People Investors?

(Adapted from Robert kiyosaki)

A Hollywood celebrity once said: "It's not return on the investment that I worry about. It's return of the investment."

This fear of losing money seems to divide investors into four broad categories:

1. People who are risk-averse and do nothing but play it safe, keeping their money in the bank.
2. People who turn the job of investing over to someone else, such as a financial advisor or mutual fund manager.
3. Gamblers.
4. Investors.

The difference between a gambler and an investor is this. For a gambler, investing is a game of chance. For an investor, investing is a game of skill. And for the people who turn their money over to someone else to invest, investing is often a game they do not want to learn. The important thing for these individuals is to choose a financial adviser carefully.

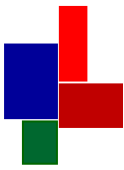
The B Quadrant Quiz

Are you a true business owner?

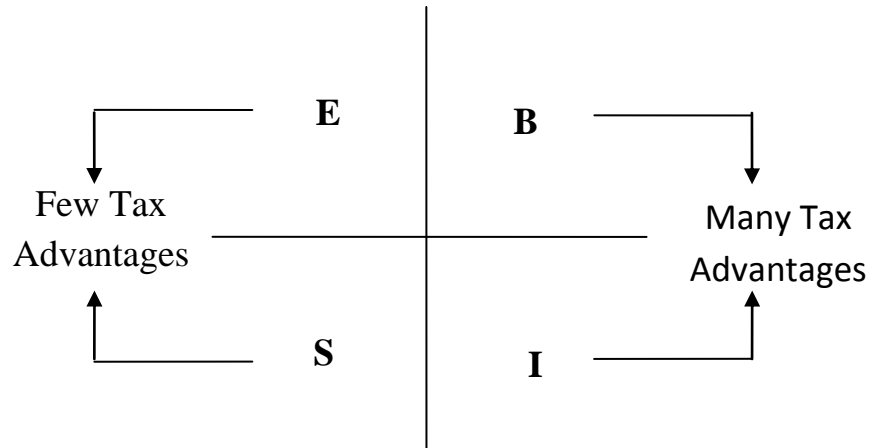
You are if you can answer "YES" to the following question:

Can you leave your business for a year or more and return to find it more profitable and running better than when you left it?

YES **NO**



TAX ADVANTAGES



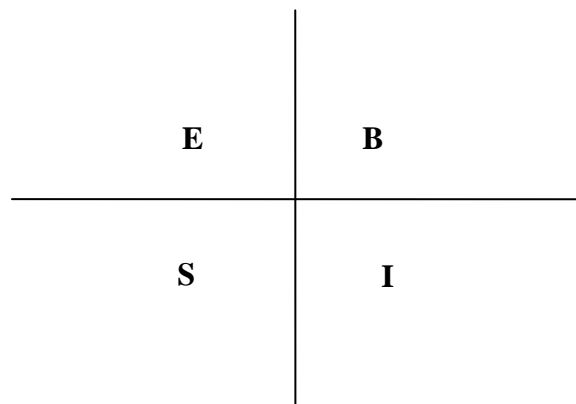
WHAT IS THE DIFFERENCES BETWEEN

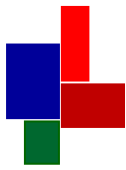
1. JOB SECURITY

2. FINANCIAL, SECURITY

3. FINANCIAL FREEDOM?

This is the pattern for job security school





MONEY ALONE DOES NOT BRING SECURITY

YOUR BOSS CANNOT MAKE YOU RICH

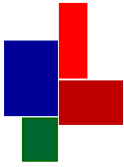
There are three main types of business systems commonly in use today.

They are:

1. Traditional C-type corporation- where you develop your own system.
2. Franchises- where you buy an existing system.
3. Network Marketing- where you join and become part of an existing system.

Act as if what you do
makes a difference. It does. ○

- William James



The Seven Levels of Investors

LEVEL 1: THOSE WITH NOTHING TO INVEST

LEVEL 2: BORROWERS

LEVEL 3: SAVERS

LEVEL 4: “SMART” INVESTORS”

LEVEL 5: LONG- TERM INVESTORS

LEVEL 6: SOPHISTICATED INVESTORS

LEVEL 7: CAPITALISTS

1. What level of investor are you?

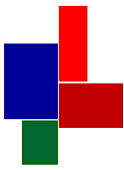
2. What level of investor do you want or need to be in the near future?

BUILD SYSTEM AROUND YOUR PASSION

A TEACHER CAN BE RICH

Whenever I hear teachers say they are not paid enough, I feel for them. The irony is that they are a product of their own system's programming. They look at being a teacher from the point of view of the “E” quadrant rather than the “B” or “I” quadrant. Remember you can be anything you want to be in any of the quadrants... even a teacher.

Don't be afraid to go out on a limb.
That's where the fruit is.
- H. Jackson Browne



The Importance of Facts Versus Opinions

NOTABLE QUOTES ON EDUCATION

Winston Churchill once said: “I am always ready to learn, but I do not always like being taught.”

John Updike said: “The founding fathers in their wisdom decided that children were an unnatural strain on their parents. So they provided jails called school, equipped with tortures called education.”

Norman Douglas said: “Education is the state-controlled manufactory of echoes.”

H.L. Mencken said: “School days, I believe, are the unhappiest in the whole span of human existence. They are full of dull, unintelligible tasks, new and unpleasant ordinances, and brutal violations of common sense and common decency.”

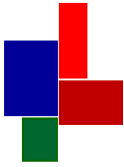
Galileo Said: “You cannot teach a person anything; you can only help him find it within himself.”

Mark Twain said: “I never let schooling interfere with my education.”

Albert Einstein said: “There is too much education altogether, especially in American schools.”

To have striven, to have made the effort,
to have been true to certain ideals—this
alone is worth the struggle.

-William Penn

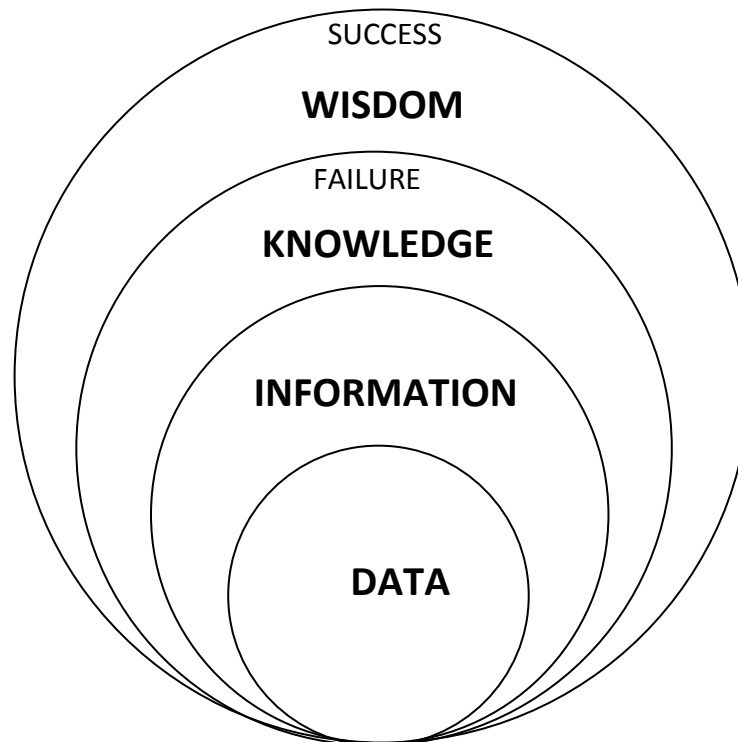


Intelligence v/s Wisdom

(Adapted from weekly voice note)

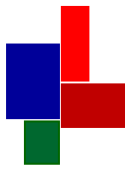
There are two important elements in this process of self- expiration – Intelligence and Wisdom. Intelligence is when you have an understanding of a particular concept; for instance you know how to sell; whereas wisdom is when you have implemented that knowledge in your life and have gained mastery over that subject, i.e you've mastered the art of selling. Intelligence is all about knowing, whereas wisdom is about doing what you know, over and over again, experimenting with it, innovating, renovating, and continuously repeating it till such time that you again mastery over it and are able to guarantee results in that arena.

How can wisdom be attained?



Step 1 – Data

Data is what we acquire from the books, audios, videos, friends, training programmes, etc. About 95% of this data is forgotten within 24 hours and the next 5% is gone in a week. When you read a book on sales or leadership, or listen , or listen to an audio book, you acquire some data. If this data is not converted into information, it is lost forever.



Step 2 - Information

The next step is to convert data into information. This art is practiced differently by each person. Someone may record whatever he/she has understood from a training process. Another may repeat the entire process a hundred times to strengthen his/ her understanding of it. Your preferred method of conversion could be entirely different.

Step 3 – Knowledge

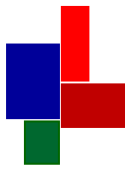
After converting data into information, you need to persistently put this information into practice and once this is done regularly, it becomes your knowledge. Knowledge is the stage of implementation. When you practice what you have decided, you will fail miserably since your old self keeps fighting the new self while attempting to do something different.

Step 4 – Wisdom

After increasing your efforts, you may finally succeed in doing the new action correctly, but then the cycle of failure may start again. However, when failure turns into repeated success, the size of the success starts becoming larger and more prominent and it is here that knowledge finally into wisdom.

Make a list of all the things that you want to expire. Jot down the deadline and the methodology you will use to declare it to the whole world.

Things to expire	Deadline	How will you declare it?

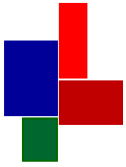


In the table given below, write down four key learnings that you have gained from the above concept, the actions you will take to permanently imbibe it in your life long with the deadlines and the help you will require.

No.	Learnings	Actions you will take to Imbibe this in your life	Whose help Will you require	Deadline
1				
2				
3				
4				

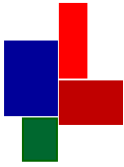
You do not become good by trying to be good, but by finding the goodness that is already within you.

- **Eckhart Tolle**



Blue Ocean

Red Ocean



Believe in the Philosophy of Discontinuity

Nothing in life is permanent. The people around you – their commitment, support, dedication; your relationships and their longevity; the nature of your present job/business, income, circumstances, standard of living, wealth, comfort, struggle, and life itself. Nothing is eternal/ continuous. It has to come to an end someday, it has to discontinue.

Do not ask for a guarantee

Guarantee, assurance, safety, security, are all words meant for ordinary mortals.

No Endorsements

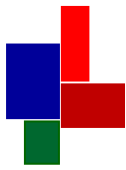
Entrepreneurs are loners in their journey. They are self-contained, self-sufficient, independent individuals who are confident of their actions and work with their solitary thought process, independent of support, backing, or approval of the world in doing what they feel is right. They have a mind of their own – an intuition, a gut feeling, a well thought, well researched judgment which directs them towards their future and they do not need the endorsement of the external world to take on newer initiatives. Not seeking endorsement is not an act of arrogance, but Entrepreneurs know that their ideas will be shot down by the world and they will be asked to toe the line with the philosophies that the world believes in. Their wisdom tells them that the people around them will not even be able to comprehend their idea, let alone believe in them or support them and yet these ideas that can change the world and hence, they do not rely on public approval to make their move.

- ▶ You are bound to look like a fool, accept it
- ▶ You are bound to be ridiculed, face it
- ▶ You are bound to be laughed at, allow it
- ▶ You are bound to be questioned, don't bother about it
- ▶ You are bound to be in a state of self doubt, remain in it

Auto means Self

Nomous means Laws

Autonomous means Self Laws



Life is an unpredictable game. Everyone has different experiences, and such a dynamic world, you cannot operate with the rules/ laws laid down by someone else. You cannot become a victim of the views and opinion of others. To maximize your potential, you need to be self – created, self constituted, self-made; you need to be in a state of liberation and confidence. You need to have laws that you have set in place – you need to have laws that have set in place – you need to be autonomous!

Entrepreneur are autonomous individuals. They are not controlled by others or by outside forces; instead, they are self-directed, self-

governing, and independent folks who live life on their own terms.

They have laws for everything that they will do and never compromise them. They do not follow norms set by anybody, but themselves. They have a constitution that defines these laws and at periodic intervals they keep making progressive amendments and declare this to the whole world.

I learnt the art of loving people by following the ‘3 As’

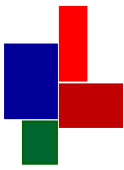
A - Accept

A - Adjust

A - Appreciate

If people have to be transformed and maximized, you need to do three things:

1. Accept people as they are
2. Adjust to their idiosyncrasies
3. Appreciate all the good qualities that they bring to the table



Make a list of all the worst that could happen to your life 20, 30, 40, 50, years down the line – things related to your family, friends, career, future, business, relationships, health, and so on.

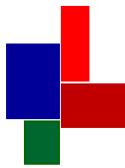
Declare how your thoughts, words and deeds will be when faced with any or all of the above tragedies and how you will remain focused and move ahead:

There have been times when I have been completely disillusioned, jected, and shaken from within and such times come to me as often as they may come to anybody else, but I never allow these moments of depression to remain longer than a few seconds, minutes, or hours, let alone weeks and months.

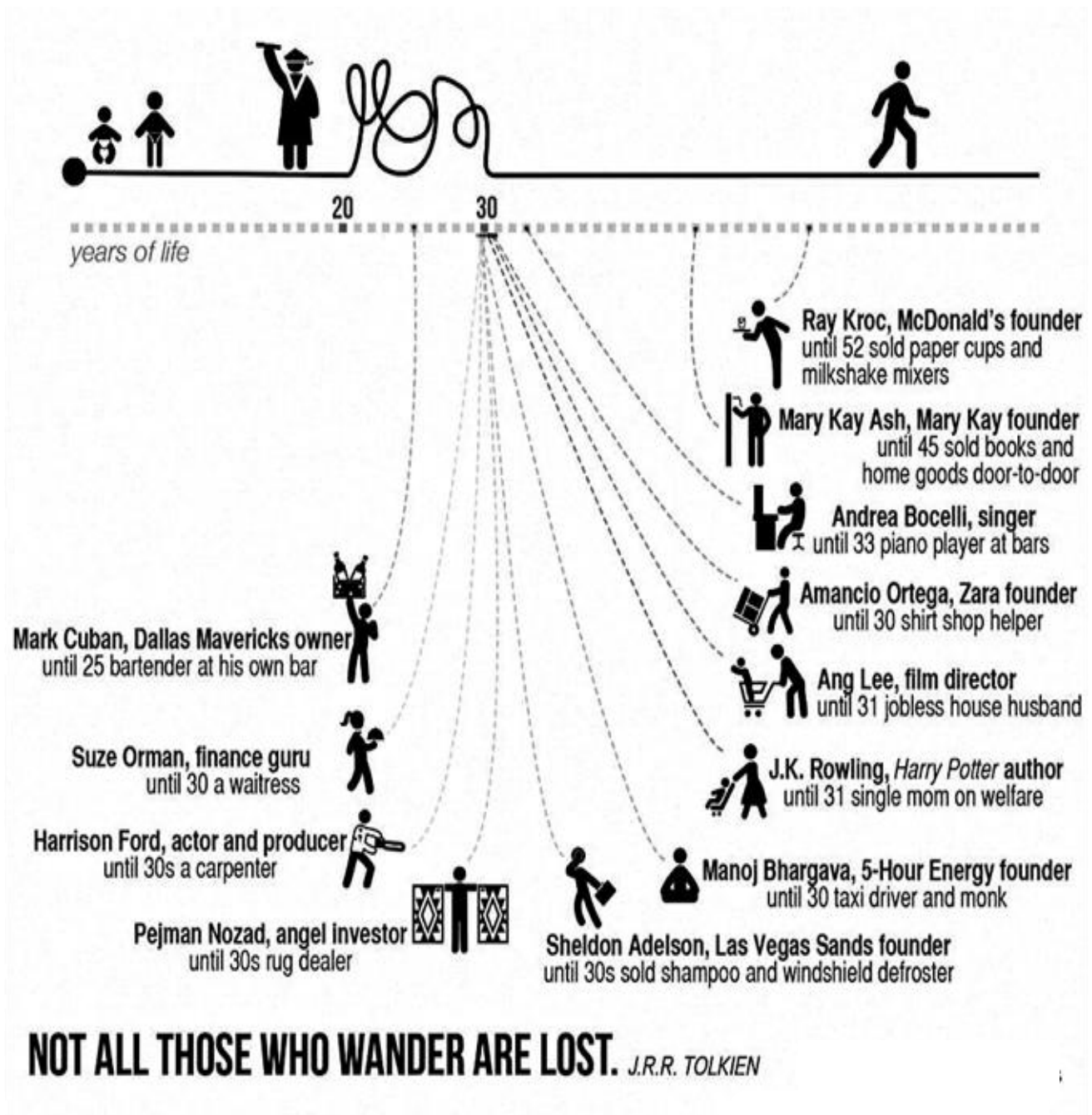
I was very quick to realize that when you are depressed, demotivated, and shattered, that is only one person who can pull you out of this state and that is you, yourself. So when you know that you and only you have to pull yourself out of depression, my question is, ‘Why do you go into it in the first place?’ Thus, to my remain motivated and in the best spirits constantly, for a lifetime, one has to develop a mechanism – a support that will help make this process simple. This mechanism comprises the following three elements

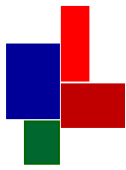
1. People
2. Books, Audios, Videos
3. Connecting with the past

‘A leader is a person you choose to follow to a place where you wouldn’t go by yourself’



Lost in life?





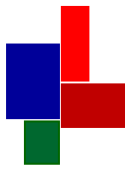
I have not said that I will be an entrepreneur till 35, or 47, 59 or 89. I will be an entrepreneur till I die! And in order to maximize life, you too will have to take this pledge, because life of an entrepreneur only ends with death.

- Dev Anand, a great Indian actor and director died at 88, few months after the release of his last film.
- Kishore Kumar, a great Indian singer, lived till 58.
- M.F. Hussain, a great Indian painter, left this world when he was 95, having earned the reputation of being one of the greatest Indian painters of all times.
- J.R.D Tata, a great Indian Industrialist departed at 89.
- Peter Drucker, the great management guru lived till 95 and was writing till his last days.
- Queen Elizabeth is still going strong at 86.
- Pandit Ravishankar, a great sitar player, was still creating music till he passed away at 92.
- Zohra Sehgal, a great actress, is alive and kicking at 100.
- Asha Bhonsale, a celebrated Indian singing icon, is mesmerizing people with her songs at 79.
- A.P.J Abdul Kalam, former president of India is still inspiring and motivating at 80.
- The 14th Dalai Lama, is full of life at 76.
- Richard Branson, a great British Entrepreneur, raring to go at 61.
- Martina Navratilova, a great tennis player playing at the age of 55.
- Hema Malini and Rekha – two iconic Indian actresses, vibrant and zestful at 63 & 57 respectively.

Now ask yourself another question, ‘How will your life be one year before you die?’

Imagine your:

► Body

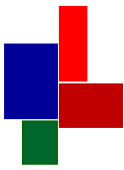


▶ Psychology

▶ Wealth

▶ Relationships

▶ What will you be doing that year?



Four Steps to Good Communication

(Motivational session: communication)

1. Have something good to say

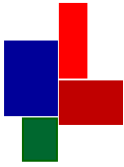
Preparation is the key to good communication. Make a deliberate, consistent effort to keep putting into your head knowledge and information from your experiences.

Work on developing the following traits to become even better prepared to be a good communicator.

- **Interest:** Sharpen your curiosity in life, people, religions, ceremonies, countries and life styles. Keep a journal and do your own observing.
- **Fascination:** Be curious about how things work, how life works and substitute fascination for frustration whenever you're able.
- **Prepare** consistently, not just before it's needed.
- **Sensitivity:** Learn to feel what the other person feels with sympathy, empathy, and compassion. You may not succeed, but you must try... and people know when you try.
- **Knowledge:** Focus on the things you know -- your ongoing education, your journal and doing your research.

2. Say it well

- **Sincerity:** If someone sincerely wants to listen and someone sincerely wants to speak, you can get a lot accomplished.
- **Repetition:** Continuously work to hone your communications skills in order to become better at saying it.
- **Brevity:** Say it in fewer words.
- **Style:** Develop your own style in terms of gestures, voice and how you emphasize a point. Be a student and borrow from a number of people you admire, but in the end make sure it's finally you.
- **Vocabulary:** Work on your vocabulary all of your life. It's the tool we use to reach someone and it helps us to express ourselves and to understand. The wider your vocabulary, the better your ability to understand others and the world. Having a limited vocabulary is like looking at the world through a keyhole. Buy and use a good dictionary.
- **Don't forget to say it:** Actions are no substitute for words... act, act, act and *never* talk? Conversely, words are no substitute for action. Talk, talk, talk and *no* action? That is not good either. Learn to balance your words and actions. For example, giving a gift is not enough. It's the little card with the gift that says, "No one in the world affects me the way you do." That is what is important. The words will linger much longer than the flowers. Don't let your actions be a substitute for words... don't fail to say or write it too.



3. Read the audience

- Read what you see,
- Read what you hear
- Read what you feel.

4. Intensity

Intensity is the spirit, power and emotion with which you translate your communication. It gives power to vocabulary. Words loaded with emotion are powerful.

- **A word just isn't a word...**
- **Measure your emotion.**

The problem, *not* the person

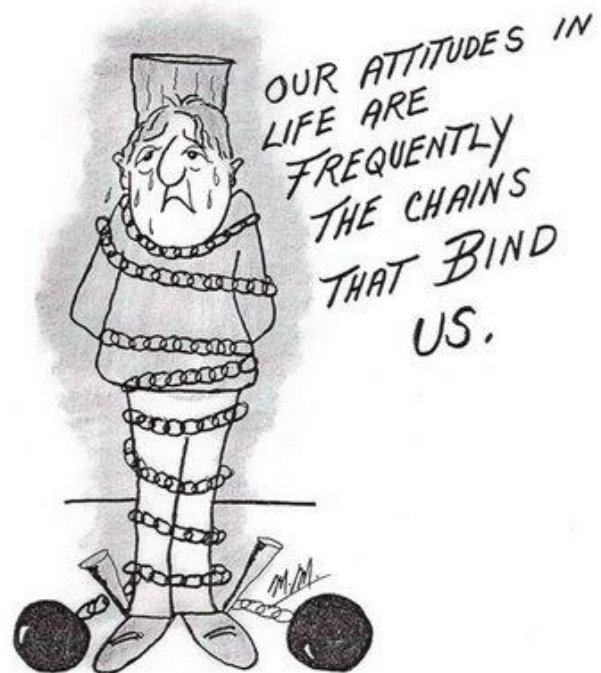
Attack the problem, not the person. Be like a surgeon and go after the disease. Matters of the heart are delicate; you can't operate on the heart with a hatchet. Say, "I love *you*, but I hate this *behavior*."

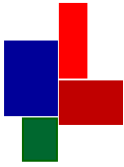
One of the best ways to attack a problem is to confess that you have it, or that you had it, and then use yourself as an illustration. "I remember when someone got on *my* case and saved the day, so listen to me now."

Another way to attack a problem is the use an illustration of a person who isn't there. This is what happened to John, but he's not here, so let me tell you about John.

The Power of Persuasion:

1. Become a good storyteller
2. Accurate facts
3. Oratory
4. Straight talk
5. Challenge
6. Passionate belief





Learn How Millions of People Go From Rags to Riches in One Generation

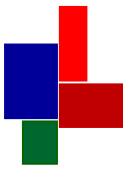
Get Out of Debt

Get Paid More and Promoted Faster

Buy Real Estate With No Money Down

Start and Build Your Own Business

Market and Sell Your Products and Services

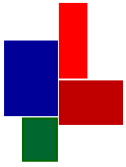


Manage Your Time and Double Your Productivity

Set and Achieve All Your Goals

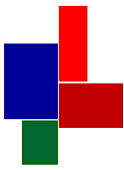
Develop Personal Power, Confidence and a Positive Self Image



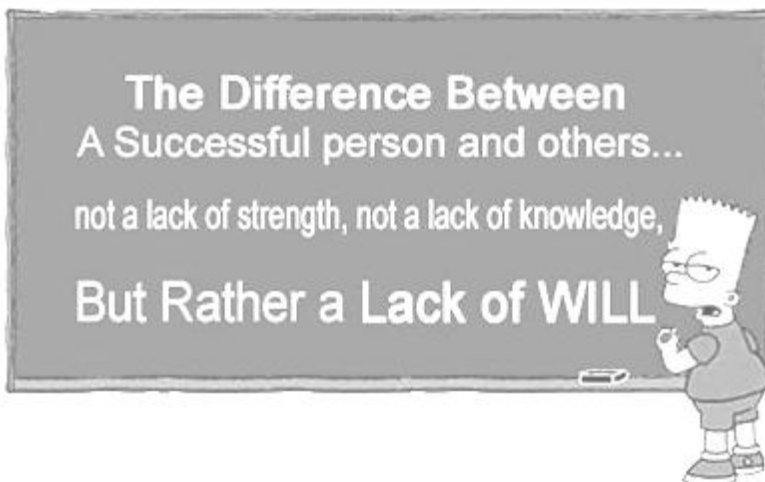
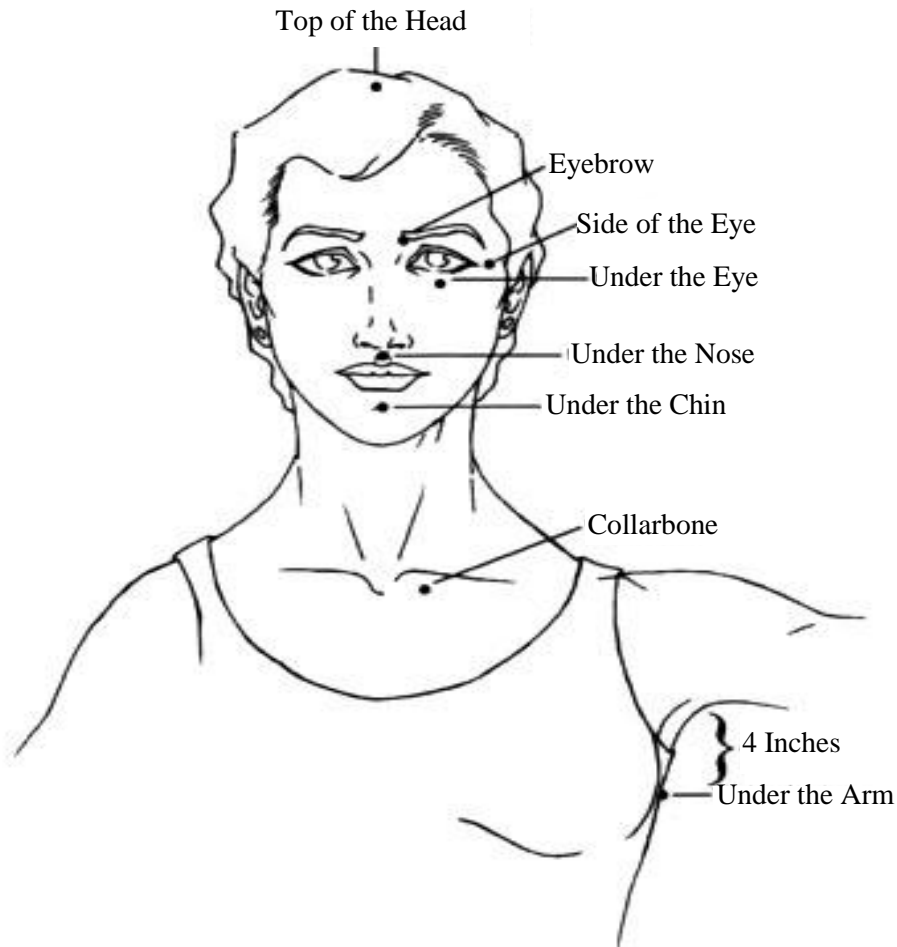


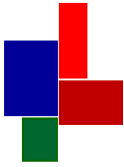
What are you willing to let go of for Transform to be a huge success?





How to tap





Be – Do – Have

(Earl shoaff)

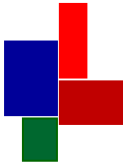
I want to BE

I want to DO

I want to HAVE

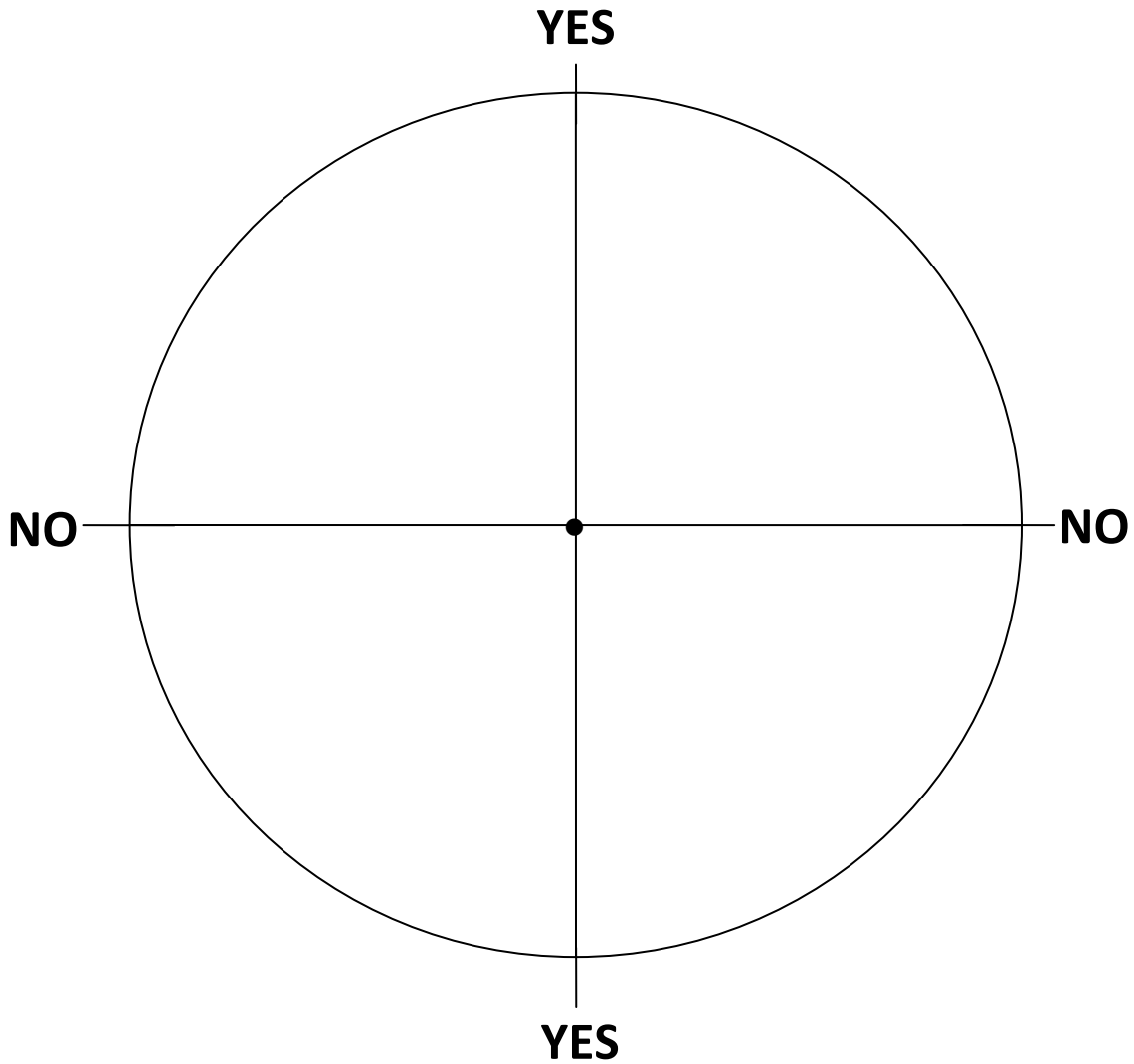
My big WHY is

What will this enable you to HAVE?

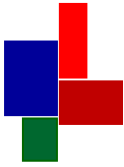


Hypnotic circle

(Hypnosis exercise)



Still / ← → = Not sure



More Than a Mental Change

As stated earlier, to find success in the “B” or “I” quadrant requires more than simply academic or technical knowledge. It often requires a change in core emotional thinking. Feeling, beliefs and attitude.

Remember the BE— DO — HAVE.

What the rich do is relatively simple. It’s the “Be” that is different. The difference is found in their thoughts and, more specifically, their internal dialogue with themselves. That is why my rich dad forbade me from saying:

“I can’t afford it.”

“I can’t do that.”

“Play it safe.”

“Don’t lose money.”

“What if you fail and never recover?”

He forbade me from saying those words because he truly believed that words are the most powerful tools available to humans. What a person says and thinks becomes real.

He often quoted from the Bible, although he was not that religious:

“And the word became flesh and dwelt amongst us.”

Rich dad firmly believed that what we said to ourselves, at our core, became our reality. That is why I suspect that for people who struggle financially, their emotions often do the talking and run their lives.

Until a person learns to overcome those emotionally driven thoughts, their words do become flesh. Words such as:

“I’ll never be rich.”

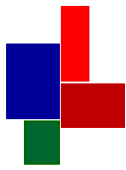
“That idea will never work.”

“It’s too expensive for me.”

If they are emotionally based thoughts, they are powerful. The good news is that they can be changed with support of new friends, new ideas and a little time.

People who are not able to control their fear of losing should never invest on their own. They are best served by turning that job over to a professional and not to interfering with them.

As an interesting note, I have met professional people who are fearless when investing other people’s money and able to make lots of money.



But when it comes to investing or risking their own money, their fear of losing becomes too strong and they ultimately lose. Their emotions do the thinking rather than their logic.

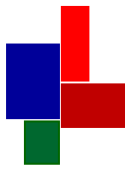
I have also met people who can invest their money and win constantly, but lose their calm when someone asks them to invest money for them.

The making and losing of money is an emotional subject. So my rich dad gave me the secret to handling these emotions. Rich dad always said, "To be successful as an investor or a business owner, you have to be emotionally neutral to winning and losing. Winning and losing are just part of the game."

LOSERS CUT THEIR WINNERS AND RIDE THEIR LOSERS

WINNERS CUT THEIR LOSERS AND RIDE THEIR WINNERS

Action may not always bring happiness;
but there is no happiness without action. ○
- Benjamin Disraeli



Losers do the same things in life

People who are afraid losing do the same things in real life. We all know of

1. People who stay in marriages where there is no longer any love.
2. People who stay at dead- end jobs.
3. People who hang on to old clothes and “stuff” they will never use.
4. People who stay in towns where they have no future.
5. People who stay friends with people who hold them back.

Look in the mirror and listen to the words

A mirror reflects back more than just a visual image. A mirror often reflects back are thoughts. How often have we seen people, look in the mirror and say such things as:

“Oh , I look horrible.”

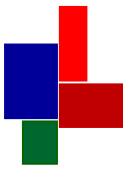
“Have I put on that much weight?”

“I’m really getting old.”

Or

“My, my, my! I am damned good looking. I am God’s gift to women.”

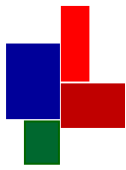
Think like a man of action;
act like a man of thought.
- **Henri L. Bergson**



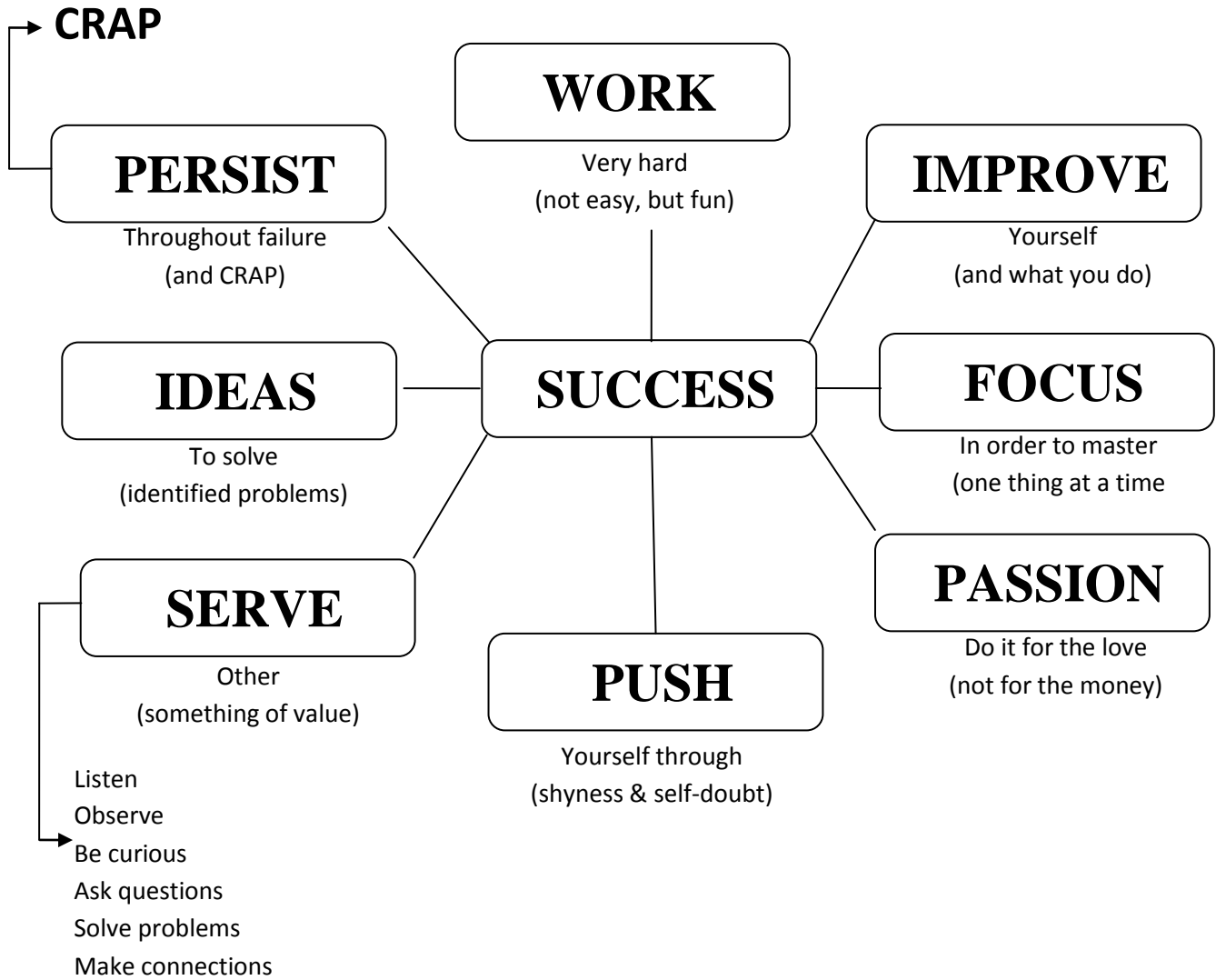
Why does Company Fail?

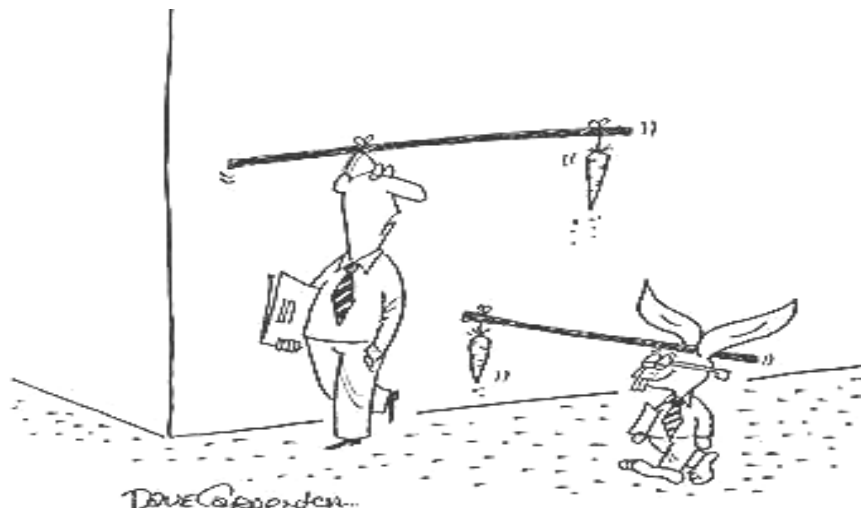
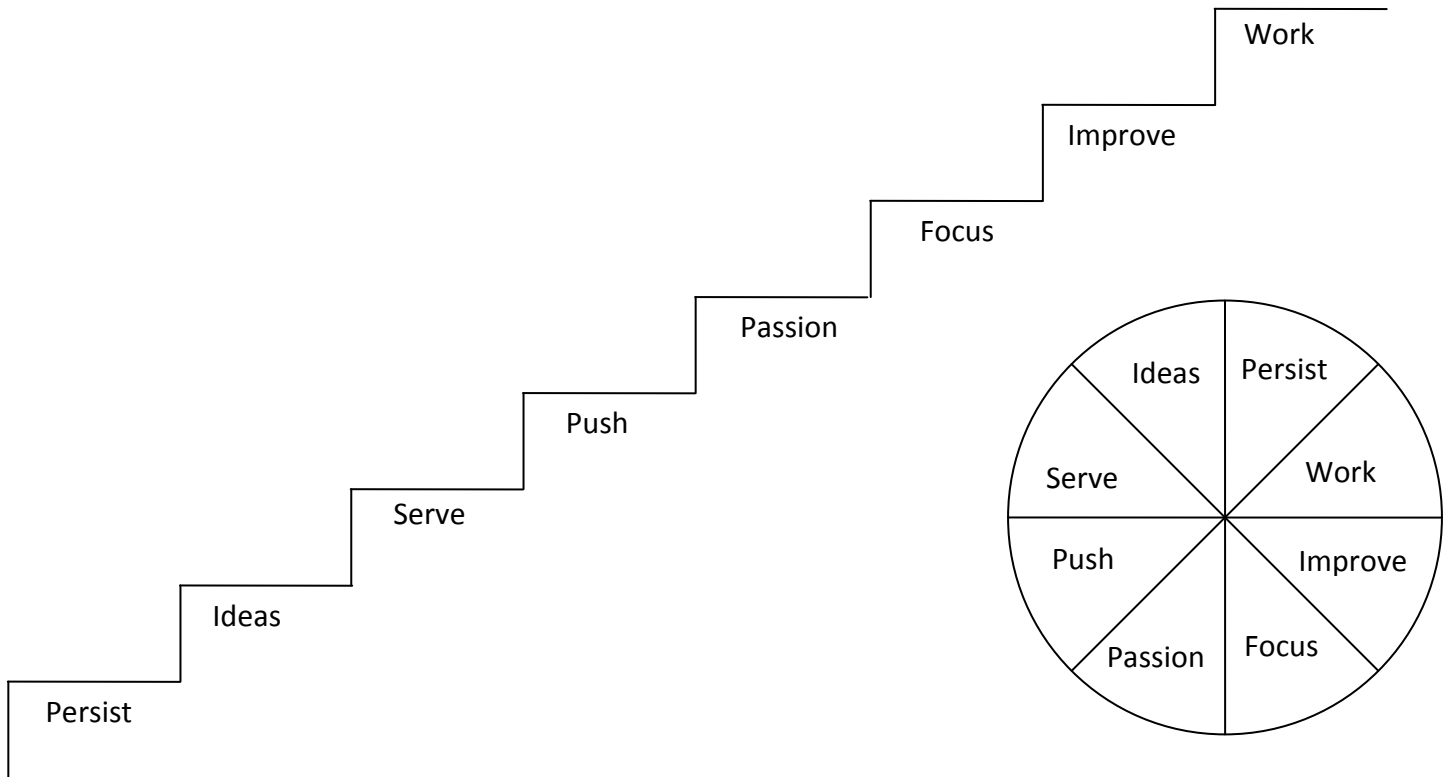
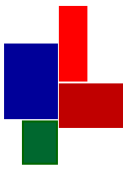
- ◆ Over trading.
- ◆ Poor management.
- ◆ Lack of accounting system.
- ◆ Stock mis-management.
- ◆ Forgetting recoveries.
- ◆ Too much capital going into fixed assets.
- ◆ Taking too much out of business yourself.
- ◆ Staff problems.
- ◆ Missing regular reports.
- ◆ Dependence on one customer.
- ◆ Not setting funds for Govt. dues.
- ◆ Ignoring Govt. rules and regulations.
- ◆ Lack of priorities.
- ◆ Absence of owner.



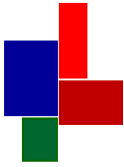


(Activity taken by Richard)





" WELL OF COURSE YOU OUTPERFORMED ME. THE INCENTIVES WERE STACKED IN YOUR FAVOR. "



Take Responsibility

(Adapted from Dick McHugh)

The main objective today: Learn how to go further and faster with less effort.

The three key differences that separate super high-achievers from everyday people:

- 1) They have unusual clarity about their purpose, mission, vision and goals.
- 2) They have developed powerful success habits – disciplines of success.
- 3) They take 100% responsibility for their results and they are action oriented.

Take 100% responsibility for your life and your results.

E + R = O . . . Events + Response = Outcome

If you want a different outcome, you have to change your responses. You have to give up blaming others, complaining about circumstances and events, justifying your lack of results, and defending your position. Hold yourself accountable.

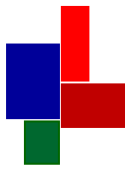
There are only 3 responses you have any control over:

1. Your behavior (including what you say and how you say it)
2. Your thoughts (self-talk) and beliefs (both conscious and unconscious)
3. Your visual imagery (including your images of the future)

You have to harness the power of your thoughts.

Thought creates the world and then says,
“I didn’t do it.”

- **David Bohm, Physicist**



Your thoughts (self-talk) control your physical reality more than you realize.

The Hand Demonstration: “Grow longer!” ... “Return to normal.”

The Kinesiology Demonstration:

- | | |
|----------------------------|-----------------------------------|
| Lying | vs. The truth, |
| “I can’t...” | vs. “I can...” |
| Focusing on Your Successes | vs. Your Failures, |
| Criticism and Judgment | vs. Support and Appreciation |
| Focusing on Self | vs. Focusing on Service to others |

If you want to be successful, you have to eliminate the phrase “I can’t...”

What “I can’t’s” do you need to eliminate in my life?

You control your attitude by what you think.

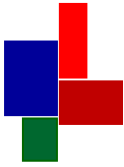
*If you are an average person with a negative attitude,
you are half way to the bottom.*

*If you are an average person with a positive attitude,
you are half way to the top.*

—Roger Crawford

You must start by taking 100% responsibility for the creation of your life.

You are creating your experiences, your success, the quality of your relationships, your health by your thoughts (and beliefs, which are simply thoughts you have conditioned yourself to think over and over), the visual images you focus on (internally and externally), the resulting emotions they create, and your actions...and you have total control over all three of these.



Start Moving from point 'A' to point 'B'

(Adapted from Jack Canfield seminar)

- The Principles of Success Always Work if You Work the Principles.
-

- Nobody Can Do your Push Up's For You.
-

- **Take 100% Responsibility for Your Life.**
 - You must take personal responsibility.

You cannot change the circumstances,
the seasons, or the wind,
but you can change yourself.

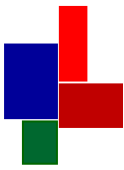
– **Jim Rohn**

- Be 100% Responsible for Everything.
-

- Surrender your Excuses.
-

- If You Dislike Your Circumstances, Adjust Your Responses.
-

- The Experience Your Face Today is a Result of Yesterdays Choices.
-



- Do What You Have Always Done to Receive What You Have Always Got.
-

- Take Responsibility, Give Up Blaming.
-

- Give Up Complaining.
-

- Complain to the Right Person.
-

- Just because it is Simple, It Need Not be Easy.
-

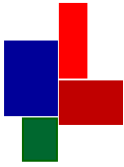
- Pay Attention to Your Results. Results Don't Lie!
-

No matter how hard the past,
you can always begin again. ○

- **Buddha**



Catch a man a fish, and you can sell it to him. Teach a man to fish, and you ruin a wonderful business opportunity.



- **Be Clear Why You're Here.**
 - Get in touch with the silence within yourself and know that everything in life has a purpose.

- **Elizabeth Kubler –Ross**

- The “What is my purpose” Behind Everything You Do.
-

- Your Joy Lies in Your Inner Guidance System.
-

Decide What You Want.

- The indispensable first step to getting the things you want out of life is this: decide what you want.

- **Ben Stein.**

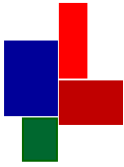
- Early Childhood Programming Hinders Us From Getting What We Want.
-

- Live Your Own Dream.
-

- Never Settle For Less.
-

- Make a List of “I WANT”
-

- Don't Stray from What You Want Because of Some else.
-



Believe it's Possible.

The number one problem that keeps people from winning in the United States today is lack of belief in themselves.
- Arthur L. Williams

- You Must Believe.
-

Believe In Yourself.

You weren't an accident. You weren't mass produced. You aren't an assembly line product. You were deliberately planned, specifically gifted and lovingly positioned on the Earth by the Master Craftsman.

- Max Lucado.

- Only You Can Choose What To Believe.
-

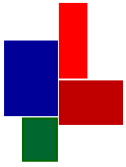
- Surrender the "I Can't"
-

- Life is too Short to Waste Believing You C
-

- You Have No Business Knowing What Others Think About You.
-

- Set "SMART" Goals.
-

- You Need Goals Which Will Help You Grow.
-



- Read Your Goals Thrice Daily.
-

- One Goal is Insufficient.
-

- Chunk It Down.
-

- Make A Daily To-Do List.
-

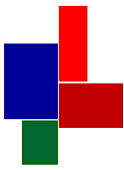
- Plan your Tomorrow Tonight.
-

- Who has Done What You Want to Do?
-

- Leave your Comfort Zone.
-

- Talk to Your Self with Affirmations.
-

- Affirmations Work.
-



See What You Want, Get What You See.

Imagination is everything, it is the preview of life's coming attractions.
- **Albert Einstein.**

Act As If.

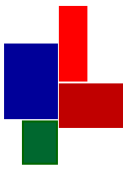
- Believe and Act as if it were impossible to fail.
- **Charles F. Kettering.**

- Achieve Everything You Want.....Starting from NOW!

- Talk is Cheap!

- Nothing Happens Without Actions.

- People who are Successful Have a Bias for Action.



- Ready! Fire! Aim!

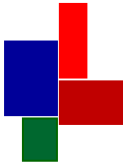
- Stop Waiting!

- Take Enough Action to Gain Satisfaction.

- Do It NOW!

- Feel the Fear and Do it Anyway.

- You Must be willing to Feel the Fear.



- We make Our Fantasies Appear Real.

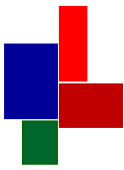
- Remember the Time You Triumphed Over Fear.

- Take a Leap!

- A leap can Change Your Life.

- Ask! Ask! Ask!

- Ask and You Shall Receive



- You Always Gain by Asking.

- Reject Rejection.

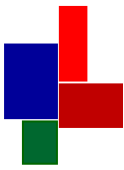
- Rejection is a Myth.

- SW-SW-SW-SW

Use Feedback to Your Advantage.

Feedback is the breakfast of Champions.- Ken Blanchard & Spencer Johnson.

- Improve a Little At a Time.



- Decide What needs Improvement.

Practice Persistence.

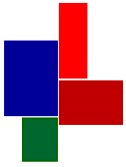
Most people give up when they are about to achieve success. They quit on the one- yard line. They give up at the last minute of the game, one foot from a winning touchdown. **- H. Ross Perot**

- Nothing is Always going to be Easy.

- Never Give up On Your Dreams.

- Never Give Up.

- Do Not Give Up Even if the going Gets Tough.



- **Practice the Rule of Five.**

Success is the practice of small efforts, repeated day in and day out.

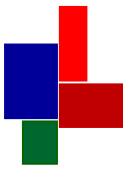
- You Mirror the Behaviour of those Around You.

- Be Selective of Those that Surround You.

- Avoid People who will Hold You Back.

- The “D D D D” Of Completion.

- Make Space for Something New.



- Develop at least One New Habit a Year.

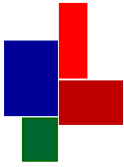
- Habits whether Good or Bad, Always Deliver Results.

- Start Taking Actions Now to Develop Better Results.

- If You Do What You Love, the Money Will Follow.

- Just Start Doing It, NOW!

- Houe of Power



Consumer Analysis

(Loose sheets MBA class in NMIS)

Consumer Analysis → Market → Competition → Distribution → Marketing Mix → Economics → Revise

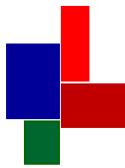
What is the need category?

Who is buying and who is using the product?

What is the buying process?

Is what I'm selling a high- or low- involvement product?

How can I segment the market?



Consumer Behavior Matrix

	High Involvement	Low Involvement
Significant Differences	-Complex Process -Brand Loyalty	-Experiment -Random Behavior -Variety seeking
Few Differences	-Anxiety (Dissonance) Reduction -Baseless Beliefs About the Product	-Buy Cheapest One -Random Behavior -Baseless Loyalty -Inertia

How will I differentiate my product / service

Differentiation is a broad issue that includes any way that a marketer can distinguish his product from the field. Consequently there are many ways to do it.

Features- Capabilities.

Fit- Tailoring.

Styling-Functional, visual.

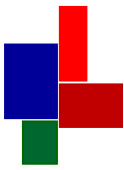
Reliability-Warranties return policies.

Packaging-Color, size, shape, protection.

Sizes-Clothing, appliances, computers, and luggage sizes.

Services-Timeliness, courtesy, accuracy

Brand Naming-Labeling.



Sizzling Words

Program

Intensive

Course

Blueprint

Model

Plan

Schedule

Design

Project

System

Secrets

Mistakes

Steps

Modules

Key(s)

Breakthrough

Sure-fire

High-powered

Business Words:

Business

Success

Cash Flow

Clients

Health Words:

Health

Vibrant

Exuberant

Energized

Relationship Words:

Loving

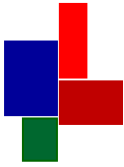
Caring

Intimate

Connected



**It's
hard to
soar with
EAGLES
when you
work with
TURKEYS!**



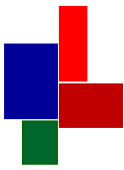
Where do you find your ideal clients?

- 1) Where do they _____
- 2) What do they _____
- 3) Where do they _____ ?
- 4) _____ your ideal clients
- 5) What do they _____

Ans: (Shop, read, hang out, who else serves, spend money on)

What matters is the value we've created
in our lives, the people we've made happy ○
and how much we've grown as people.

- Daisaku Ikeda



Reach your ideal clients

The Marketing Big 3 - #1 _____

1) Find a calendar event

2) Rehearse elevator speech

3) Tap on any distress

4) Attend event, get at least 5 cards

5) Follow up with people afterwards !!

Ans: (Networking)

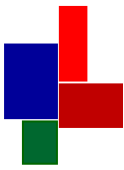
The Marketing Big 3 - #2 _____

1) Research groups that are appropriate.

2) Write one line email 'Do you accept outside speakers?'

3) Prepare one sheet, video sample (a link to online video)

Ans; (Speaking)



The Marketing Big 3 - #3 _____

1) Make a list of everyone you even remotely know

2) Determine method of contact - phone, mail, email

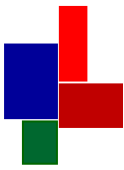
3) Draft letter or opening of your conversation

4) Determine whether you offer anything for referrals

5) Contact everyone and ask for referrals

Ans: (Referrals)



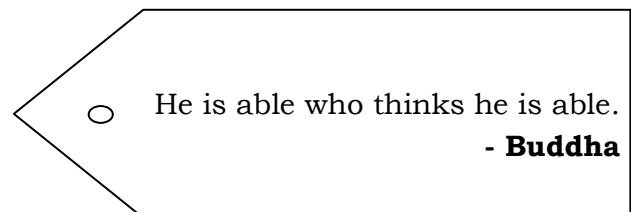


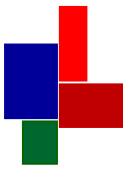
My Possible Target Markets

- 1) _____
- 2) _____
- 3) _____
- 4) _____

Creating your Transformational Package

- ✧ Name : _____
- ✧ Promise (benefits): _____
- ✧ One-liner: _____
- ✧ Features: _____





Marketing Misconceptions

#1

If it doesn't work the first time, it's not something I should do.

Solution: All marketing is a _____

#2

I don't know where to find clients.

Solution: Define your _____

#3

No one likes me when I market.

Solution: You're marketing with _____

#4

I need to learn the hottest new thing in order to successfully market.

Solution: Marketing _____ always work

#5

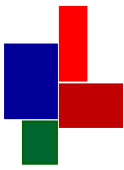
I need to be marketing in 10 different ways right from the start.

Solution: Use the _____

Ans: (Test, target market, desperate energy, Basics, Marketing big 3)

You can't hire other people to do your pushups.

— Jim Rohn



Money Misconceptions

#1

Cheaper is better: Clients are better served if I lower my prices.

Solution: _____ & clients being _____

#2

Fixed-Pie syndrome: If I make too much money, I hurt others

Solution: _____

#3

Money Corrupts: If I make too much money, I hurt myself, my values, or my spirituality. (money corrupts).

Solution: Money is a _____.

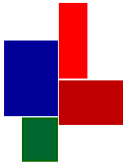
#4

No Flow Disease:: I can't spend money until I make money.

Solution: You have to _____

Ans: (Money setpoint, invested in transformation, Understanding abundance, Magnifier, Prime the pump)





Your selling style = your _____ style

- _____ - Always looking for a bargain
- _____ - Have to look at EVERYTHING before making a decision
- _____ - Second guess your decisions
- _____ - I'll just return it.

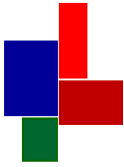
Your selling style = your ____ style (cont'd)

- _____ - you won't like me if I say no
- _____ - You just want to sell me something (suspicion and distrust)
- _____ - I don't want to make a decision

Ans: (Buying, Bargain Hunter, Researcher, Regretter, Returner, Buyer, Pleaser, Mistruster, procrastinator)

If you get up one more time than you fall,
you will make it through.

- **Chinese Proverb**



Sales Misconceptions

#1

Selling is something that you do to people, or selling is when I convince them to hire me.

Solution: _____

#2

In order to sell effectively, I have to be pushy.

Solution: Be a _____ for their transformation.

#3

Everyone evaluates sales opportunities the same way.

Solution: Your _____ style influences your _____ style.

#4

If someone gets uncomfortable during a sales conversation, I've done something wrong.

Solution: Hold the _____ for their _____.

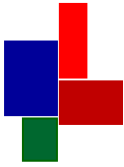
Ans: (Transformational sales, passionate advocate, Buying, selling, space, discomfort)

Pushy does not mean enthusiastic

Pushy means selling with no established fit

Transformational Sales

Overcoming objections to sales



What are YOUR objections to sales?

You cannot overcome an objection that you _____ agree with

Overcoming objections to sales

3 Essentials:

- Your _____
- _____ Proof
- Remove their _____ without _____ them.

Ans: (Mindset, social, fears, invalidating)

The most important question in sales:

What is the _____ of my client?

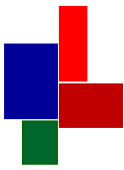
‘ _____ ’ means that you are taking care of yourself as well, and treating yourself with respect.

Ans: (Highest service, ‘Highest service’)

You are not in service if you:

- _____ about yourself
- _____ your own needs and wants
- Worry about _____ about you
- Don’t _____ about what they need
- Are desperate about _____.
- What is in the _____ of my client?

Ans: (Worry, ignore, what they think, tell the truth, money)



You must believe in:

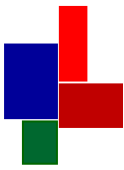
- _____
- Your _____
- The _____ you provide

Ans: (Yourself, offering, transformation)

Social proof - Testimonials

- Written
- Video
- Audio





Remove Their Fears (without invalidating them)

3 Biggest objections

- I don't _____ (my spouse won't let me)
- I don't know if _____ (they don't trust you)
- I don't know if _____ (they don't trust themselves)

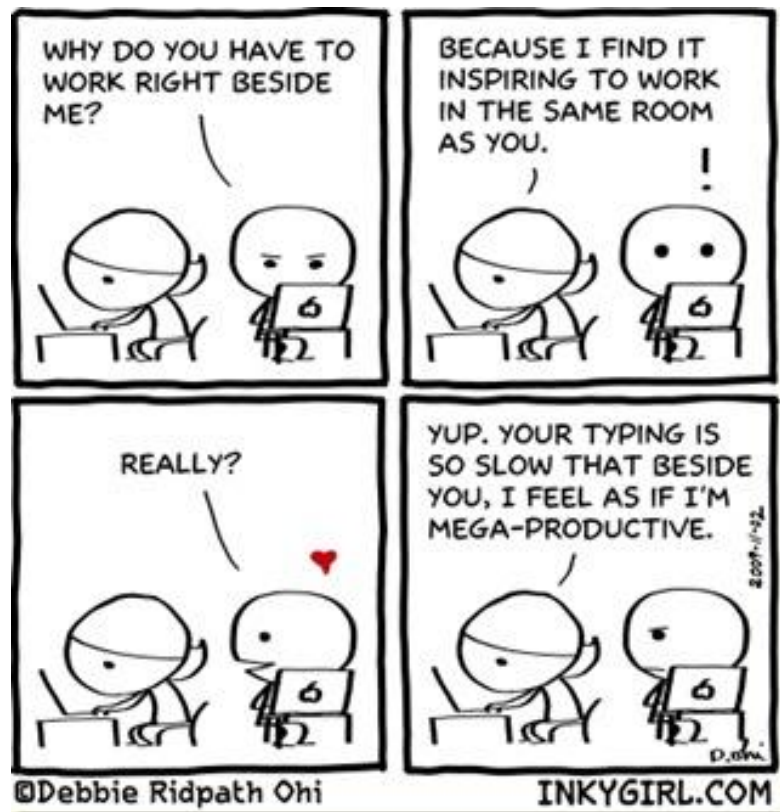
Ans: (Have the money, this will work, I can succeed)

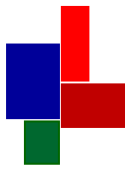
I don't have the money

- It's a significant investment, for real return
- Review the pain
- What's it costing them?
- People usually find the money from what's important to them

Profit & loss

- Do you know your numbers?
- How much is coming in?
- How much is going out?

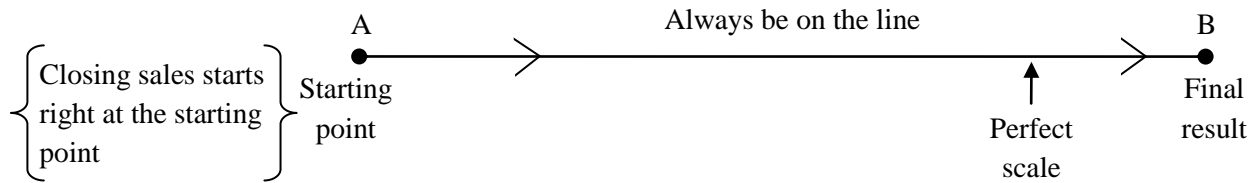




Stay on the Straight Line

(Jordan Belford)

Stop Loss Stop Loss

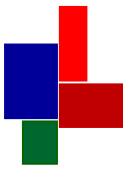


Stop Loss..... Stop loss

"Success usually comes to those who are too busy to be looking for it."

- Henry David Thoreau





Employees - Financial Freedom Model

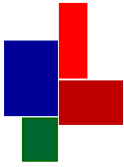
- Living expenses 50%
- Saving 10%
- Investment 10%
- Retirement 10%
- Pleasure 10%
- Charity 10%

What are your limiting beliefs around money?

- I can't make enough money.
- Rich people are greedy.
- People like me never get rich.
- It's not spiritual to make money.
- I'll have to work too hard to make good money.

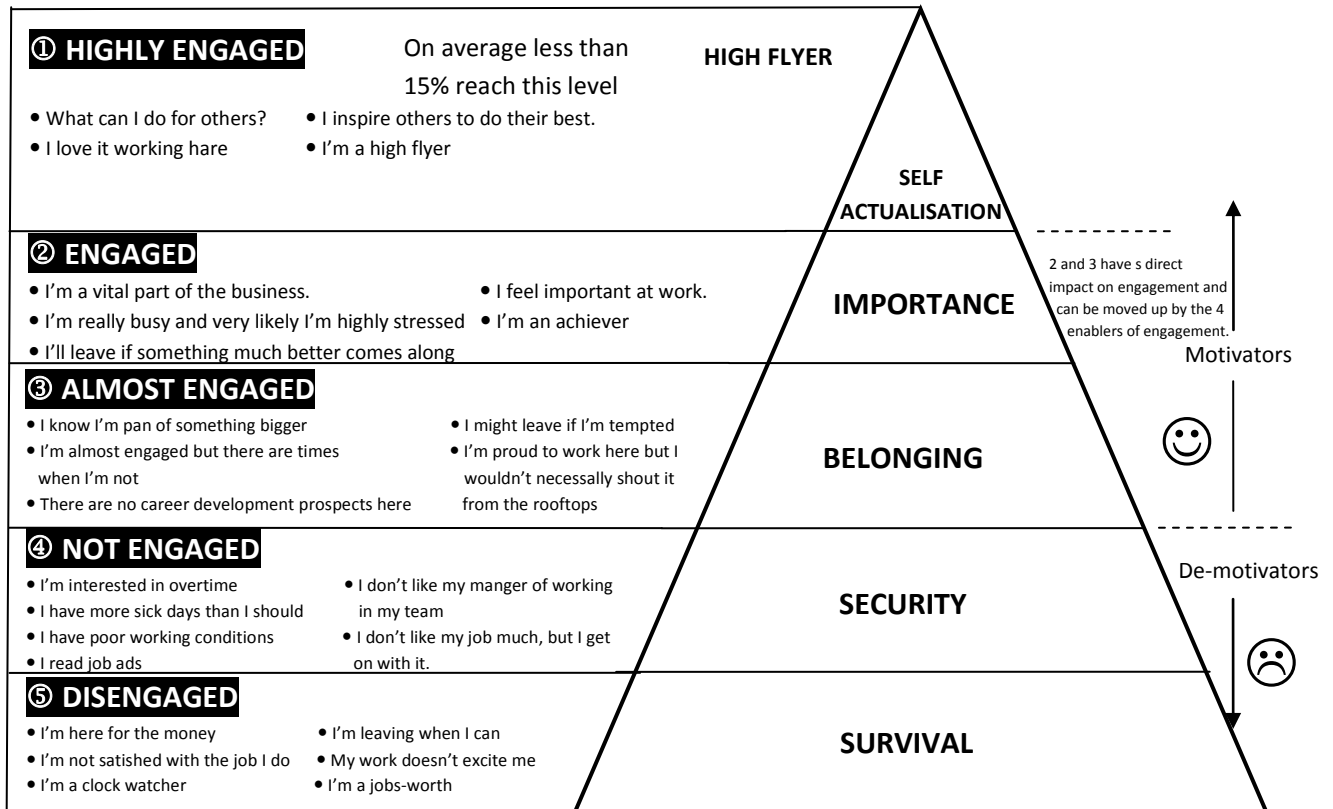
3 Kinds of Debt

- Consumables - TV, boat, 'toys'
- Long-term - House, car
- Investment - Training, development

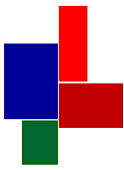


Maslows Triangle

MASLOW'S HIERARCHY OF NEEDS APPLIED TO EMPLOYEE ENGAGEMENT



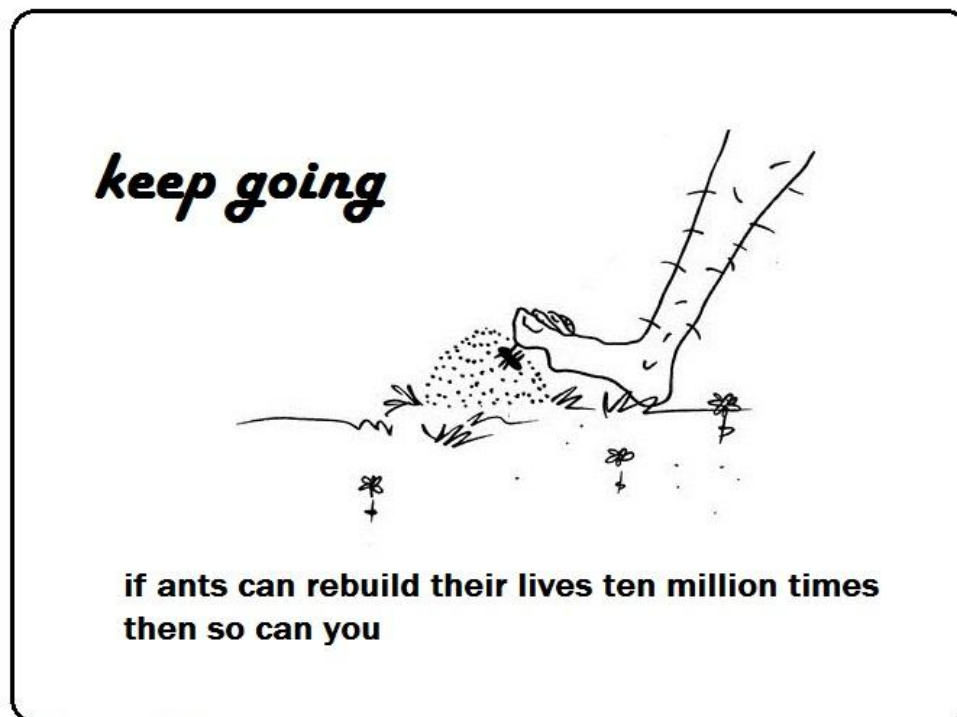
"Opportunities don't happen. You create them."
- Chris Grosser

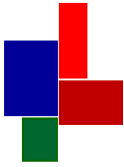


Exercise: Leadership vs/Management

Task:	Leading	Managing
1. Aligning people with a vision and goals		
2. Organizing and staffing projects		
3. Planning and budgeting department or project activities		
4. Inspiring people to perform the right tasks in the best manner		
5. Setting a direction		
6. Controlling and solving a problem		

Ans: (Leading, Managing, Managing, Leading, Leading, Managing)





The Five Questions

(Adapted from the World tapping summit by Bruner)

The Five Questions

Sometimes we can see that a problem in our lives is something over which we have control, and how to tap on that situation is very clear. However, sometimes a situation in your life causes you distress, and you just feel afraid, angry, or helpless. You can use tapping to create freedom and empowerment within those situations, so you're not expending your energy constantly fighting those negative emotions, and can put that energy into creating more positive outcomes in your life.

In order to work with situations like this, we'll add a new investigative technique to discover and examine the underlying challenges in any situation. We'll also explore a tapping technique that's designed for creating empowering reframes, so you're not just removing what you don't want, you're creating what you do want.

These five questions will enable you to target the problem, so you can be maximally effective with your tapping. Many times, the problems that people identify as stopping them from success aren't actually the problem. You need to do some detective work in order to discover what's really holding you back, and the Five Questions will help you to do that. It's a great idea, when you initially start working with the Five Questions, to write down your responses. You may find more than one success stopper you need to eliminate, and you want to be sure to remove all of them.

These are the Five Questions.

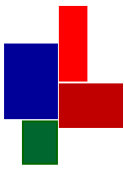
1. What is the situation?

2. Why is that so?

3. What am I doing, or what am I believing, to create, maintain or worsen this situation?

4. What is the upside or payoff for maintaining this situation?

5. What is the potential downside or cost of taking action, or of the situation being changed?



Agreement Frame (Robbins coaching model)

Three Phrases:

I appreciate and.....

I respect and.....

I agree and....

You can build rapport by entering another's world and acknowledging his communication rather than by ignoring or denigrating it. You could substitute the sentence, " You are absolutely wrong," with something like, " I respect the intensity of your feelings about this and I think if you were to hear my side you may feel differently." Obviously, the second approach has more chances of succeeding. Find the positive intention and respond to it.

Desired Outcome:

- To be able to maintain rapport with any person during a conflict.
- To successfully provide a space for safety for the other person(s) to hear your viewpoint while still being able to express theirs.
- Ultimately to persuade the other person(s) to agree with your model of the world.

Definition:

- Harmony of people's opinions or actions or characters.
- An expression (as a settlement, covenant or contract) of the intent
- or willingness of two or more parties to bind at least one to terms usually determined by negotiation.

Theory:

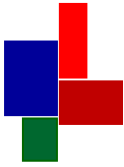
The reason most people have difficulty in reaching agreement is for mainly two reasons

- Because they hallucinate that the opposing party neither understands, respects, appreciates or agrees with their viewpoints.

This hallucination keeps them from being willing to understand, respect, appreciate or agree with their opposing parties opinions.

- They are chunked down into so much specificity they have lost sight of the intention or spirit behind the negotiation.

By creating a space where the opposing party first feels safe and then feels as though you genuinely do care about some element in their conversation. They in turn will be open to hear your viewpoints.



Process:

It consists of a series of phrases that anyone can use in any communication to respect the person you are communicating with, develop lots of nice rapport, share with them your viewpoint and yet never resist their point or opinion in any way. You see, without that kind of resistance there can be no conflict.

Here are samples of those types of phrases:

- “I appreciate that.....and....”
- “I respect that...and...”
- “I agree.....and....”
- “I hear you....and.....”
- I fully appreciate what you’re saying....and....”

With these phrases you are doing three things. Developing rapport by entering the other persons world and acknowledging their communication rather than ignoring it or dismissing it with words like “but” or “however.” You are creating a frame of agreement that bonds you together, and you are opening the door to redirecting something without creating resistance.

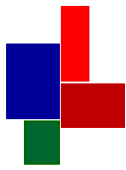
Example: Someone says to you, “You are totally wrong,” about something. If you say, “No I’m not wrong, I am right,” just as strongly, are you going to remain in rapport? Are you going to create an agreement of frame?

There will be conflict, there will be resistance. Instead, say to the person, “I respect how you feel about this, and I believe that if you were to hear my side of it you may well feel something else.”

Mastering the Agreement Frame:

You do not have to agree with what the other person is communicating; as was shown here. You can always appreciate, respect or agree with someone’s communication without agreeing when you don’t. You can appreciate their feelings because if you were in their shoes, you may well feel the same way.

You can also appreciate someone’s intent. For example, many times two people on opposite sides of an issue don’t appreciate each other’s point of view, so they don’t even hear each other. But if you use the agreement frame you will find yourself listening more intently to what the other person is saying – and discovering new ways to appreciate people as a result.



EXERCISE

(To Avoid Use of the Word “But”)

- Two people debate different sides of a question without even using the word “but” and without ever trying to denigrate the other person’s point of view. It is something akin to verbal Aikido.

People find this a liberating experience. They learn more because they are able to appreciate the other’s point rather than feeling they have to destroy it. They can argue without getting irritated or upset. They can make new distinctions and they can reach points of agreement.

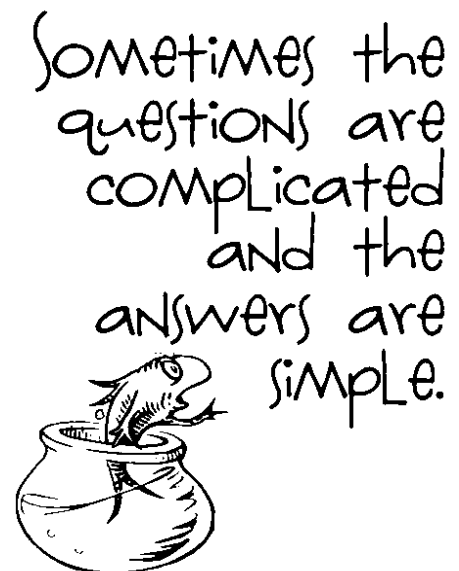
Note: You do not sell out your beliefs. You do not become an intellectual jellyfish. But you will find that you can get to your objective more effectively by gently aligning and then leading rather than by pushing violently. And you will be able to develop a richer, more balanced point of view by being open to another perspective. Most of us look at discussion as a win-lose game. We are right and the other guy is wrong. One side has a monopoly of truth and the other resides in utter darkness. You will find that the agreement frame gets you much more mileage.

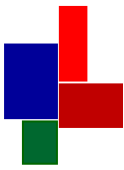
EXERCISE

(To Get a New Perspective in an Argument)

- Argue for something you do not believe in. You will surprise yourself by coming up with new perspectives. The key to effective communication is to frame things so that a person is doing what he or she wants to do, not what you want the other person to do. Build on agreement and rapport. Avoid resistance.

"The road to success and the road to failure are almost exactly the same." ○
- **Colin R. Davis**





Problem Solving Questions

(HR coaching question)

The aim is to create a pattern of constant/ consistent questions that empower you. We know that no matter what we are involved with in our lives, it is inevitable that we will be faced with these things we call “problems”: hurdles to personal and professional progress. Every person, irrespective of how much they have achieved in life has to deal with these special “gifts.”

It is not the question whether you are going to face problems, but what measures are you going to take to face them when they come up. We all need a systematic way to deal with challenges. Questions have the power to change your state and give you resources and solutions. There are certain questions which seem somewhat consistent. There are 5 types of questions which one can use when faced with any type of problem and if applied, can absolutely change the quality of your life.

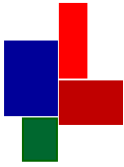
THE PROBLEM SOLVING QUESTIONS
1. What is great about this problem?
2. What is not perfect yet?
3. What am I willing to do to make it the way I want it?
4. What am I no longer willing to do in order to make it the way I want it?
5. How can I enjoy the process while I do what is necessary to make it the way I want it?

Each day when we wake up, we ask ourselves questions. Right from the time the alarm goes off we question, “How come I have to get up right now?” “Why aren’t there more hours in the day?” “Why do I have to go to work?” etc.

What if every day you consciously started asking a sequence of questions that would change your state of mind and would put you in a more grateful, happy and excited frame of mind.

Imagine what difference it would make to the rest of your day with these positive emotional states as you filter. It would positively affect your perception about virtually almost everything.

So create a sequence of positive question and carefully select the right ones. We must realise that there are certain emotions what we all necessarily must cultivate in order to achieve happiness and be successful as individuals. Or else you could be winning and yet feel like you are losing, if you don’t take time to feel grateful or keep score. So now take a moment to review each of the following questions and experience the feelings of each one. If you really seek change if you life make this a daily routine as part of you ‘mantra’ for personal success. By constantly asking yourself these questions you will realise that you gain access to you most empowering emotional states on a regular basis and you will create the pathways to these emotions of happiness, pride, excitement, gratitude and love. And before you know it you would have trained yourself to automatically ask yourself these questions that would empower you to experience greater richness in life.



The Morning Power Questions

Our life experience is based on what we focus on. The following questions are designed to cause you to experience more happiness, excitement, pride, gratitude, joy, commitment and love everyday of your life. Remember, quality questions create quality life.

Come up with two or three answers, to all of these questions and feel fully associated. If you have difficulty discovering an answer simply

as the word "could." Example: "What could I be most happy about in my life now?"

1. What am I happy about in my life now?

2. What am I excited about in my life now?

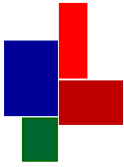
3. What am I proud about in my life now?

4. What am I grateful about in my life now?

5. What am I enjoying most in my life right now?

6. What am I committed to in my life right now?

7. Who do I love? Who loves me?



The Evening Power Questions

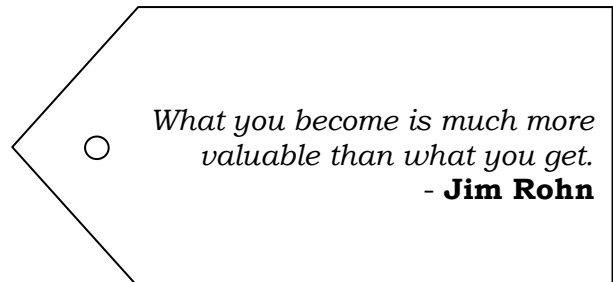
1. What have I given today?

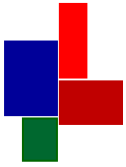
2. What did I learn today?

3. How has today added to the quality of my life or how can I use today as an investment in my future?

4. Did I smile today?

5. Did I live today?





WFO Worksheet

Topic or area of life: _____

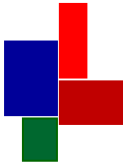
1. What specifically do you want?

2. For what purpose do you want this?

3. What is currently within your control that you can do to obtain this?

4. Where, when and how specifically will you have this?

5. Describe specifically how it will feel when you have this.



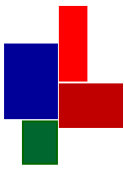
6. What are the steps you will take to obtain this?

7. What resources do you require to obtain this?

8. What resources do you already have to obtain this?

9. How will you know when you have this? What is your evidence?

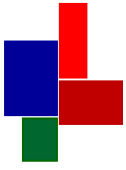
10. Does this outcome fit in your life and have no consequences to yourself or others that would be harmful or painful?



My Irritation List

What is irritating Me?	How can I Fix it?	Who Will I Delegate All or Part of Fixing it to?

1. What irritates you?
2. What do you need to do to fix it?
3. Who could you ask to help get it handled?
4. How do you stop yourself from asking?
5. What is the possible benefit of asking?
6. When will you ask them?

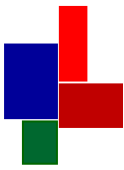


Business owner

Leader

Lined writing area for Business owner

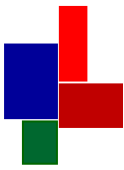
Lined writing area for Leader



My Incompletes And Messes

The Mess	When will I Clean it Up By?	Who Will I Delegate All or Part of Clean-Up To?

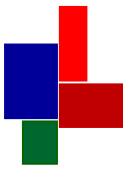
1. What is a mess or incomplete in your life?
2. How does not completing it affect you? What does it cost you?
3. What is the possible benefit of cleaning it up?
4. Who could you delegate all or part of the clean-up to?
5. When will you ask them?
6. What do you commit to being complete by?



Difficult or Trouble Situation Questions

1. What is a difficult or troubling situation in your life?
2. How are you creating it or allowing it to happen?
3. What are you pretending not to know?
4. What is the payoff for keeping it like it is?
5. What would you rather be experiencing?
6. What actions will you take to create that?
7. By when will you take that action?





Be Clear Why You Are Here (Clarify Your Purpose)

(Goals workshop/E2P)

Clarify your purpose, mission, vision and values.

- To inspire and empower people to live their highest vision in a context of love and joy.
- To bring joy, compassion, happiness and freedom to people in the world and experience the same while doing it.

The Life Purpose Exercise1:

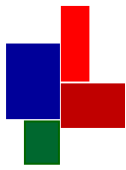
1. List two of your unique personal qualities, such as enthusiasm and creativity.

2. What is UR compelling 'why'

EXERCISE: SETTING GOALS

Goal Setting Steps:

1. Your Most Significant Accomplishments
2. What You *Want* in The Next Ten Years
3. Group Your Wants by Time Frame & Category
4. Select Top Three in Each Time Frame
5. Check for Balance
6. Add Reasons Why
7. Who Will You Become?
8. Develop Goal Plans
9. Create and Carry "Focus Cards"
10. Repeat This Process



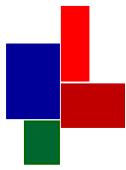
What You Want in The Next Ten Years

You can't have it if you can't think of it ...or put it on paper!

- What foreign countries do you want to visit?
- What skills do you want to master, such as a foreign language?
- What homes do you want to live in with the location of each?
- What things do you want to own?
- What experiences do you want to have, such as see the sunrise in the West by flying the Concorde London-to-New York?
- What little things, although insignificant to someone else, are important to you? What recognition do you want?
- What habits do you want to change?
- What health do you want to acquire?
- Do you want to develop a whole new career... or greatly advance your present career?
- What would give you the greatest satisfaction, pleasure, and joy to live an *unbelievable* life over the next ten years?
- A maid, cook, butler *and* a chauffeur?
- If you could have anything you want in the next ten years, what is it?

List fifty things you want now and over the next ten years. Write quickly.

NOTE: It's OK to use additional sheets now or later, but list at least fifty things now.



Select Top Three in Each Time Frame

Go back two pages and select the three *most important* goals you want to accomplish in each of the one, three, five and ten year time frames. List your respective goals in the left-hand column below.

One-Year Goals:

1.	
2.	
3.	

Three-Year Goals:

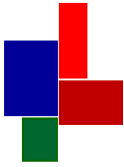
1.	
2.	
3.	

Five-Year Goals:

1.	
2.	
3.	

Ten-Year Goals:

1.	
2.	
3.	



Develop Goal plans

(E2P)

- **Knowledge:** What specific knowledge must you acquire in order to accomplish this goal? How can you best acquire it?
- **Skills:** What specific skills must you acquire in order to accomplish this goal? How can you best acquire them?
- **Resources:** What specific resources must you acquire or be able to access in order to accomplish this goal? How can you best acquire them?
- **People:** Who, specifically, must you know in order to accomplish this goal? How can you best meet and get to know them?
- **Capital:** What financial capital is required in order to accomplish this goal? How can you best acquire the capital (yours or the use of other people's)?
- **Timing:** What sequence of events is required in order to accomplish this goal? What tool(s) will you use to track events?

The Refinement of Leadership:

1. Be strong, but not rude

Some people mistake rudeness for strength. We don't need rudeness; we do need strength.

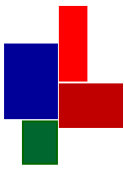
2. Be bold, but not a bully

We need to boldly seize the day, the opportunity and the chance. But we don't need any bullies to push people around.

3. Be kind, but not weak

Some people mistake weakness for kindness, and that is a great mistake. Kindness isn't weak; it's an unusual strength.

Do you have to be weak in order to be kind? No. Sometimes you need to be unusually strong in order to be kind, like tough love.



4. Be thoughtful, but not lazy

Give thought to the situation, but also take needed action. You need to dream without just being a dreamer. Is your head in the clouds? Yes, but your feet are also on the ground.

5. Be humble, but not timid

Some people mistake timidity for humility. Humility is a virtue; timidity is an illness. It can be cured; it can be managed. And if you are timid, you have to work on it. It's a weakness, not a virtue.

You must turn your timidity into strength and keep working on it until finally you have driven it into such a small corner that it does not devastate your life anymore. Use it, then, as a source of teaching.

Humility is a virtue. Humility expands your ability to understand the vastness of all life and how small we are in relation to everything. Yes, we know, but what we don't know is so much greater than what we do know.

Humility causes you to get down on your knees and talk to a child without any fear of how you look.

6. Be proud without being arrogant

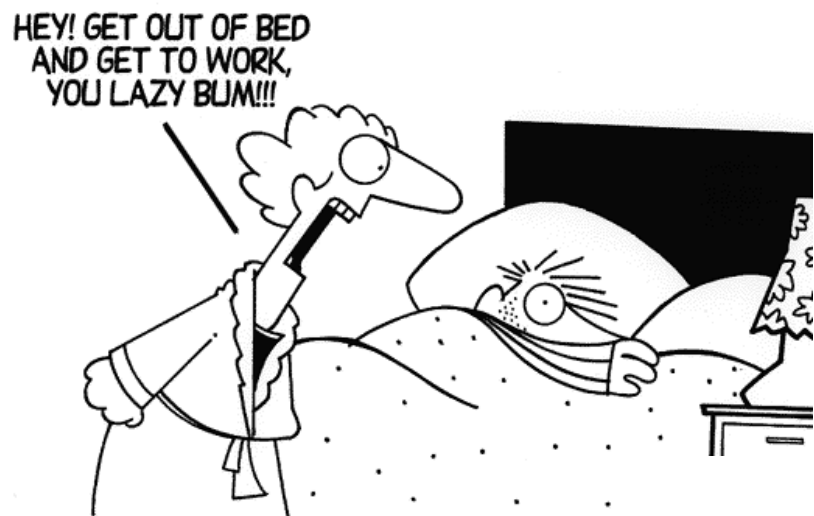
There is something to be said for personal pride, team pride, company pride and community pride. But do not cross the line to where being proud becomes arrogant. Pride we need, arrogance we do not.

Arrogance is usually the childish attempt to make up for lack of self-worth. This has a tendency to create arrogance.

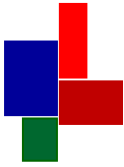
The worst kind of arrogance is arrogance from ignorance. If a person is smart and arrogant, we can tolerate it, but if a person is dumb and arrogant, that is hard to take.

Basic Laws of Leadership

1. Whatever you sow, you reap
2. If you sow well, you reap well
3. You don't reap what you sow
4. It doesn't work every time



How Motivational Speakers Get Motivated.



Make a plan

My current business level:

My goal business level by January 1016:

Actions I need to take

Marketing: _____

Sales: _____

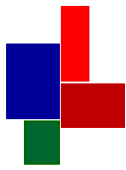
Money: _____

Business Structure: _____

Workshop:

1. **What five things have you already accomplished that you are proud of?**

It does not matter what it is, as long as it is important to you. It does not have to be important to the world.



This is to give you credit for what you have already accomplished.

1.

2.

3.

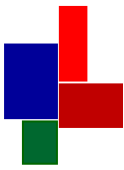
4.

5.

2. What do you want in the next 10 years? (please refer to exercise located in back of this section)

What person must I become in order to accomplish my list of goals?





Putting the numbers together

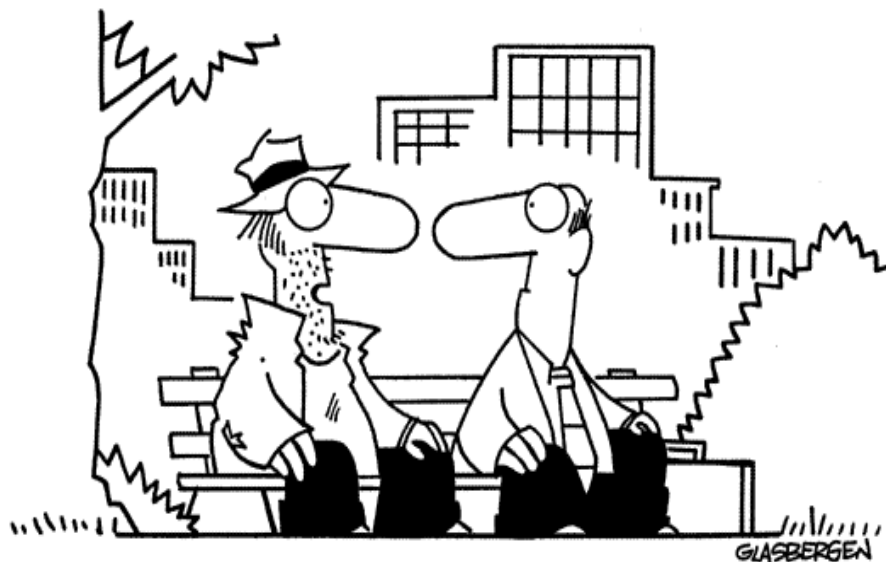
Desired monthly income: _____

How Many Transformational Package sales : _____

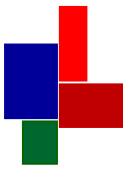
How many lead generation conversations: _____

How many sales conversation needed: _____

What do I need to do accomplish this? _____



**“I’m wealthy beyond my wildest drea
Unfortunately, my dreams were never very wild.”**



Create a Break Trough Goal

A GOAL THAT WOULD QUANTAM LEAP YOUR PROFESSIONAL SUCCESS OR THE SUCCESS OF YOUR PRACTICE

Set a goal that is big enough so that in the process of achieving it, I become someone worth becoming. I want a goal that will stretch me!!

FOCUS ON WHAT I WANT – NOT WHAT I DON'T WANT

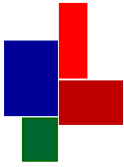
My Break through Goal (How much and by when)

My Affirmation

Write my breakthrough goal and carry it everywhere – read it daily

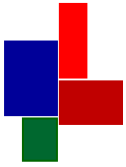
My Next 5 action steps to achieve my Breakthrough goal:

1. _____
2. _____
3. _____
4. _____



My Vision

Business, Job and Career
Financial (income, profit, cash flow, net worth, investments)
Fun Time and Recreation (fun, vacations, travel, hobbies, recreation, sports)
Health and Fitness
Relationships
Personal (possessions, education, spiritual growth, personal development, experiences you want)
Contribution and Legacy (philanthropy, volunteer work, community impact)



My Goals

(Loose sheets personal coaching)

VISION

SPECIFIC OBJECTIVE

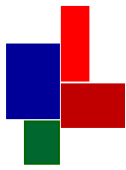
(How much ...By when?)

Job and Career:

Financial:

Fun Time/Recreation:

Health & Fitness:



Relationships:

_____	_____
_____	_____
_____	_____
_____	_____

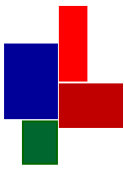
Personal:

_____	_____
_____	_____
_____	_____
_____	_____

Contribution:

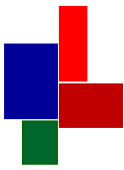
_____	_____
_____	_____
_____	_____
_____	_____





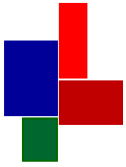
Do it - Delegate it - Delete it

Next action steps (Action, Request, Offers)		Due Date	Delegate	Done
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
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17.				
18.				
19.				
20.				
21.				
22.				
23.				
24.				



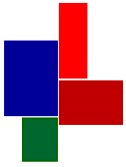
My Gratitude List

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.
11.
12.
13.
14.
15.
16.
17.
18.
19.
20.
21.
22.
23.
24.
25.



Apperciations

Who Do You Appreciate?	What DO You Appreciate About Them?	How Could You Express It?	When Will You Do it By?



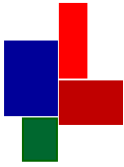
The Law of Averages

1. If you do something often enough, you'll get a ratio of results.

2. You don't have to be perfect.

3. The law averages can be increased.

4. The 80/20 Rule



The Law of Faith

Faith is the ability to see things that don't yet exist. Faith can also turn difficulty into reality, positive reality.

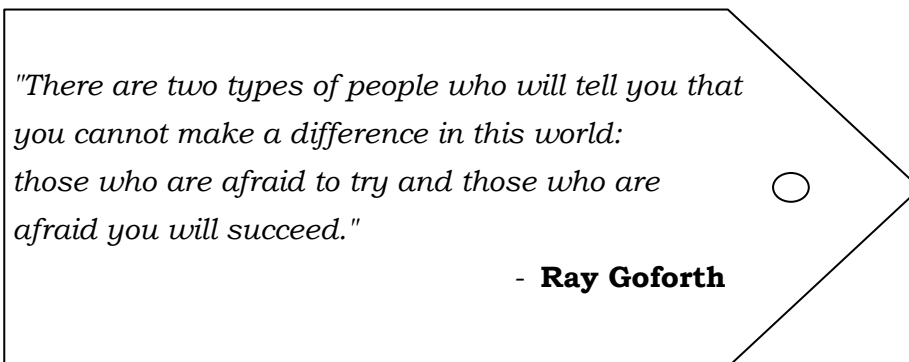
1. Faith is the ability to see something as it is.
2. Faith is also the ability to see it better than it is.
3. Make something better than it is.
4. Don't see something worse than it is.
5. Don't see something for more than it can become.
6. It might be worse than it first appears.
7. Give yourself a chance to understand that a situation could possess far more potential for the future than what you can initially see.

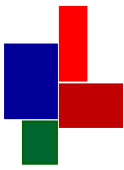
Leadership and Working with People:

1. **Work with the people who deserve it.**

2. **Don't expect a pear tree to bear apples.**

3. **All leaders must teach that both good and evil exist.**





There are only three ways to Improve results

1. Do more of what works. (First you have to identify it.)
2. Do less of what isn't working. (Be honest with yourself. Ask for feedback.)
3. Try on new strategies...and see if they work. Keep experimenting.

Identify four new habits you want to develop.

- 1) _____ 2) _____
3) _____ 4) _____

Ask For and Respond to Feedback

On Course/Off Course...

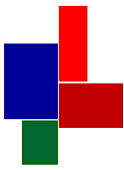
Happy/Not Happy...Wealthy/Poor...Healthy/Not Healthy

Don't cave in. Don't get mad at the source of the feedback. (i.e., don't shoot the messenger.) Don't ignore the feedback. Ask for it. Welcome it. Express gratitude for it. Respond to it.

The most useful question I have ever learned:

On a scale of 1 to 10 (10 being high), how would you rate the quality of (our product, our service, our relationship, me as a manager, me as a husband/wife/father/brother/teacher/ student, etc.) during the past (period of time)?

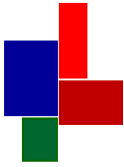
*"I cannot give you the formula for success,
but I can give you the formula for failure—
It is: Try to please everybody."
- Herbert Bayard Swope*



Assertiveness Questionnaire

(TA questionnaire)

No.		Yes/No
1	Do you buy things you don't really want because it is hard for you to say no to the sales person?	
2	When a sales person shows you things, do you feel you must buy something?	
3	Do you have difficulty of starting a conversation with a stranger?	
4	Do you find it difficult to criticize a friend?	
5	Do you find it difficult to compliment a friend?	
6	Do you feel self conscious when somebody compliments you?	
7	Do you think you are being exploited or pushed around?	
8	Do you find it difficult to ask a Q-breaker to join the Q?	
9	Do you feel dissatisfied with your social life?	
10	Do you have trouble asking favours of a friend?	
11	Do you get "I should have said that" kind of thoughts after a social meeting?	
12	Do you have difficulty of saying no to a friend even when he is making an unreasonable request?	
13	Do you think people find you boring?	
14	Do you have trouble expressing your tender and angry feelings to men?	
15	Do you have trouble expressing your tender and angry feelings to women?	
16	Do you have trouble asking for an overdue increment?	
17	Do you find it difficult to speak in public?	
18	Do you have fear of failure?	
19	Do you feel uncomfortable when you are being watched while at work?	
20	Do you think that you are always wrong?	
21	Are you afraid of making mistakes?	
22	Are you always defensive when you are being criticized?	
23	Do you have trouble maintaining relationships with relatives or friends?	
24	Do you feel dissatisfied with your vocation?	



Three Words to Eliminate from your Vocabulary

(Adapted from Losier's live workshop)

THREE WORDS to Eliminate from your Vocabulary

DON'T

NOT

NO

SO, WHAT DO I WANT

WHEN the words change, THE Vibes (that I send out also) change I can only HOLD ONE VIBRATION AT ONE TIME - (no competing vibes)

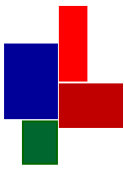
The Universe (Law of attraction) responds to how I feel about What I say and Think

The words need to be aligned (congruent) with the inner true feelings *There is a voice in the Universe urging us to remember our purpose for being on this great Earth. This is the voice of inspiration, which is within each and every one of us.*

-Dr. Wayne

*"If you really want to do something,
you'll find a way. If you don't,
you'll find an excuse."*

- Jim Rohn



The Law of Attraction

(Michael & canfield)

The Law of Attraction stipulates that we attract all events, people and circumstances into our lives through our thoughts and feelings. That means if you now have relationships, health, finances, and job circumstances that you are not satisfied with, it is possible for you to turn things around ... by consciously changing your thoughts, feelings and attitude towards these areas in your life.

Whatever you think about, talk about, fantasize about, or give your attention to, you are going to attract more of into your life.

The universe is made up of energy. Your thoughts are energy. Energy flows where attention goes. Your attention focuses energy into manifestation. Every thought you think, and its accompanying feelings, sends out a vibration to the universe (the zero point field, the quantum field, Source, God, Infinite Intelligence) and attracts back to it experiences that match the vibration of that feeling-thought.

The three basic steps of Law of Attraction: 1) Ask, 2) Believe, 3) Receive.

Law of Attraction: Step 1: Ask

- **Decide exactly what you want.**
- **Focus on what you want, not what you don't want.**
 - When you are talking about how bad your current reality is, you are attracting more of it into your life.
 - When you are against something, you are attracting more of it into your life. (Anti-poverty programs, anti- drug programs...)
 - When you are worrying about something, you are attracting more of it into your life
 - Focus only on what you want!!! Talk only about what you want.
- **Honor your desires and trust your preferences.**

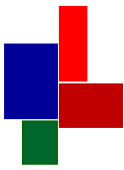
Success Principle 3: Decide What You Want

Three techniques for clarity:

- 1) **The Irritation List**
- 2) **101 Goals List**
- 3) **The Vision Exercise**

Your Inner GPS (Global Positioning System)

- How to plot an automatic route to any destination
- If you're clear and focused on the WHAT, the HOW will show up!



You have an Internal Guidance System. Learn to trust it and use it.

- It is always working and is speaking to you through your bodily sensations.

On Course – Off Course	Aliveness – Boredom
Joy – Lack of Joy	Hell Yes! – Hell No!
Expansion – Contraction	Enthusiasm – Lethargy

It doesn't take any more effort to dream a big dream than it takes to dream a small dream.

—General Wesley Clark, Former Head of NATO

Create a Breakthrough Goal . . . a goal that would quantum leap your professional success or the success of your company.

Set a goal that is big enough so that in the process of achieving it, you become someone worth becoming

My Breakthrough Goal is: _____

Clarity is power!

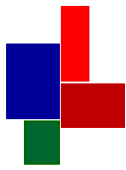
—Buckminster Fuller

Law of Attraction: Step 2: Believe

If you can dream it, you can do it!

—Walt Disney

- **Release it to the universe.** Trust that Law of Attraction works.
- Trust that the universe is beneficent. **Become an “inverse paranoid.”**
- You don't have to know every step of the way. **You just have to get started.** You just need to see the next few steps and start taking them.
- **Trust your internal GPS System** to unfold the perfect path for you.
- **Live in a state of positive expectancy.** Always talk as if it were coming soon.
- **Read inspirational books.** Read positive magazines. Watch positive TV.



Success Principle 5: Believe in Yourself You think 50,000 thoughts a day. You need to replace your negative thoughts with positive thoughts. Focus on what you do want, not what you don't want. Focus only on your desired outcomes. You become an "inverse paranoid" by always believing that the universe and other people are plotting to do you good. Always have a positive expectation for the best.

Success Principle 7: Unleash the Power of Goal-Setting

To achieve your vision, you must turn every aspect of it into a measurable goal.

A goal is something I want which is measurable in time and space.

How much... by when?

Some Desire statement Scripts

1. I love knowing that -

2. I am excited at the thought of -

3. I love it when -

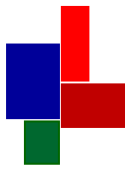
4. I love the idea of -

5. I am in the process of attracting and allowing my Ideal -

Low of Attraction

Strong Desire + Strong Doubt (fear/ Resistance) =ZERO Outcome (result/ Goal/ manifestation)

Strong Desire + Some Doubt = Some Outcome Strong Desire +Zero Doubt = Fast (instant) Outcome

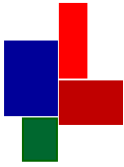


FUTURE ACTIVITY – What will you do differently next time?

The Pursuit of Happiness

*"Don't ever let someone tell you, you can't do something.
Not even me. You got a dream, you got to protect it.
People can't do something themselves,
they want to tell you can't do it.
You want something, go get it.
Period. All right?"*

- Chris Gardner (Will Smith)



Your Super Hero

- Think outside economic interest
- There is something bigger than just making money.

Your Super Hero

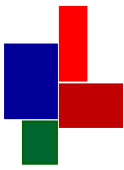
- (a) What do they look like? (b) What is their secret power?
(c) What is their catch line? (d) Do they have a side kick?

Super Hero – 1

Enhanced Super Hero – 1

Super Version 1.0

Super Hero Final

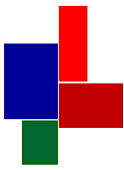


Ask Self the CEO

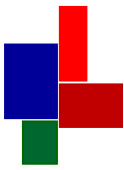
(from various top lines)

- **Ignore trends** – The minute you hear something is a trend, with a couple of firms already staking claims there, it's already too late for you. Look somewhere else, where you are the first.
- **Be digital-driven** – Over 250 million Indians are on the net (as opposed to just 110 million TV sets). And digital is still growing. You can't afford to get on TV, and that's fine, because if used well, digital can be much bigger. In reach and impact.
- **Education doesn't matter** – In some ways, education is the opposite of entrepreneurship. Bill Gates, Steve Jobs, Richard Branson – none of them are grads. Start at 17 if you like. By 23, you'd have learnt a lot more, and probably become an employer to other 23 year olds who went to college.
- **Do you need funding?** – Who funded Ambani? It was small money from friends and family, followed by revenues from customers. Don't wait for funding.
- **Giant sectors are bunkum** – The future needs to be created. Follow your gut. After all, if some consultant really believed the numbers he put out, why would he still be in that boring job and not in billion dollar sector he predicts?
- **Can you be hot topic?** – Successful business people know how to be the hot topic of discussion, and grow using word of mouth. If not, go back to the drawing board and redesign yours offering so it makes you a hot topic.
- **Offer insane consumer delight** – Can you figure out what makes your customers so happy that they become your unpaid evangelist?

Google offered 1GB of storage. Facebook found you your long-lost friends. Each of these services worked to offer insane consumer delight.
- **Just one person is all it takes** – Everyone finds it fashionable and so very American to talk of teams. But the world's great businesses, and certainly India's, were all mostly started and driven by one person.
- **Kludges, not killer apps** – Contrary to popular belief, few successful products started with killer technology. Most started as a small kludge, hastily but together, and then constantly improved. Start with a beta product or what we call a minimum viable product (MVP), and win constant version improvements.
- **Life's best lived** - Let me tell you right off, it won't be a bed of roses. The pursuit of your dream will often break your bank balance, relationship perhaps family ties. But in the end, it will always be a life that's been worth living.
- **Market, don't advertise** – The 40 newest brands in Interbrand's World's 100 Most Valuable Brands spend very little on advertising. You market by building great experiences.



- **Now's the time** – You can't time the market. And you can't time entrepreneurship. If you have a world-changing idea and the drive to make it real, now is the time to break your salary and job handcuffs. Not next year. Not when the market is back up.
- **Organization, not own self** – Too often, I've seen entrepreneurs work late nights and Sundays because "they can't trust anyone to delegate things to, and no one else can get it right". One big reason for entrepreneurship is to live a life less shackled – so why chain your business to you? Hire and delegate.
- **Be People Department Head** – That's you. Your most important role in business is as head of the HR function. You need to inspire people to join you at lower salaries than the market, and to work harder than they've before. This requires powers of persuasion & personal, believable commitment.
- **Survive than thrive** – The American way has been to go all-out, lose money for a long time and keep raising funds to cover your losses. Funding is unpredictable in India. So if you're left with no money at the end of a cycle, and no funding, you lose your entire business. It's better to take your first money and to break even.
- **Three sixty five by three sixty** – Time was when a firm had to put in place an integrated 360 degree plan to reach its customers. Today, that's not enough. Your ability to be on, 365 days a year and 24 hours a day is what determines your customer connects.
- **Keep an unfazed face** – People often judge the health of a startup by reading the faces of promoters 'Long face'? Business must be going down. No matter that you were only thinking of your child's homework. So remember to put on a happy face the moment you hit office.
- **Do you need venture capital** – In most cases, you don't. But at an early stage, what makes the difference isn't the money or valuation – its expertise and advice that the investors can bring you. Meet many of them. Figure out who can best help your business. Then go with them, even if others offer a better deal.
- **X-factor and youth don't count** – The first doesn't exist. I've heard people say they don't have it in them to be entrepreneurs. My first attempt at business was at 18, and I failed. I worked as an employee for long. I'm 48 now, and in the midst of my newest, most exciting startup.
- **Put customers first** – Do what excites them, makes them happy, and put their instincts before yours



52 Points from a corporate seminar that I conducted

1. MAKE EACH DAY YOUR FIRST DAY ON THE JOB

Always think fresh thoughts. Make it a habit to think about your business. Don't rest on your laurels.

Make whatever changes are necessary to improve things. Re-examine your agenda, and rewrite what needs to be rewritten.

2. EMPLOYEE HAVE GOOD IDEAS TOO

3. ACCEPT CHANGE

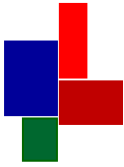
Business leaders who treat change like the enemy will fail at their jobs. Change is the one constant, and successful business leaders must be able to read the ever-changing business environment

4. LET YOUR EMPLOYEES KNOW THAT CHANGE NEVER ENDS.

Teach your colleagues to see change as an opportunity -- a challenge that can be met through hard work and smarts.

5. BE READY TO REWRITE YOUR AGENDA

Empower your managers and employees to be prepared to reexamine their agenda and to make changes when necessary.



6. FACE REALITY

Business leaders who avoid reality doomed to failure.

7. ACT ON REALITY QUICKLY!

Those who truly face reality can't stop there. They must adapt their business strategies to reflect that reality, and they must do so quickly

8. TURN YOUR BUSINESS AROUND

Stick your head in the sand, and you will fail. Face reality, and you may turn a bad situation into a great one.

9. MANAGE LESS

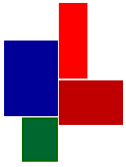
Teach your managers to manage less, even though their training may be to manage more.

10. INSTILL CONFIDENCE

Treat employee with respect and build their confidence.

11. EMPHASIZE VISION, NOT SUPERVISION

Managing less lets managers think big thoughts and come up with new ideas to benefit the business.



To get the critical information, a manager must ask five key questions:

1. What does your global competitive environment look like?

2. In the last 3 years, what have your competitors done?

3. In the same period, what have you done to them?

4. How might they attack you in the future?

5. What are your plans to leapfrog them?

12. BUSINESS IS SIMPLE

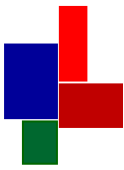
Complications arise when people are cut off from vital information.

13. MANAGING IS ALLOCATING PEOPLE AND RESOURCES.

Put the right people in the right job, give them what they need, and then get out of the way.

14. MANAGERS LEAD WITH VISION

Managers must persuade others to implement through the force of vision.



15. MANAGEMENT FRAMEWORK

- Create a clear, simple, reality- based, customer-focused vision and be able to communicate it in a straight forward manner.
- Understand accountability and commitment and be decisive; set and meet aggressive targets; always with integrity.
- Have a passion for excellence; hate bureaucracy and all the nonsense that comes with it.
- Have the self-confidence to empower others and behave in a boundary less fashion; believe in and be committed to work- Out as a means of empowerment; be open to ideas from anywhere.
- Have, or have the capacity to develop, global brains and global sensitivity, and be comfortable building diverse global teams.

Simulate and relish change; do not be frightened or paralyzed by it. See change as opportunity, not just a threat.

- Have enormous energy and the ability to energize and invigorate others. Understand speed as a competitive advantage.

16. SET OUT A GENERAL FRAMEWORK FOR YOUR TEAM

Do not try to set a detailed game plan for every situation.

17. CREATE VALUES THAT ARE CONSISTENT WITH THE COMPANY VISION

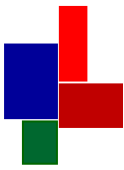
Values should reflect the vision, culture, and goals of the organization.

18. MAKE SURE THERE IS ROOM TO MANEUVER.

Core values should be constant, but the strategies may need to change with the competitive environment.

19. GIVE EMPLOYEES MORE RESPONSIBILITY, AND THEY WILL MAKE BETTER DECISIONS.

By making your employees more accountable, you make your organization more productive.



20. NURTURE THE EMPLOYEES WHO LIVE UP TO COMPANY VALUES, EVEN IF THEY DON'T MAKE THEIR NUMBERS.

21. ELIMINATE EMPLOYEES WHO DO NOT LIVE THE COMPANY VALUES, EVEN IF THEIR NUMBERS ARE GOOD.

Difficult, yes, but absolutely necessary.

22. KEEP WATCH FOR WAYS TO CREATE OPPORTUNITIES AND TO BECOME MORE COMPETITIVE

23. SEE THINGS FOR WHAT THEY ARE.

24. BEGIN WITH A VISION

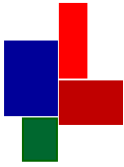
Nothing changes without a clear vision of where change is supposed to lead. The boldest vision may be best vision.

25. DOWNSIZE, BEFORE IT'S TOO LATE!

26. EVEN IN THE GOOD TIMES, REGULARLY REVIEW EXPENSES AND HEAD COUNTS.

27. DON'T LEAD BY POLLS

CEOs should not run companies as if they were popularity contests.



28. USE ACQUISITIONS TO MAKE THE QUANTUM LEAP!

29. GO FOR THE QUANTUM LEAP, EVEN IF IT GOES AGAINST COMPANY CULTURE.

30. EMPHASIZE IDEA SHARING INSIDE THE COMPANY

Does your company have a way to make sure ideas are exchanged at every level and from every corner of the company?

31. FIND AND IMPLEMENT THE BEST IDEAS, NO MATTER WHERE THEY COME FROM.

32. MAKE SURE THAT GREAT IDEAS ARE FOLLOWED BY IMPLEMENTATION

Unless the ideas is acted on, it will have little impact.

33. MAKE SEARCHING FOR NEW IDEAS A PRIORITY OF EVERY EMPLOYEE.

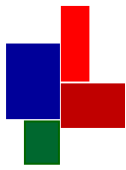
In today's competitive environment, organizations can't afford to leave anyone out.

34. REWARD EMPLOYEES FOR SHARING KNOWLEDGE.

Find a way to reward managers and employees for sharing ideas and putting best practices to work at every level.

35. GET YOUR HOUSE IN ORDER FIRST

Make sure your domestic base is solid before venturing abroad.



36. THINK GLOBALLY AND LOCALLY.

37. DON'T LET EMOTIONS GET IN THE WAY

Cutting executive jobs can be one of the most difficult decisions a manager has to make. Make the call based on objective criteria, not relationships.

38. SPARK PRODUCTIVITY THROUGH THE “S” SECRETS: SPEED, SIMPLICITY, AND SELF-CONFIDENCE

39. START WITH A SIMPLE MESSAGE

The most effective communications are those that are easy to understand. Making the vision clear sparks people's passion and productivity.

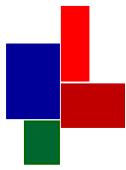
30. ESTABLISH SYSTEMS THAT FOSTER SELF- CONFIDENCE

Help people understand how their efforts are helping the company to succeed. Find ways to let people take risks and win.

31. ASSUME THAT YOU ARE A BIG COMPANY AND NOW ACT.

32. TURN WORKERS INTO OWNERS.

Owners—literal and figurative — have a far greater stake in the business.



33. HAVE PATIENCE; ATTITUDES DON'T CHANGE OVERNIGHT.

34. ELIMINATE UNNECESSARY WORK.

35. LISTEN TO THE PEOPLE WHO ACTUALLY DO THE WORK

36. ENABLE PEOPLE TO SPEAK OUT FREELY.

37. GO BEFORE YOUR WORKERS AND ANSWER ALL THEIR QUESTIONS

38. SEARCH OUT PRACTICES THAT HAVE STOPPED MAKING SENSE.

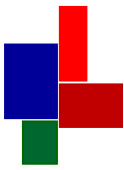
Every company has these foolish habits that should have been abolished years ago. Root them out and eliminate them.

39. BUILD PROGRAMS ON A FOUNDATION LIKE WORK-OUT.

Think of Work- Out as a prerequisite to more ambitious initiatives such as Six Sigma.

40. NOURISH DIGNITY

The most important thing a leader does is “treasure and nourish the voice and dignity of every person.”



41. STRETCH: EXCEED YOUR GOALS AS OFTEN AS YOU CAN

42. GET THE MOST OUT OF YOUR EMPLOYEES.

Each employee should be “stretched” to the maximum.

43. SET STRETCH GOALS AND THEN PUSH TO EXCEED THEM

If people don’t reach those goals, fine—as long as they’ve truly tried to stretch.

44. PUSH FOR THE IMPOSSIBLE.

Instill in your employees the idea that they should go beyond ordinary goals.

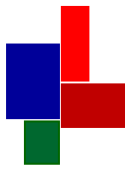
45. MAKE SURE EVERYONE UNDERSTANDS HOW SIX SIGMA WORKS

46. UNDERSTAND THE COMPONENT PARTS OF SIX SIGMA QUALITY.

Measure, analyze, improve, and control to achieve a new discipline in your company.

47. NOTHING IS MORE IMPORTANT THAN FOLLOW- THROUGH.

You will need to make sure that quality does not fall off in the future.



48. YOUR CUSTOMERS KNOW QUALITY.

Consider initiating customer surveys to assess your quality effort.

49. LOOK FOR APPROPRIATE E-BUSINESS OPPORTUNITIES.

Web brochures are not enough. What products can you sell in cyberspace?

50. TAKE ADVANTAGES OF THE WEB'S EFFICIENCIES.

E- business, with its minimal transaction costs, can be highly profitable. Elimination of human error in the order- fulfillment process can further enhance profitability.

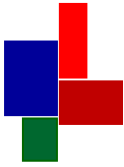
51. ADAPT YOUR BUSINESS MODEL TO THE INTERNET

Don't worry that your business model will not work on the Internet.

52. THINK "WEB ENABLED" RATHER THAN "WEB THREATENED".

*"Opportunities don't happen.
You create them."*

- Chris Grosser



Leadership in Action

(I have freely incorporated these points from various corporate programs)

How to Outthink, Outperform, Outserve and Outlast the Competition

1. The Big Five Global Trends

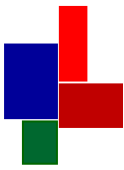
- Instant access to information
- Global economic and security interdependence
- Everyone is at risk
- Loyalty to leaders must be earned
- Branding based on quality/service

2. Business Competition - The 21st Century Organization

A Hungry Immigrant with a Digital Assistant

3. Free Agents who are Team Players

- High Trust
- High-quality Collaboration
- Values Diversity
- Compelling Vision
- Accommodates Beliefs
- Wide-spread Innovation
- Productive Conflict
- Resourcefulness
- Strong Commitment
- Ownership of Outcomes



4. Human Capital - The 21st Century Employee

Talent, Knowledge, Skills, Experience, Creativity,
Resourcefulness, Attitude

- A free agent in an open market
- A self-directed team leader
- Desires incentives & meaningful work
- Realizes need for continuous skill development & lifelong learning
- Seeks an upward career path
- Wants to be viewed and treated as a whole person, with personal as well as professional goals
- Wants to be part of a winning team
- Will achieve maximum performance in a positive, nurturing working environment

5. Increasing the Asset Value of Your Human Capital

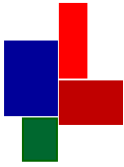
- You must act self-employed from now on, moving from employee to entrepreneur
- You must view risk-taking as the only method of security-making
- You must focus on your core competencies, which is the key to success
- You must be willing to invest the time and effort the rest of the population won't consider

6. Important Individual Skills

- Must be able to communicate effectively in oral presentations and in writing
- Must be capable of concise, accurate analysis of problems and solutions
- Must be able to spell, without computer spell-check
- Must be computer literate
- Must be a self-motivated, lifelong learner

7. Important Individual Skills

- Must be comfortable with uncertainty and constant change
- Must be confident enough to risk making suggestions and mistakes
- Must be trustworthy
- Must be willing to “give first”
- Must be passionate and considerate

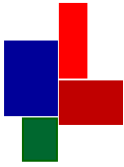


8. The Trends

- Constant change and insecurity
- Direct, Direct, Direct
- Waiting for walk-in business will put you out of business
- Goods and services will be like publicly traded stocks
- The online learning revolution
- The B of I (online financial services; investing, loans, insurance, banking)
- Home-based businesses
- Energy generation
- Florida USA (NORC)
- Health & Wellness a \$500 billion industry.

9. A Few Gazelle Businesses

- Wireless communication
- On-line shopping/finance
- Training & retraining
- Specialized staffing
- Professional employer organizations (PEOs)
- Day-care centers
- Coffee/juice/salad bars
- Assisted living
- Home-meal replacement
- Alternate health remedies
- Energy generation
- Personal and Business Security
- Women's sports
- Pet services



10. The Michael Dell Phenomenon

- The Elimination of the Middleman
- Market Segmentation
- Direct, Direct, Direct
- Short Shelf-life of Inventory
- The Customer Owns the Market
- If You Want Loyalty, Treat Them Like Royalty (24/7)

11. “Know Thyself”

The key to leading others is first to understand and lead yourself.

12. Four Cornerstones of Leadership

- Vision
- Reality
- Ethics
- Courage

13. The Leader as a Visionary

Thinks big; thinks ahead; in touch with what motivates individuals to seek their full creative potential

14. The Leader as a Realist

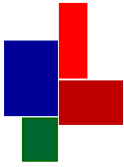
Dealing with what exists; grappling with hard, factual, daily and numeric parameters

15. The Ethical Leader

This involves non-situational integrity and a higher level of human values, ruled by principle rather than fear or pleasure

16. The Courageous Leader

The ability to take a stand, make decisions and internalize personal responsibility and accountability



17. Most Leaders Rate Themselves:

- Reasonably on realism
- Too high on ethics. Most can't make the connection between bottom line outcomes and human values.
- Mistakenly on vision, failing to inspire ongoing, creative innovation.
- Too high on courage, not challenging themselves to constantly break out of their comfort zones and prejudice ruts.

18. Behavior

Success Traits Problem Traits

- Self-confidence
- Ambition to achieve
- Conceptual thinking
- Mental toughness
- Lack of self-control
- Inflexibility
- Over-emotionality (most difficult to change because it is inborn or developed early in life)

19. Setting Yourself Free

- Limits versus Limitations
- The greatest limitations you will ever face are the ones you place on yourself
- You never outgrow the limitations you set. You only set new ones within which you must live.

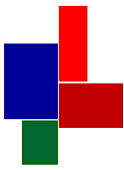
20. Setting Yourself Free

Life is what you make it. It's not what happens that counts, it's how you take it.

Past Conditioning = Present Behavior

Present Inputs = Future Behavior

Past Conditioning and Performance



21. The Price Of Success

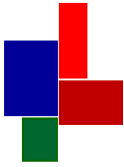
- Taking responsibility for your knowledge sources and role models
- Taking responsibility for your decisions
- Distancing yourself from negative peers
- Welcoming the new and unfamiliar
- Facing criticism and jealousy from those you leave behind who wish to keep you there

22. What Do You Control In Your Life?

- Your Spiritual Beliefs and Core Values
- Your Thoughts and Attitudes
- Your Goals
- Your Commitments to your Goals
- Your Priorities to which you are committed
- Your Role Models
- Your Knowledge Sources
- Your Memberships
- Your Communications
- Your Free Time which is Prime Time
- Your Friendships
- Your Educational Level
- Your Discretionary Income
- Your Response to Daily Events

23. Action Reminders

- Set your own internal standards
- Invest in your own knowledge and skills
- Understand the rewards and consequences of your choices
- Let others experience the rewards and consequences of their own choices, except for situations that are physically and emotionally harmful.



24. You must be the CEO of your life, but also a team player.

25. The Statue of Responsibility

Every choice carries the individual responsibility of living with the reward or consequence.

26. Self-Esteem

The Olympian Within: “Winners believe in their dreams, when that’s all they have to hang on to.”

27. Success Roadblocks

- The Fear of Catastrophic Danger - The Unknown
- The Fear of Change - The Unfamiliar
- The Fear of Failure - Rejection of Others
- The Fear of Success - Self-Doubt & Guilt

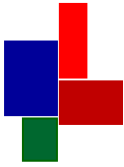
28. Fear Is False Evidence Appearing Real

- Ignorance - “What will happen?”
- Prejudice - “I can’t forget what happened before”
- Premonition - “It will happen again”

29. Overcoming Fears

- The Jungle is Neutral
- Knowledge, Training, Skills, Experience
- Role models, coaches and mentors
- Courage and confidence come with knowledge and training.

30. Self-Esteem is the deep down, inside the skin feeling of your own worth, regardless of your current performance.



31. Self-Esteem

- Belonging
- Worthiness
- Identity
- Competence
- Winning family, team
- Unconditional love and built-in value
- Talents, strengths, and unique positive label
- Self-trust in your ability to solve problems

32. The Key to Positive Self-Esteem

- Paying Value to Others
- Accepting Value Paid to Me

33. Building Self-Esteem

- Able to accept value comfortably
- Praise and critique performance
- Reinforce good behavior and help boost self-esteem after failures and setbacks
- Set example in hygiene and grooming
- Eye contact, personal communication style
- Demonstrate positive self-talk

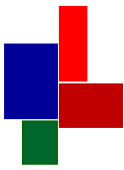
34. Believe In Yourself

The most important opinion you will ever have is the one you hold of yourself.

35. TIP is an acronym. The original meaning is “To Insure Performance.”

36. Non-Situational Integrity

Being honest 24-hours-a-day, 7-days a week, and not compartmentalizing professional and personal behavior.



37. Action Reminders

- Set high standards of ethics in your personal and professional life
- Benchmark successful individuals in and out of your profession
- Get together once a week with positive people, with similar goals
- If you join a chat room, chat with winners
- Make your personal and business behavior consistent

38. Life is like a field of newly fallen snow...

Where I choose to walk every step will show.

39. Focused Self-Direction

- Purpose is the engine that powers our lives
- Purposeful and Purposeless People
- Viktor Frankl's "Search for Meaning"

40. Basic Goal Elements (SMART)

S - Set Goals that are **Specific**

M - Set Goals that can be **Measured**

A - Set Goals that are **Achievable**

R - Set Goals that are **Real** to You

T - Set Goals with **Time** Deadlines

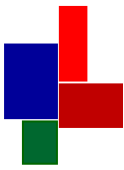
Also set Goals with Pulling Power, that pass the Win-Win test.

41. You always move toward your current, dominant thoughts

Goals should be stated in the present tense as Images of Achievement, because you can't concentrate on the reverse of an idea.

42. Self-Expectation And Self-Discipline

- Why do we do what we do, when we know what we know?
- We become that to which we are most exposed
- We learn by observation, imitation and repetition
- Habits are replaced, not broken



43. The Habits of Excellence

- Self-Imaging is goal rehearsal in a relaxed environment
- Verbal, visual and emotional scripting, in the present tense, as you see the achievement through your own eyes
- At the Olympic level, this is known as visuo-motor-behavioral rehearsal (VMBR)

44. Autogenic Training

- My arms and legs are heavy and warm
- My stomach is warm
- My forehead is cool
- My heartbeat is slow and regular
- My breathing is relaxed and effortless

45. Vicious Cycle or Victor's Circle

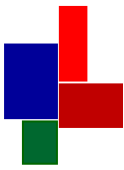
- Performance
- Self-Talk (feedback)
- Self-Image
- Self-Talk (pre-play)

46. Expanding Your Mission

- What trends will change your assumptions and the way you perform in your profession and at home?
- How can you be more effective and efficient?
- How can you be more innovative?
- What new knowledge and skills will you need in the new century?
- What do you enjoy that you would like to do more?

47. Self-Dimension

Power Multiplies Only When It Is Shared



48. Seven steps for building a winning team

- Leaders set the vision
- Leaders sublimate their egos
- Leaders delegate authority and responsibility
- Leaders encourage experimentation and tolerate mistakes
- Leaders participate personally, while leading invisibly
- Leaders embrace diversity and attract people who complement their own skills
- Leaders inspire and motivate every team member

49. The Organizational Edge

- A vision of the future that can be described with passion
- A working environment that fosters inspiration, camaraderie and integrity
- Doing a “desire” assessment of prospects and employees; then catering to specific, personal desires
- Paying attention to details in follow-up (“Elephants don’t bite, but fleas do”)

50. Action Tips

- Look at yourself through the eyes of others
- Ask more questions and lecture less
- Listen unconditionally to others
- Show enthusiasm about others’ interests
- A touch is worth a thousand words
- Being there in person is the ultimate act of expressing value

51. Winning for Life is embracing the Double Win

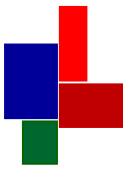
“If You Win, I Win !”

52. You’re a Double Winner when you think before speaking:

“I’ll make you glad you talked to me today!”

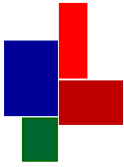
53. You’re a Double Winner when someone says to you:

“I like me best, when I’m with you!”



54. Chase your passion, not your pension.





Affirmations

Using Affirmations - Harnessing Positive Thinking

"I'm not smart enough to do this job "“Why does my boss want me to be present at the trade show? I'm a terrible public speaker, and I'll just embarrass the company."

In every meeting, I let people walk over me ...I am never going to get head ...Why can't I stand up for myself

Negative thoughts like these, sometimes, on a regular basis can ruin our confidence, mood and outlook and make us negative too.

The problem with these negative thoughts is that they can be self-fulfilling. Inside our heads, we talk ourselves into believing that we're not good enough. And, because of this, these thoughts drag down our personal lives, our relationships, and our careers.

This is why consciously doing the opposite - using positive affirmations –conditions our subconscious to be positive. In this article, we'll explore how you can use affirmations to drive positive change, both in your career and in your life in general.

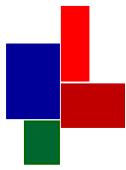
Why Use Affirmations?

Affirmations are positive, specific statements that help you to overcome self-sabotaging, negative thoughts. They help you visualize, and believe in, what you're affirming to yourself, helping you to make positive changes to your life and career.

Studies have proved that the use of positive affirmations can successfully treat people with low self-esteem, depression, and other mental health conditions. However, there is limited research into the effectiveness of using affirmations in a general setting.

For instance, in a study by researchers at North-western State University, Natchitoches, people who used positive affirmations for two weeks experienced higher self esteem than at the beginning of the study. Also, in a study published in the Journal of American College Health, researchers found that women treated with cognitive behavioural techniques, which included use of positive affirmations, experienced a decrease in depressive symptoms and negative thinking.

A study by researchers at the University of Kentucky, Lexington, had similar results, and came to a similar conclusion.



A lot can depend on your mindset. It is important to realize that although many have successfully used affirmations to overcome depression and negative thinking, the same technique may not work for all. Some people may view affirmations as "wishful thinking," or simply being unrealistic.

It would be a good idea to look at affirmations as an exercise...many of us do repetitive exercises to improve our body's physical health and condition. Affirmations are like exercises for our mind and outlook; these positive mental repetitions can reprogram our thinking patterns so that, over time, they become an automatic thought and contribute to a positive change in behaviour.

Note:

There has also been research that says that the higher your self-esteem, the more effective affirmations can be. This research also found that affirmations can actually have a negative effect if you have very low self-esteem. If this applies to you, work on **boosting your self-esteem** before you use them.

When to Use Positive Affirmations

Positive affirmations can be effectively used in any situation where you'd like to see a positive change take place. These might include times when you want to:

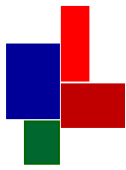
- Raise your confidence before presentations or important meetings.
- Control negative feelings such as frustration, anger, or impatience.
- Improve your self-esteem.
- Finish projects you've started.
- Improve your productivity.

When affirmations are paired with other positive thinking and goal-setting techniques, they are more effective.

For instance, affirmations work particularly well alongside **visualization** - instead of just picturing the change we'd like to see with visualization, we're also saying it aloud using a positive affirmation. Affirmations are also useful when **setting personal goals**.

Once you have identified the goals you'd like to achieve in the short and long term, you can use positive affirmations to help keep yourself motivated in order to achieve them.

[Concepts Adapted from - Jack Canfield]



How to Use Affirmations

Remember - affirmations are positive statements that help you challenge and overcome negative thinking and **self-sabotaging behaviours**. They are usually short, positive statements that target a specific area, behaviour, or belief that you want to improve, e.g health, relationships etc. For instance, do you wish you had more patience? Or deeper relationships with your friends or colleagues? Or do you want a more productive workday?

Write down several areas or behaviours you'd like to work on. Then, for each of these, come up with a positive, present-tense statement you can repeat to yourself several times a day.

It's also important that your affirmation is credible, believable, and based on a realistic assessment of fact. For instance, you are unhappy about the pay you're currently receiving. So you begin to use affirmations to raise your confidence about asking for an increase.

However, it probably wouldn't be wise to affirm to yourself that you're going to double your salary: for most people, and most organizations, doubling what you're earning in one go just isn't feasible. Keep it realistic! And believable.

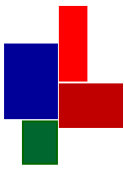
After all, if you can't believe the affirmations you're repeating to yourself, it is not likely to impact your life. Experiment and see what feels right for you. Then let them sink into your subconscious.

Tip:

Affirmations should be formed in the present tense, as if they're already happening. This helps you believe that the statement is true right now. For instance, If you feel nervous before presentations saying, "I am well-prepared and well-rehearsed, and I can give a great presentation" would be a great affirmation to use.

Tip:

In repetition lies the power of affirmation.. It is therefore useful to begin your day reviewing your affirmations. Recite your affirmations several times a day (have them pop up in your computer diary). You also need to repeat your affirmation as soon as you start to engage in a negative thought or behaviour.



Tip:

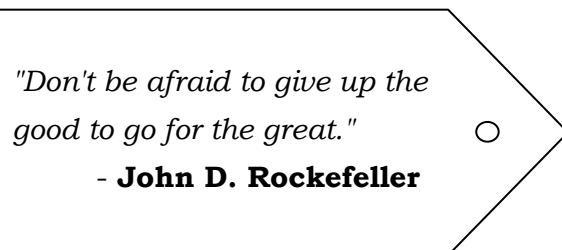
Affirmations are more effective when they're thought or said with feeling. Every affirmation you choose to repeat should be a phrase that's meaningful to you. You need to want this change to happen.

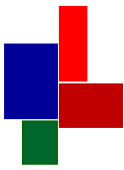
Here are some examples of positive affirmations:

- I have plenty of creativity for this project.
- My work will be recognized in a positive way by my boss and colleagues.
- I can do this!
- My opinion is respected and valued by my team.
- I am successful.
- I am honest in my life, and my work.
- I like completing tasks and projects on time.
- I'm grateful for the job I have.
- I enjoy working with my team.
- I'm bringing a positive attitude to work every day.
- I am excellent at what I do.
- I am generous.
- I am happy.
- I will be a leader in my organization.
- I have a healthy body and a happy mind.
- I have plenty of energy.

Tip:

Making positive changes to your life by using affirmations is just one way .You can also use techniques such as **Thought Awareness, Rational Thinking, and Positive Thinking**, and **Cognitive Restructuring**. You may also want to take our quiz, **Are You a Positive or Negative Thinker?**





Key Points

Affirmations are positive statements that can help you overcome self-sabotaging, negative thoughts.

To use affirmations, first analyze the thoughts or behaviours you'd like to change in your own life and career.

Next, come up with positive, credible, present tense statements that are the opposite of these thoughts. Repeat your affirmations several times a day, especially when you find yourself slipping into a negative thinking pattern, or engaging in a negative behaviour.

Remember that affirmations are most effective when used alongside other strategies, such as visualization and goal setting.

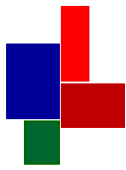
Fuel Your Affirmations with these Positive "Feeling" Words

Affirmations are one of the most powerful ways to create a vibration match for what you want to attract into your life.

Every **thought you think** and **every word you** say is an affirmation.

Your thoughts and words are declarations of who you think you are and how you perceive the world to be. Every time you think a negative thought or make a self depreciating comment you are actually affirming it as your personal truth. Fortunately, the same holds true for positive thoughts and statements. Strong positive affirmations are powerful means of self-transformation and they are a key element in the creation of the life you desire. They work by purposely replacing the limiting ideas, negative beliefs and self-talk that you have taken on and internalized over the years with positive statements that assert who you want to be and how you want to experience life.

Below I have included a list of positive feeling word that you may want to use when creating your affirmations. Remember, when creating affirmations you want to create positive, self-affirming, self-empowering statements that uplift and inspire you – that raise your emotional set point.



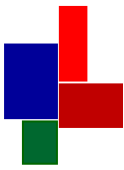
List of Positive Feeling Words for Affirmations and Law of Attraction Work

(Adapted from Louise Hay)

Adored	Dynamic	Graceful	Noble	Spectacular
Alive	Eager	Gracious	Open	Strong
Amazing	Easy	Grateful	Optimistic	Tender
Appreciated	Empowered	Happy	Opulent	Terrific
Appreciative	Energized	Harmonious	Passionate	Thrilled
Awesome	Enlightened	Hopeful	Peaceful	Tranquil
Blissful	Enthusiastic	Inspired	Playful	Trusting
Bold	Excited	Invigorated	Positive	Unlimited
Brig	Exhilarated	Irresistible	Powerful	Uplifted
Brilliant	Expanded	Jazzed	Precious	Valuable
Calm	Exquisite	Joyful	Proud	Vibrant
Cheerful	Extraordinary	Joyous	Quiet	Vivacious
Cherished	Exuberant	Jubilant	Radiant	Warm
Clear	Fabulous	Juicy	Ready	Welcomed
Comfortable	Flowing	Kind	Receptive	Whole
Confident	Focused	Light	Refreshed	Wise
Content	Free	Lovable	Relaxed	Wonderful
Courageous	Focused	Loving	Relieved	Worthy
Creative	Free	Luxurious	Renewed	Yummy
Decisive	Frisky	Magical	Resilient	Zestful
Delicious	Fun	Magnificent	Satisfied	
Delightful	Glorious	Marvelous	Sensational	
Divine	Glowing	Miraculous	Serene	

Here are some examples of positive affirmations:

- I am celebrating feeling light and alive at my perfect body weight of one thirty-five.
- I am enjoying the thrill of flying.
- I am attracting joy into my life.
- I am confidently expressing myself openly and honestly.
- I am feeling exhilarated, agile and alive.
- I am effectively communicating my needs and desires to my loving partner.



Use affirmations to:

- 1) Change your limiting beliefs,
- 2) Program your subconscious mind,
- 3) Intensify the law of attraction,
- 4) Greatly accelerate your success.

An affirmation is a positive statement which affirms your being in the state of having already accomplished the goal.

Guidelines for creating an effective affirmation:

- 1) Start with the words I am.
- 2) Use the present tense.
- 3) State it in the positive. Affirm what
- 4) Keep it brief.
- 5) Include an action word ending with –ing.
- 6) Include at least one dynamic emotion or feeling word.
- 7) Make affirmations for yourself, not others. you want, not what you don't want.

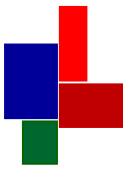
I am enjoying looking at my physically fit 185 pound body in the mirror.

We are joyfully celebrating the sale of our 100,000th audio training program through our web site.

Action Step: Create a positive affirmation for every one of your goals.

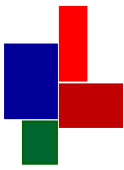
My Affirmations:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

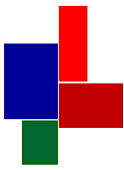


Law of Attraction: Step 3: Receive

- **You must create a vibrational match for what you want to receive into your life.** That means you must feel the feelings now that you would be feeling when you actually had the thing you desire in your life.
- The following methods will help you create a vibrational match for what you want:
- **Create a Vision Board or a Dream Book** (or a Screen Saver) Put pictures of your desired results in places that you will see them regularly—like the refrigerator door, your bathroom mirror, the inside door of your office, on the bulletin board in your cubicle, etc.
- **Create detailed one-page vision statements** for each of your desired goals or outcomes.
- “I am so happy and grateful that I now...”
- When repeating your affirmations, close your eyes afterwards, and see yourself looking out through your own eyes seeing what you would see if the desired outcome were actually happening right now. Hear the sounds you would be hearing, and **MOST IMPORTANTLY**, feel the feelings you would be feeling. Your feelings amplify the intensity of your request and accelerate the speed of its manifestation.
- **Visualize your desired results as often as possible.** I recommend at least twice a day—when you first arise and right before bedtime—as the bare minimum. Again, remember to feel the feelings you would feel if the visualization were already realized in your life.
- Remember the 30-Day Principle (from the NASA research) and make sure to do the visualization for 30 days in a row without fail. If you miss a day, start over.
- **Practice some form of gratitude exercise every day.** Eventually it will become a way of thinking—an attitude of gratitude. Here are a couple of good ones:
- **Keep a gratitude journal.** Write down what you are grateful for at least 5 minutes a day. Seven minutes is better.
- **Carry a gratitude rock in your pocket.**
- **Meditate on what you are grateful for.** When you have really mastered this, a tear of gratitude will flow from your eyes.
- **Make a commitment to appreciate 10 people for something every day.** It can be written or verbal. If it is verbal, make eye contact with the person.
- **Practice the Appreciation Process** with your spouse or significant other before bedtime.
- **Do the Mirror Exercise and appreciate yourself every night for a minimum of 40 days.**
- The three steps to the Mirror Exercise are:
 1. Say your name as you look into your eyes.
 2. Appreciate yourself out loud for:
 - Any achievements during the day
 - Any disciplines you kept
 - Any temptations you overcame
 3. End by saying, “I love you.” Then hold eye contact with yourself in the mirror for about 15 seconds.



- **Practice forgiveness.**
- **Do something every day that brings you joy** – play the guitar, work in your garden, pet your cat, listen to your favorite music, watch some comedy, play a favorite sport, walk on the beach, go for a hike, cook your favorite meal, talk to a friend, etc. Make a list of at least 25 things you LOVE to do, and do at least one every day...no matter what.
- **Think a better feeling-thought.** Anytime you find yourself feeling anything less than joy, take a moment to examine your thoughts. If you are engaged in negative thinking (unworthiness, guilt, fear, grief, despair, powerlessness, hopelessness, jealousy, worry, discouragement, disappointment, doubt, frustration, irritation, impatience, overwhelming, pessimism, complaining, or blaming), stop and deliberately choose to create and think a thought that makes you feel better.
- **Practice some form of meditation.** There are many excellent resources on the internet– both free and paid for. When you are meditating, you are tapped into, and thereby aligned with, Source/God/Infinite Intelligence/the Universe/the Quantum Field, and you will more rapidly attract into your life, that which you are desiring to experience.
- **Act as if you already have it.**
 - **Throw a “Come As You’ll Be Party.”**
 - Everyone has to act as if it were 5 years into the future and can only talk in the past tense about all of their goals having already been achieved.
 - Bring props: mocked up awards, magazine posters, newspaper articles, pictures of possessions, book covers.
 - For more details on how to throw a Come As You’ll Be party and for a sample invitation, see Chapter 12 of *The Success Principles: How to Get from Where You Are to Where You Want to Be* by Jack Canfield. (New York: Collins, 2005)
 - **Practice abundance and generosity in every area of your life,** including tithing a portion of your time and income to a favorite religious group, charity or service organization.
 - Carry a Rs. 1000/- note with you at all times.
 - Buy fewer things, but buy quality things.
 - Tip generously.
- **Practice the “Art of Allowing.”**
 - Every time you judge someone or something, you are going out of vibrational alignment with Source/ God/the Universe, and you are pushing away the things that you want.



How to Practice the Daily Disciplines of Effortless Success

(Based on “The Secret” and *Jack Canfield’s Key to Living the Law of Attraction*)

1. Complete the Morning Intention, Visualization and Releasing Process.

As soon as you wake up in the morning, take about 5 minutes to focus your mind on your desires, goals and intentions. Start by sitting in a comfortable position, closing your eyes and visualizing your desires and goals as already being fulfilled. Spend 30 seconds to a minute on each of your core desires and goals. Then take a few moments to visualize your day going exactly as you would like it to.

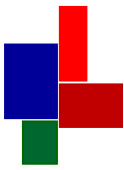
When you do this, you will often find negative limiting beliefs that are the result of negative programming from your childhood coming up.

You may hear thoughts like “I could never afford that,” “There’s no way I’ll ever get that,” or “Who am I kidding?” coming up. If you do, use one of the many releasing techniques that are available (see the list above) to release the negative thought. Don’t fight or argue with the thought; just release it. Remember to also spend several moments feeling the feelings you would feel if you had already manifested your desire in your life. The intensity of the feeling is what fuels the intensity of the attraction.

2. Use external images to keep you focused on your desires and goals.

To keep yourself focused on what you want to manifest surround yourself with visual images of the things and experiences you want to attract into your life. There are many techniques you can use for this.

- Cut out pictures of the things you wish to own (like your ideal car or home) and pictures that represent the experiences you want to have (like the perfect relationship, your ideal job, perfect health, being at your ideal weight, more joy, inner peace or balance in your life) to remind yourself of how you want it to be. Tape them up where you will see them every day—on the mirror, the refrigerator, or your bulletin board. You can also scan them into your computer and make them into a screen saver or a continuously running PowerPoint program. (Google images is also a great source of pictures for a screen saver.)
- Create a Vision Board by combining the pictures and words that you cut out into a collage on a large piece of poster board.
- Make a Dream Book by putting the pictures into a 3-ring binder pasted onto the pages or slid into plastic page protectors.
- When you look at any of these pictures, do what Bob Doyle, who is featured in the movie “The Secret” teaches: think the thought, “THIS IS MINE NOW! THIS IS WHO I AM!”



3. Think a Better Feeling Thought.

Start paying attention to the many times during the day that you have emotional responses (to other people, experiences, or your own thoughts) that are not in alignment with having or producing your desires. Pay special attention to when you feel disappointment, resentment, frustration or anger about your experiences and circumstances.

Remember, it's your feelings (which are created by your thoughts, opinions, and beliefs) that are attracting your current and future circumstances. You must make a vibrational shift (i.e., raise your vibration) by changing your thoughts to ones that make you feel better. Remember that you must become a vibrational match for the things and experiences that you want to attract into your life. It is especially important to focus your thoughts and behaviors on things that cause you to feel joy. Focus your thoughts on thoughts that bring you joy (your lover, your best friend, your grandchildren, your favorite vacation spot) and your actions on doing the things you love to do (pet your cat, work in your garden, listen to your favorite music, take a walk, sit in a hot tub, do yoga, play with your kids).

4. Have an attitude of gratitude.

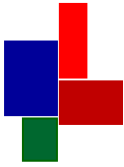
It is critical to take time each and every day to focus on what you are grateful for. You can do this in the morning before or after you visualize your desires fulfilled, or you can do it in the evening. Focus on all of the things in your life (most of which you take for granted) that you are grateful for—your health, your children, your job, the nice weather, electricity, running water, a nice stereo system, your flower garden, your pets, good food, your friends). No matter what your situation, there are always things to be grateful for. The more you focus on what you are grateful for, the more things and experiences you will attract to be grateful for.

5. Take action.

There are two kinds of actions you can take. Obvious actions are things like, if you want a better car, going to test drive all of the models you are interested in and choosing the exact car you want to have, and saving 10% of your income in a “car account.” If you want to be a doctor, apply to medical school. There are also “inspired actions.” Once you begin to do the daily disciplines described above, the universe will start responding by sending the people, resources and opportunities you need to manifest your desired results. You must take advantage of these opportunities when they show up. You are also going to find that you have inspired ideas; you must act on them. You must follow those gentle prodding's from the universe. Often these intuitive impulses will have no seeming connection to achieving your goal, but if you follow them, they will lead you down a path of wonderful fulfillment.

6. Acknowledge that it's working.

If you start to see something change for the better, acknowledge that it is happening. Appreciate it. When you find the perfect parking space, acknowledge it. When you get the table you want in the restaurant, acknowledge it. When you receive unexpected income, acknowledge it. When you meet someone who can help you achieve your goal, acknowledge that the Law of Attraction is working. The more you acknowledge that it's working, the more it will work. It's that simple. If you are attracting things into your life that you don't want, remember the Law of Attraction is still working. Instead of thinking or saying, “It's not working,” ask yourself, “What am I focusing on, thinking about, talking about, feeling or doing that is attracting this into my life?” If you want to know what you are thinking about, notice the results you are producing in your life. To change those results, you will first have to change your vibration by changing your thoughts and feelings.

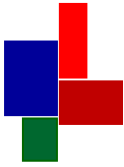


Some Other Daily Disciplines of Success that Will Accelerate Your Success

(Adapted from the personal coaching program)

The following daily disciplines will guarantee that you will go further and faster with less effort:

1. Read your affirmations and visualize each of your goals as already complete. Think of three things you can do today to help achieve that goal. Complete this in the morning before you start your work day.
2. Practice some form of meditation for 15-20 minutes.
3. Take 5 minutes and write down everything you are grateful for. Do this in the morning before you start the rest of your day. Have an attitude of gratitude.
4. Read a book or some journal articles for twenty minutes (an hour is better) about some aspect of your profession or in the field of self-development.
5. Exercise for at least 20 minutes, longer if possible. This will build your energy, your stamina and keep you healthier. Also, drink lots of water. Take a few minutes at the end of each hour to stretch, do some deep breathing, go for a 5-minute walk, or some other sort of “micro-break.”
6. Use the “Rule of 5” (Take five action steps on your breakthrough goal.)
7. Trust your intuition and act on your intuitive impulses.
8. Stretch, take a risk, do something you are afraid of, break out of your comfort zone, make a little change in one of your routines.
9. Ask for what you want without fear of rejection. Make lots of requests.
10. Focus on your core genius and unique abilities. Delegate the rest to others.
11. Practice saying “no” to something or somebody that is a time waster.
12. Take time to appreciate at least three people in your office and your home.
13. Schedule all of your activities for the next day BEFORE you go home or go to bed. Take a few moments to visualize the next day going exactly the way you want it to.
14. Take a few moments to review your successes for the day. You can write them down or simply review them mentally. Acknowledge what you have accomplished. Also, acknowledge your team members for their successes. Do the “Mirror Exercise”



The Quick Coherence Technique

1. Heart Focus

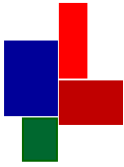
Focus your attention in the area of your heart. If this sounds confusing, try this: Focus on your right big toe and wiggle it. Now focus on your right elbow. Now gently focus in the center of your chest, the area of your heart (most people think the heart is on the left side of the chest, but it's really closer to the center, behind the breastbone). If you like, you can put your hand over your heart to help. If your mind wanders, just keep shifting your attention back to the area of your heart. Now you're ready for the next step, Heart Breathing.

2. Heart Breathing

As you focus on the area of your heart, imagine your breath is flowing in and out through that area. This helps your mind and energy to stay focused in the heart area and your respiration and heart rhythms to synchronize. Breathe slowly and gently through your heart (to a count of five or six) and slowly and easily out through your heart (to a count of five or six). Do this until your breathing feels smooth and balanced, not forced. You may discover that it's easier to find a slow and easy rhythm by counting, "one thousand, two thousand," rather than "one, two." Continue to breathe with ease until you find a natural inner rhythm that feels good to you.

"The secret to success is to know something nobody else knows."

- Aristotle Onassis



I AM

(Adapted from by old scriptures)

All things when they are admitted are made manifest by the light: for everything that is made manifest is light. - Eph. 5:13

THE "light" is consciousness. Consciousness is one, manifesting in outer forms or levels of consciousness. You are nothing but your consciousness, it is not divisional. There is no real separation or gap in consciousness. I AM cannot be divided. I may conceive myself to be a rich man, a poor man, a beggar man or a thief, but the centre of my being remains the same regardless of the concept I hold of myself. At the centre of manifestation there is only one I AM. I AM is the self-definition of the absolute, the foundation on which everything rests. I AM is the self-definition of God.

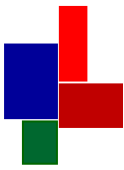
I AM THAT I AM.

Be still and know that I AM God.

I AM is a feeling of permanent awareness. The very centre of consciousness is the feeling of I AM I may forget who I am, where I am, what I am but I cannot forget that I AM. The awareness of being remains, regardless of the degree of forgetfulness of who, where, and what I am.

I AM is that which, amid unnumbered forms is ever the same. This great discovery of cause reveals that, good or bad, man is actually the creator of his own fate, and that it is his concept of himself that determines the world in which he lives [and his concept of himself is his reactions to life]

"I am unwell." This is why you are told "Let the weak man say, 'I am strong' " (Joel 3:10), for by his assumption, the cause-substance I AM is re-arranged and must, therefore, manifest that which its rearrangement affirms. This principle governs every aspect of your life, be it social, financial, intellectual, or spiritual.



I AM is that reality to which, whatever happens; we must turn for an explanation of the phenomena of life. It is I AM's concept of itself that determines the form and scenery of its existence. Everything depends upon its attitude towards itself; that which it will not affirm as true of itself cannot awaken in its world. That is, your concept of yourself, such as "I am strong," "I am secure," "I am loved," determines the world in which you live. "I am a man, I am a father, I am an American," you are not defining different I AM's; you are defining different concepts or arrangements of the one -- the one I AM.

[Concepts Adapted from – Neville Goddard]

When you know that consciousness is the one and only reality-conceiving itself to be something good, bad, or indifferent, and becoming that which It conceived itself to be - free from the belief that there are causes outside of your own mind that can affect your life.

In the state of consciousness you will find the explanation of the phenomena of life if man's concept of himself were different, everything in his world would be different. His concept of himself being what it is, everything in his world must be as It IS.

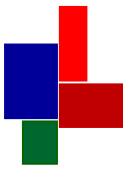
It IS clearly clear that there is only one I AM and you are that I AM. And while I AM is infinite, you, by your concept of yourself, are displaying only a limited aspect of the infinite I AM.

3. Heart Feeling

Continue to breathe through the area of your heart. As you do so, recall a positive feeling, a time when you felt good inside, and try to re-experience it. This could be a feeling of appreciation or care toward a special person or a pet, a place you enjoy, or an activity that was fun. Allow yourself to feel this good feeling of appreciation or care. If you can't feel anything, it's okay; just try to find a sincere attitude of appreciation or care. Once you've found a positive feeling or attitude, you can sustain it by continuing your Heart Focus, Heart Breathing. It's that simple.

In summary, to do Quick Coherence, focus your attention in the area of your heart, imagine you are breathing slowly and gently through your heart to a count of five or six, and then—while continuing to breathe with ease and rhythm through your heart—re-experience a positive feeling or attitude like care, compassion, or appreciation.

Excerpted from *Transforming Stress: The HeartMath Solution for Relieving Worry, Fatigue, and Tension* by Doc Childre and Deborah Rozman, Ph. D. Oakland, CA: New Harbinger



Redefine Time

Use the **Entrepreneurial Time System™** developed by Dan Sullivan at The Strategic Coach.

Divide your days into 3 kinds of days: Free Days, Buffer Days and Focus Days

1. Free Days ... Rest and Recreation

A Free Day is midnight to midnight with no work-related activities.

Do whatever it takes to double your current number of Free Days.

How do you get more free days? You plan for them.

1. Schedule them and take them. Do it at the beginning of the year.
2. Work more effectively.
3. Delegate what you don't like to do and don't do well.
4. Hire and barter for more help at work and home.

2. Buffer Days... Preparation, Planning, Delegating, Training and Learning New Skills

Delegate more. Do only those things which you love to do...your unique abilities.

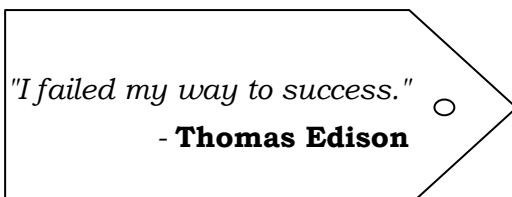
Complete delegation: you delegate it so you never have to think about it again.

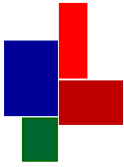
Constantly decrease your number of Buffer Days.

3. Focus Days... Best Results

80% of an actual work day, devoted to doing the 1, 2, or 3 things that produce your best results. Focus on your areas of core genius and unique abilities, the things you do naturally, easily and well.

Remember the Pareto Principle: 80% of your results come from 20% of your efforts. Identify your core genius, high-payoff focus behaviors and stick to them. Don't be a victim of the technological revolution (i.e., e-mail and cell phones).





Mastermind Your Way to Success

Find and work with an Accountability Partner, or create a Mastermind Group of four to six people.

This is the best technique to keep you focused on what is important.

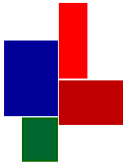
Meet weekly (Accountability Partner) or monthly (Mastermind Group) by phone or in person.

During the first meeting, share all of your goals and objectives for the year and for the quarter. Then weekly or monthly ...

1. Do an invocation of some kind.
2. Share what is new and good in your life.
3. Report on action steps completed since the last meeting.
4. Discuss goals, brainstorm ideas, share plans, test out new ideas, share new resources, and ask for any kind of support you need.
5. Commit to action steps to be taken and completed by the next meeting.
6. Share appreciations with other members of the group.

Also, remember to:

1. Follow the formula!!
2. Assign a “lovingly diligent” timer
3. Keep the sharing portion about issues short. This allows maximum time for clarifying questions and feedback.
4. Prepare for each call (preparation can take five minutes or less)
 - a. Have I done what I committed to do on the last call?
 - b. What is new and good for me?
 - c. What issue/situation do I want feedback on? (there is always something!)



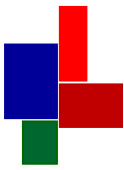
Practice Persistence

Never, ever give up on your dream!

Take advantage of the Law of Probabilities, which states: The more things you try, the more likely one of them will work.

*"I never dreamed about success,
I worked for it."*

- Estee Lauder



Conducting a Mastermind Meeting

Ideally, each mastermind meeting should be conducted weekly or every other week, for one hour, in person, with all members of the group in attendance. Meetings can also be conducted over the phone. But each meeting should follow the proven format described below for insuring each participant stays involved and gets their needs met.

Step #1: Ask for Spiritual Guidance By Delivering an Invocation

A sample invocation that asks God or that higher power to be present might be: “We ask now to be filled and surrounded with light, and our hearts be open to receive guidance from the higher power.”

Step #2: Share What’s New and Good

A good way to bond with others in the group and keep esteem and excitement high is to each share a success story. Even small successes achieved since the last meeting give others in the group the feeling that “this process is working. It’s something I need to stay involved with.”

Step #3: Negotiate for Time

While the normal weekly time allotment might be 10 minutes per person, during Step #3 members can negotiate for any extra time they think they’ll need.

Step #4: Individual Members Speak While the Group Listens and Brainstorms Solutions

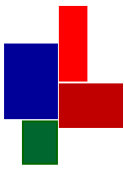
Discussions can be personal, professional it doesn’t matter. As long as everyone is getting value, they’ll stay involved with the group. Also report on what I committed to last time and whether I completed it. After the allotted time of explanation, discussion and brainstorming, the Timekeeper says, “Done!” and the group moves on to the next member’s needs.

Step #5: Make a Commitment to Stretch

Once members have had their time to present, discuss, brainstorm and gain feedback, the Timekeeper asks each member in turn to commit verbally to something they wouldn’t normally commit to if they weren’t part of the group.

Step #6 End With Gratitude

Your group might end with a group prayer expressing gratitude. Or you might go around the table with each member saying one thing they appreciate about another person in the group.



Excellent Tips by Warren Buffet

On Earning: “Never depend on single income.

Make investment to create a second source”.

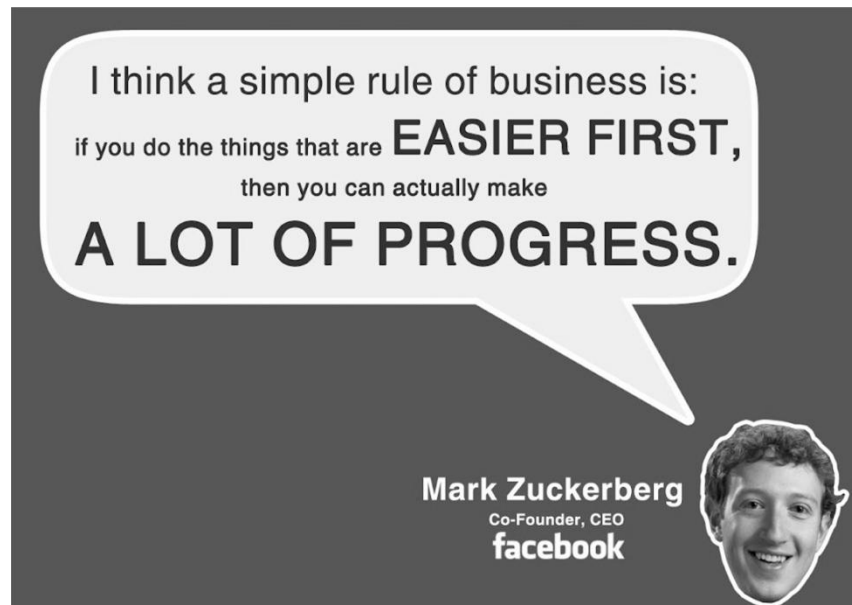
On Spending: “If you buy things you do not need soon you will have to sell things you need”.

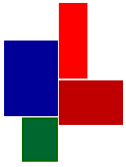
On savings: “Do not save what is life after spending, but spend what is left after saving”.

On Taking risk: “Never test the depth of river with both feet”.

On investment: “Do not put all eggs in one basket

On Epectations: “Honesty is very expensive gift. Do not expect if from cheap people”.





An insignificant life inspires none

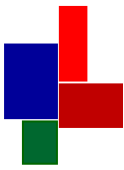
Why do you get out of bed every day in the morning?

Who are the most important people in your life?

What is important for you in your life?

What do you really love the most about your life?

What would you like to do before you leave this world?

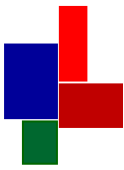


All successful entrepreneur have common traits and qualities

Each of these people

1. Rose above their opposition, crisis, and personal tragedies.
2. They directed ordinary people through challenging times.
3. They took on other people's challenges and made them win.
4. They took charge of the situation when others were confused and clueless.
5. They were accountable for their deeds.
6. They all did Halla BOI – stood for what they felt was right.





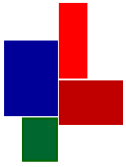
Fail Fast to Succeed Sooner

List down all the major failures in your life, a lesson that you learnt from each of them and how different your approach will be when you encounter a similar situation in the future.

Failures	Lesson Learnt	New Approach

Five Magic Questions

1. Why do you get out of bed every day in the morning?
2. Who are the most important people in your life?
3. What is important for you in your life ?
4. What do you really love the most about your life?
5. What would you like to do before you leave this world?



Creating Powerful Reframes

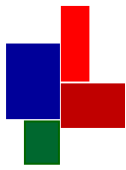
1) _____ a belief

2) _____ a belief

3) Be open to the _____

4) Ask _____, _____, such as 'What if...' or 'How could I ...'

Ans: (Reinterpret, Challenge, opposite, Powerful question)



Look for a fit | Search

P – Partner

A – Ask why they want you and what's the pain Now

R – Review the pain

T – Transformation

N – Next step (₹)

E – Empower them – praise / acknowledge

R – Release attachment

The science to get a YES

◇ Reciprocity

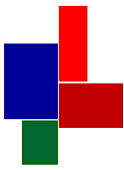
◇ Consistency

◇ Scarcity

◇ Liking

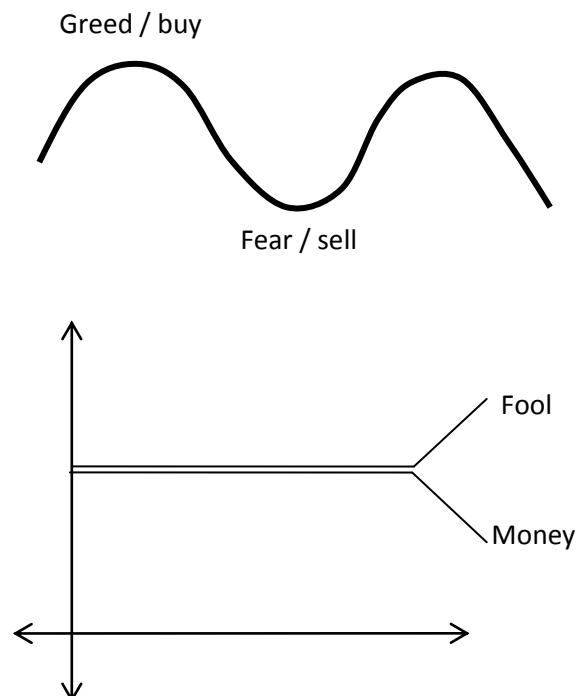
◇ Authority

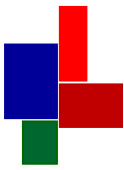
◇ Concenses



- Do you need more business
- Can your existing pipeline or office handle additional work load.
- Are u free to network follow up and generate Fresh ideas for new business opportunities.
- Sector \longrightarrow
industry
- Company \longrightarrow
- Concered person \longrightarrow
- What do you want to do with that organization \longrightarrow
- Does this company have what you do / do they out source \longrightarrow
- Do you ASK specifically
- Have you followed up.
- When you ask for referral you will do 90% of the work – the victor will only connect you with confidence.
- No body will come and give you a referral – unless YOU ASK ASK ASK.
ASK SPECIFICALLY!
ASK SPECIFICALLY!
ASK SPECIFICALLY!

Repeat until broke





The Rich vs The Rest

What separates the Rich from the rest

Belief

They believe they can succeed even when no one else believes in them.



Lack of belief

They don't believe they can do it. they are dependent on others opinion.



Plan

They have a plan, and everything they do is part of the plan.



Lack of plan

They don't know, what they want, they don't have a target, and they just move aimlessly



Solutions

When rich people face a problem, they find a solution.



Excuses

Poor people find excuses for their problems.



Risk taking

Rich people are not afraid to take risks. They create opportunities!



Waiting for a miracle

The poor wait for some kind of miracle, winning the lottery or getting a promotion, but they are just waiting, doing nothing.



They want more

And the main reason why the rich get richer is because they want more, they know they can do it, since they are already rich.

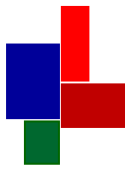


They blame others

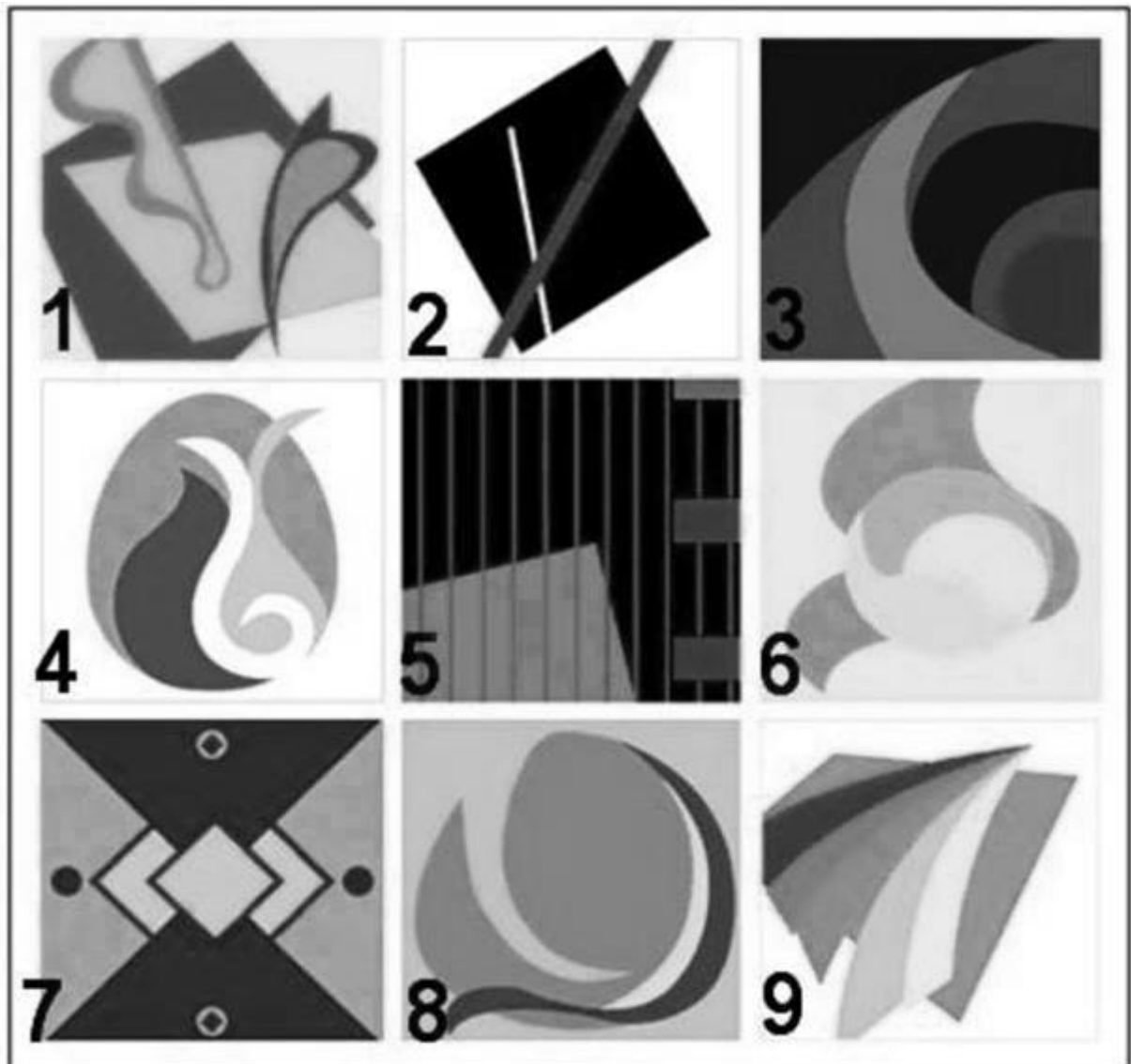
They think they are poor because of others - the government etc.

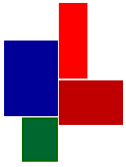


“Start where you are. Use what you have. Do what you can.”



Personality Test





Some Concepts

FTR

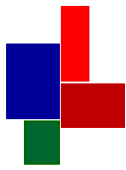
SOP

$100 - 1 = 0$

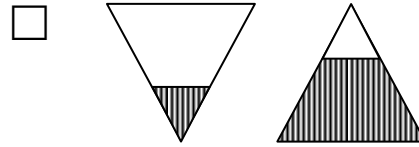
Unchain the Elephant

Jealousy → inspiration

Thieves



Energy exchange



Law of average

What makes life worth while. What makes life work well “major puzzle”

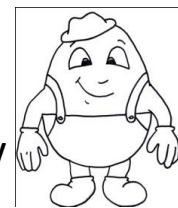
1st decision (inner snooze)

Grit

$60\% + 3\% = 90\%$

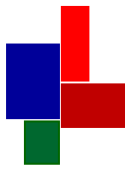
Student Success Formula

Humpty Dumpty

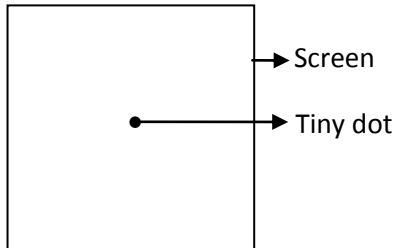


"Humpty Dumpty sat on a wall,
Humpty Dumpty had a great fall.

All the King's horses,
And all the King's men Couldn't
put Humpty together again!



Awareness



I Can See Clearly Now

I can see clearly now, the rain is gone
 I can see all obstacles in my way
 Gone are the dark clouds that had me blind
 It's gonna be a bright (bright), bright (bright)
 Sun shiny day

I think I can make it now, the pain is gone
 All of the bad feelings have disappeared
 Here is the rainbow I've been prayin' for
 It's gonna be a bright (bright), bright (bright)
 Sun shiny day

Look all around, there's nothin' but blue skies
 Look straight ahead, nothin' but blue skies
 I can see clearly now, the rain is gone
 I can see all obstacles in my way
 Gone are the dark clouds that had me blind
 It's gonna be a bright (bright), bright (bright)
 Sun shiny day

Life style Desires

- ① _____

- ② _____

- ③ _____

- ④ _____

- ⑤ _____

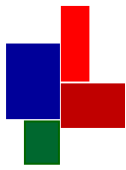
“Pretend”

Pretend you're happy when you're blue
 It isn't very hard to do
 And you'll find happiness without an end
 Whenever you pretend

Remember anyone can dream
 And nothing's bad as it may seem
 The little things you haven't got
 Could be a lot if you pretend

You'll find a love you can share
 One you can call all your own
 Just close your eyes, she'll be there
 You'll never be alone

And if you sing this melody
 You'll be pretending just like me
 The world is mine, it can be yours, my friend
 So why don't you pretend?



1st Law – Law of Vibration
2nd Law – Law of Attraction.

1st Position }
2nd Position }
3rd Position }
4th Position }

GIVERS GAIN

LAW OF LAWS

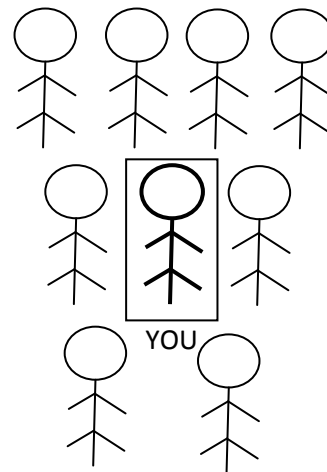


Two men build their house

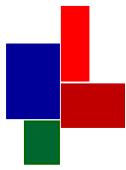


Triple 'E's' of success

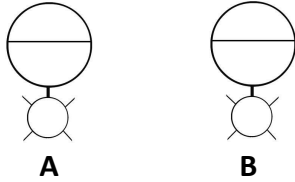
E
E
E



Your are an average



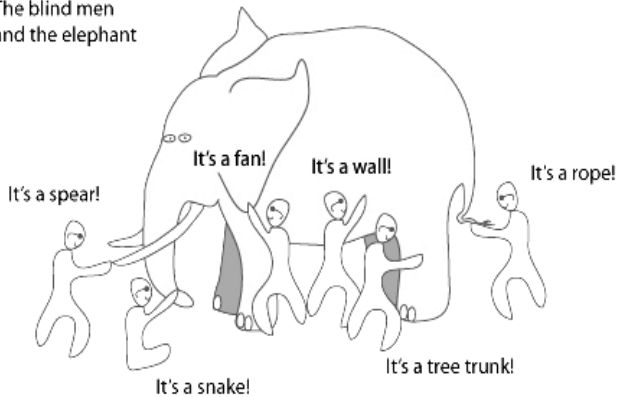
Two people **A & B**



Situation = same
Outcome = different

PARADIGM

The blind men and the elephant



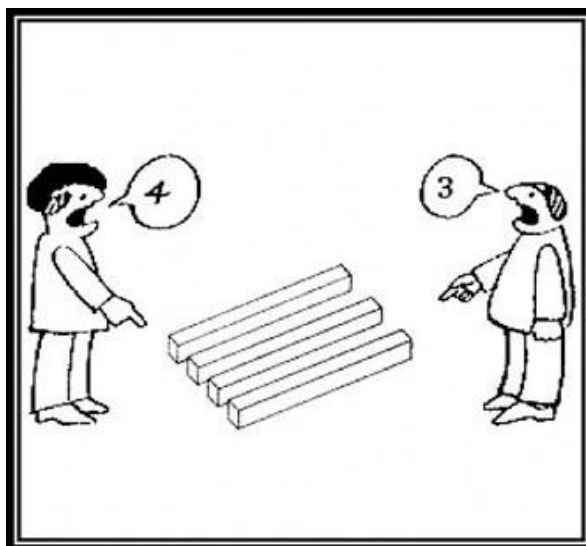
7 Levels of Awareness



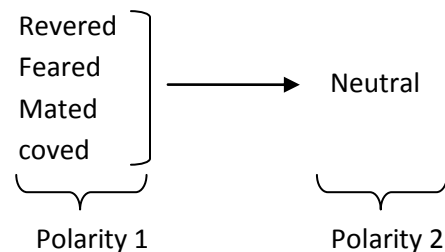
Hire for Actions
Vs
Hire for Goals

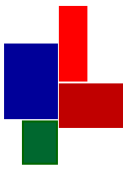
Money Vs Time
Rich Vs wealthy

	Money	Time
A	✓	✗
B	✗	✓
C	✗	✗
D	✓	✓

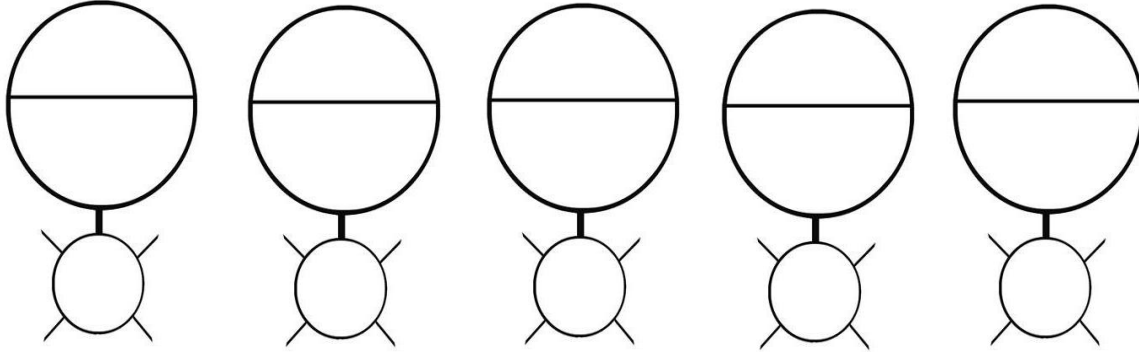


Anything that's Revered
Anything that's feared





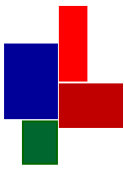
Terror barrier



"The greater the artist, the greater the doubt.

- Perfect confidence is granted to the less talented as a consolation prize."

- **Robert Hughes**



Personality Test Results

1. Freedom Loving

Freedom is important to you- nothing is worse than when you feel tied down. You may find you move jobs or location frequently because the idea of staying in one place too long unnerves you. The same can apply to relationship! People see you as fun loving, and you are. You attempt to enjoy life to the full, in accordance with the motto: “You only live once.” You tend to attract less energetic people as friends or partners, like moths to a flame, they see you as the light. Careful they don’t drain you! You are very curious and open about everything new and thrive on change. Quite simply, you are a breath of fresh air.

2. Independent and unconventional

Your lifestyle is highly individualistic. You do not follow the crowd, on the contrary, you seek to live according to your own ideas and convictions, even if this means swimming against the tide. You need a free and unattached life that allows you to determine your own course. You have an artistic bent in your work or leisure activities. Your urge for freedom sometimes causes you to do exactly the opposite of what is expected of you. You are rather unique, so don’t bother comparing yourself to anyone else. Live life your way.

3. Sensitive and reflective

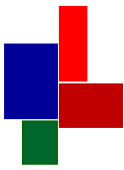
You are comfortable spending hours alone with your thoughts and rarely become bored. You dislike superficiality: you’d rather be alone than have to suffer through small talk. Your relationship with your friends are very strong, which gives you the inner tranquility and harmony that you require. You need deeply but if someone betrays you it is next to impossible to forgive. You are an old soul, someone who has lived many times before and has seen it all. All you crave now is simplicity and the chance to focus your attention on a meaningful existence.

4. Down to earth and charming

You have a natural authentic charm, what you see is what you get. People admire you because you seem so ‘together’. You have both feet planted firmly on the ground and they can depend on you. While others complicate their life with ifs and buts, you know your own mind. You provide security and space to those close to you. You are a rock, and although others may not tell you, you are the sun around which they revolve. You dislike superficially and tend to be skeptical toward the whims of trends. Where others crash and burn, you motor on, quietly achieving all you need to do, You are a woman (or man) of substances.

5. Professional and self-assured

You take charge of your life, and place less faith in your luck and more in your own actions. You solve problems in a practical, uncomplicated manner. You take a realistic view of things in your daily life and tackle them without fuss. You are given responsibility at work, because people know that you can be depended upon. You project self-assurance to others. You are a born leader and organizer. Although you work, because people know that you can be depended upon. You project self-assurance to others. You are a born leader and organizer. Although you work well in a team, ideally you should be the one giving the orders. After all, you are usually right!



6. Peaceful and timeless

You are easy-going yet discreet. There is a timeless elegance about you (think Audrey Hepburn). You make friends effortlessly, yet enjoy your privacy and independence. You like to get away from it all and be alone from time to time to contemplate the meaning of life. You need space, so you escape to hideaways, but you are not a loner. You are at peace with yourself and the world, and you appreciate life and what this world has to offer. You have a strong life purpose and when you discover it, you project your personal brand of magic on the world.

7. Cultured and classical

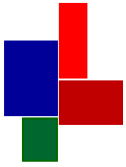
Cultured and sophisticated you value the things money can't necessarily buy—good conversation, original ideas, music and the arts. You have a fair mind and can see both sides of an argument. You rarely let emotions get the better of you, preferring to assess situations rationally. Calm, logical and yet compassionate and kind. You have 'old-fashioned' principles, which at heart make you a real lady (or gentleman). A timeless, vintage classic—the sort of person everyone secretly admires and likes to copy.

8. Sensitive and spiritual

You are a highly sensitive and spiritual person. You refuse to see life only from a rational viewpoint. You have great intuition and trust your feelings. You must have dreams to aspire towards or you won't feel happy. You like to improve yourself, and in so doing make a difference in the world—even if only in little ways. You find it hard to understand people who are only guided rationally. You form true relationships with open souls, people who know there is more to life we can touch, see or hear. Your psychic sense is highly evolved, trust it and with open souls, people who know there is more to life than we can touch, see or hear. Your psychic sense is highly, trust it and work with it.

9. Dynamic and sparkly

You are a mover and a shaker! You are willing to take risks in return for interesting and varied work. Routine tends to have a paralysing effect on you. Being stuck behind a desk 9-5 would destroy your soul and enthusiasm for life. You need to be given the chance to express your ideas and put them into action. You have a rainbow personality, and can cheer others up, even on the gloomiest of days. If you ever feel you have lost your sparkle it is because the situation you find yourself in is not right for you. Follow your enthusiasm, even if it means you chop and change for years. The journey is as important as the destination.

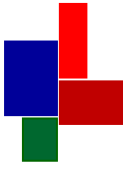


Share your AHA! of the day

Day 1

Day 2

Day 3

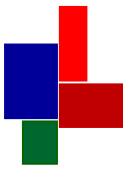


Day 4

Day 5

Day 6

Day 7



I bow down with gratitude to everyone I continue to learn from.

Abraham Maslow

Abraham Harold Maslow was an American psychologist who was best known for creating Maslow's hierarchy of needs, a theory of psychological health predicated on fulfilling innate human needs in priority, culminating in self-actualization

Arnold M. Patent

ARNOLD M. PATENT is the founder of an international network of support groups. He has appeared on radio and television, including Oprah, and has helped thousands of people to apply these principles so that they now enjoy more fulfilling, abundant lives.

Barry Steven

Barry Stevens was a writer and Gestalt therapist. She developed her own form of Gestalt therapy body work, based on the awareness of body processes. For the human potential movement of the 1970s, she became a kind of "star"

Bob Proctor

As a speaker, author, consultant, coach, and mentor, Bob Proctor works with business entities and individuals around the world, instilling within them not only the mental foundations of success and the motivation to achieve, but also the actionable strategies that will empower them to grow

Carl Rogers

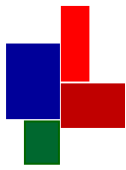
Carl Ransom Rogers was an influential American psychologist and among the founders of the humanistic approach to psychology.

Carl Jung

Carl Gustav Jung, often referred to as C. G. Jung, was a Swiss psychiatrist and psychotherapist who founded analytical psychology. Jung proposed and developed the concepts of extraversion and introversion; archetypes, and the collective unconscious.

Connirae Andreas

Connirae Andreas is an American author and psychotherapist who is known for her work within the field of Neuro-linguistic programming. Connirae Andreas studied undergraduate psychology at the University of Kansas in 1975



Dale Carnegie

Dale Breckenridge Carnegie was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking, and interpersonal skills

Deepak Chopra

Deepak Chopra is an Indian-American author and alternative medicine/New Age guru. A licensed physician, he began a mainstream medical career in hospitals and universities in the Northeastern United

Dennis Kimbro

A tireless educator, author, and B-school professor, Dr. Kimbro is universally characterized as one of the most insightful and scholarly writers in the field today. As a lecturer and researcher in the field of management, entrepreneurship and human potential, he encourages his readers to look within to extract the keys that underlie all accomplishment.

Eckhart Tolle

Eckhart Tolle is a German-born resident of Canada, best known as the author of *The Power of Now* and *A New Earth*. In 2011, he was listed by the Watkins Review as the most spiritually influential person in the world

Eric Berne

Eric Berne was a Canadian-born psychiatrist best known as the creator of transactional analysis and the author of *Games People Play*.

Fritz Perls

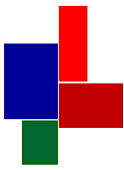
Friedrich Salomon Perls, better known as Fritz Perls, was a noted German-born psychiatrist and psychotherapist

Gregory Bateson

Gregory Bateson was an English anthropologist, social scientist, linguist, visual anthropologist, semiotician and cyberneticist whose work intersected that of many other fields

Jack Canfield

Jack Canfield is an American motivational speaker and author. He is best known as the co-creator of the *Chicken Soup for the Soul* book series, which currently has nearly 200 titles and 112 million copies in print in over 40 languages



Jim Rohn

Emanuel James "Jim" Rohn (September 17, 1930 – December 5, 2009) was an American entrepreneur, author and motivational speaker. His rags to riches story played a large part in his work, which influenced others in the personal development industry.

John Grinder

John Grinder, Ph.D. is an American linguist, author, management consultant, trainer and speaker. Grinder is credited with co-creating Neuro-linguistic programming, with Richard Bandler.

Kirti Bakshi

Kirti Bakshi is the Founder & Director of The Counseling Company in Mumbai. With a background in psychology, counseling, hypnosis and philosophy, Kirti conceptualized her own method of healing using images and visualization, which are rooted in the depths of your subconscious mind.

Leslie Cameron-Bandler

Leslie Cameron-Bandler is one of the founders of NLP. She was the first person to use NLP techniques in couples counseling, and her early videos on the topic are still used as examples in classes.

Louise Hay

Louise Hay is an American motivational author, and the founder of Hay House. She has authored several New Thought self-help books, and is best known for her 1984 book, *You Can Heal Your Life*

Monty Roberts

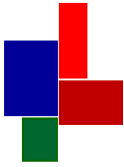
Marvin Earl "Monty" Roberts is an American horse trainer who promotes his techniques of natural horsemanship through his Join-Up International organization, named after the core concept of his training method.

Milton H. Erickson

Milton Hyland Erickson was an American psychiatrist specializing in medical hypnosis and family therapy.

Michael Losier

Michael Losier is a Canadian Law of Attraction trainer and teacher, and is the author of the book *Law of Attraction*.



Neville Goddard

Neville Goddard, better known as just Neville, was one of the quietly dramatic and supremely influential teachers in the New Thought field for many years. In a simple, yet somehow elegant one-hour lecture, Neville was able to clarify the nature of God and God's relationship to every person. He spoke of God in intimate terms as though he knew God very well, which he did.

Oscar Wilde

Oscar Fingal O'Flahertie Wills Wilde was an Irish writer and poet. After writing in different forms throughout the 1880s, he became one of London's most popular playwrights in the early 1890s

Paul Watzlawick

Paul Watzlawick was an Austrian-American family therapist, psychologist, communications theorist, and philosopher

Pamela Bruner

Pamela Bruner is a Business Success Coach, author, speaker, and Emotional Freedom Techniques (EFT) expert. After removing her own marketing fears to go from \$0 to \$1 million in two and a half years, Pamela specializes in working with transformational entrepreneurs to build six- and seven-figure businesses by removing their fears and blocks around marketing and sales

Paulo Coelho

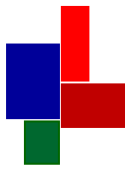
Paulo Coelho is a Brazilian lyricist and novelist. He has become one of the most widely read authors in the world today. He is the recipient of numerous international awards, amongst them the Crystal Award by the World Economic Forum. *The Alchemist*, his most famous novel, has been translated into 67 languages. The author has sold 150 million copies worldwide.

Richard (Dick) McHugh

Dr Dick McHugh SJ, a Ph.D. in NLP, and one of founding members of Sadhana Institute, Lonavla, India, has given hundreds, if not thousands, of workshops all over India, the United States and Ireland for the past 25 yrs in NLP and Gestalt.

Richard Bandler

Richard Wayne Bandler is an American author and trainer in the field of self-help. He is best known as the co-creator of Neuro-linguistic programming, a methodology intended to understand and change human behavior-patterns



Robert Dilts

Robert Dilts has been a developer, author, trainer and consultant in the field of neuro-linguistic programming since its creation in 1975 by John Grinder and Richard Bandler.

Steve Andreas

Steve Andreas, born John O. Stevens, later Steve Stevens, is an American psychotherapist and author specializing in Neuro-linguistic programming. Steve Andreas is the son of Barry Stevens, a writer and well-known gestalt therapist.

Sigmund Freud

Sigmund Freud was an Austrian neurologist who became known as the founding father of psychoanalysis.

Stephen Covey

Stephen Richards Covey was an American educator, author, businessman, and keynote speaker. His most popular book was *The Seven Habits of Highly Effective People*

Tony Robbins

Anthony "Tony" Robbins is an American life coach, self-help author and motivational speaker. He became well known through his infomercials and self-help books, *Unlimited Power* and *Awaken the Giant Within*.

Viktor Frankl

Viktor Emil Frankl, M.D., Ph.D. was an Austrian neurologist and psychiatrist as well as a Holocaust survivor. Frankl was the founder of logotherapy, which is a form of existential analysis, the "Third Viennese School of Psychotherapy"

Virginia Satir

Virginia Satir was an American author and psychotherapist, known especially for her approach to family therapy and her work with family reconstruction.

Wayne Dyer

Wayne Walter Dyer is an American self-help author and motivational speaker.

Wilson Van Dusen

Wilson had a Ph.D. His career as a clinical psychologist was in working with the mentally ill.