



# SUCCESS IN 50 STEPS

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## INTRODUCTION

Dreams are the seedlings of reality. (Napoleon Hill)

If I asked you right now what are your dreams? Could you answer the question? Take a moment to think about all the dreams you have in your life right now that you want to make a reality. Dreams about things you want to create? Dreams about place you want to go? Dreams about the career you want and the money that follows? The things you want to buy and the things you want to do? Dreams about a relationship, family you want or the lifestyle you want to have? We all carry within us dreams around in our head that we want to manifest into our future reality. Take this opportunity right now to write down the dreams you have been carrying around in your head.

The starting point on your journey to realize your dreams is first writing them down and getting them out of your head. Anything and Everything created in life was first a faint dream in the mind.

I am not referring to the dreams we have at night with our eyes closed, but the dreams we have during the day with our eyes open. Those constant thoughts we have running around in our head about what we want and what our hearts desire. Your personal dreams are unique to you and are gifts that you have been endowed with.

We all possess this god like ability to conjure up images and thoughts in our minds, which is what dreaming is. This awesome ability that we have all been given, dreaming, is the first and foremost basis of creativity. The creative facility of the mind which is able to conjure up images of ideas, future realities, fantasies and aspirations etc etc. The very idea of a dream gives us evidence that it is possible within the realm of thought, to manifest into reality the dreams we think about. If you can

conceive a dream in your head you have taken the first steps in making it a reality.

In the first part of the book I will show you first how to uncover first your dreams, passions and desires. Then second we will discover your purpose, what makes you truly come alive and what gifts you can bring to the world. Then third, we will break it all down into goals so you can begin to work on manifesting your dreams into reality. So take a deep breath and get ready to go on a journey within as I walk you through the “50 Words to Your Dreams”.

## **CHAPTER 1: DREAMS**

“Don’t be afraid of the space between your dreams and reality. If you can dream it, you can make it so.” Belva Davis

I want you to take a moment and go back to a point in your life whether that be 5 years ago, 10 or 20. Reflecting on your life you have now and seeing the things that were once a dream come true.. Look around you and think about how the things you have in your life were once dreams and now they are a reality. This should give you confidence knowing that you do have the power to make your dreams come true, whatever they be, big or small. Know that the life process is a growth process.

Now after reflecting on our past and the journey we have made so far. I want you to fast forward your life right now and add ten years to your age. So if you are 30 you are 40, if you 40 you are 50. Now picture all the dreams you have in your mind right now how you want your future to be, and pretend for a moment all of them have come true. You are on a holiday somewhere exotic by the poolside relaxing, reflecting on how far you have come in the last ten years and having achieving all that you set out to achieve. You have the career of your dreams, the relationship, family, friends, all the toys, house and stuff you dreamed of. What does that look like and how does it feel? Really take the time to visualize in your mind. What does it look like and how does it feel? Take a minute to picture yourself in that moment.

Wakey, Wakey. Now let’s rewind and get back to reality, to the present moment. The purpose of this exercise is to get you thinking about your dreams and injecting belief into them. You don’t want to end up like the unfortunate many that wind up on their deathbed looking back with regret that they didn’t live the life they dreamed of. Instead you want to be focused on living the life of your dreams so you won’t be burdened by the regrets in the future when it’s all too late. As Jim Rohn says, “We must all suffer from one of two pains: the pain of discipline or the pain of

regret. The difference is discipline weighs ounces while regret weighs tons.”

## **DREAM BIG**

“If one advances confidently in the direction of his dreams, and endeavors to live the life which he has imagined, he will meet with success unexpected in common hours.” (Henry David Thoreau)

The truth is most dreams do come true, but most of those dreams are small and insignificant in the grand scheme of things. Most people aim small and hit, then stop aiming. Let me explain. If you achieve your small dreams then you only reach the low heights of life and join the crowd of the average mediocre. Nothing wrong with the mindset of the average mediocre crowd, but I suspect you wouldn't be reading this book if you didn't have massive dreams running through your mind. But if you dream big, massive and huge and hit then you reach the high heights of life, society holds your hand up and they call you a winner.

Because most people have the habit of thinking small, they in turn dream small and not accomplish much in their life. Most people dream small and hit their dreams, never realizing that it wasn't defeat that kept them down but it was success on a small scale that kept them from aiming high. I don't want to be a Debbie downer and downgrade your dreams and aspirations, but in reality no one really cares if you have x amount of money in the bank, where you live, what you have and where your last holiday was. At the end of your life society will judge you by the person you were, what you accomplished, what you gave back and what contribution you made to society.

Develop the habit to start increasing the size of your dreams by thinking bigger. It all starts with you and your thoughts and you are the only one who can think for you, no one else can. Start by



upgrading your dreams to the level of ridiculous then some more. There is no limit to dreams but only limited in your thinking. Your thinking is the ceiling of the heights of your dreams. As Grant Cardone says, “10X your dreams.” Stretch your thoughts as we don’t lack the capacity to think, only lack the imagination to dream. By practicing the habit of dreaming big, you start to unlock the power of your subconscious mind to come up with ways on how to make this become a reality. Start today by giving more attention to the size of your dreams and thoughts by thinking abundantly rather than scarcity.

## **GIVING LIFE TO YOUR DREAMS**

“All men dream, but not equally. Those who dream by night in the dusty recesses of their minds wake in the day to find that it was vanity. But the dreamers of the day, these are dangerous men, for they may act their dream with open eyes, to make it possible.” (T.E Lawrence)

It is one thing to dream and another thing to act out your dreams. The truth is most people only dream and never get around to acting out their dreams. Dreams only become a reality through our actions. Later on in the book I cover action but for now I want to focus on the first and most important action you can take. That action is first getting your dreams out of your head. I don’t care whether you write on paper, type on a computer, journal, on your phone or however you like to do it. The most important first step you need to take before ANYTHING ELSE is to give your dreams LIFE by getting them from images in the mind to written words.

The very act of you giving life to your dreams by putting them in concrete words you are 50% on the way to realizing your dreams coming true. The next 50% which is the hardest of course because it requires work and persistence, I will cover in the remaining 49 chapters. For now before anything else you do take

the time and begin to get your dreams from images to words out of your head.

## **DAYDREAM ON YOUR DREAMS**

How many thoughts on an average do you think you think? 100, 200, 500? Try 50,000 to 70,000 thoughts the average person has every day. That's a hell of a lot of mind chatter. My questions to you is what percentage of these thoughts are on your dreams?

Spend time to daydream about your dreams. Think about your dreams being completed and manifested into reality. Get into the daily practice to take a few moments and just daydream and let yourself focus on your dreams. Get really creative with process, add colour to the image, what would it like it? Add emotions and think about how it feels? Visualize and add scenery to the image as a backdrop and really think about your being there, sometime in the future having had your dreams come true. Contemplate your future reality and hold the picture in your mind of what you want. By this very act of daily daydreaming you start the process of attracting and believing in your dreams.

Gandhi was spot on when he said, "Dreams at first seem impossible, then seem improbable, and finally, when we commit ourselves, become inevitable." Wake up from your nightly dreams of fantasy and get to work on creating the life you dream of with your eyes open.

## **COURAGE TO BELIEVE IN YOUR DREAMS**

"Miracles start to happen when you give as much energy to your dreams as you do to your fears." (Richard Wilkins)

Having a dream is easy, everyone's got them. But having the courage to pursue you dreams is entirely another thing indeed. Having the courage to believe in your dreams and the courage to

act out your dreams is what makes the difference. Courage to give your dreams a chance. Courage to wake up everyday and do something towards its attainment. Courage to tell others about your dreams. Courage to sit down to write and plan out your dreams. Courage to persist on your dreams when life gets in the way. Courage to keep grinding it out when you don't seem to be making progress. As you can see courage plays a massive part in marking dreams become a reality.

Think of your dream as a tiny seed that you plant in the soil. The seed itself is the just like a dream, it is 'life potentiality'. The seed is worthless if you just keep it in a jar and don't plant it in the soil, the seed will die and be useless. You need to plant the seed into soil, burring it down into the dark soil, just like implanting the dream deep within your conscious and subconscious mind. Once planted, we don't cross our fingers and hope our seed (dream) blossoms and comes to life, no, no. We water, feed and repeat. The way to start the process of germination is by giving the seed nutrients to feed on. Just like the seed your dreams need nourishment in the form of positive thought energy which is another way of saying belief. Injecting belief into your dreams starts the process of germination inside your mind. Next, just as the seed needs lots of light to grow your dreams will need lots of daily actions in the form of work for the miracle process to begin.

By using the analogy of the seed and dream you can see the external process of life creation being very similar to the internal creation of thought manifestation aka dreams.

## **MOTIVATION TO KEEP YOUR DREAMS ALIVE**

We have explored a lot so far on dreams, from exploring your personal dreams, to understanding the importance of dreaming big, day dreaming, courage and belief. But along your journey of life you will face times of doubt and defeat. What would life be without a challenge and what would victory be if it easy,

worthless. Life will through you up, down, sideways and through the ringer, testing you each way to see what you are made of and how bad you want it? I want to share with you some motivation quotes to help you on your journey of realizing your dreams.

## QUOTES ON DREAMS

- All our dreams can come true, if we have the courage to pursue them. (Walt Disney)
- Cherish your visions and your dreams as they are the children of your soul, the blueprints of your ultimate achievements. (Napoleon Hill)
- Dare to live the life you have dreamed for yourself. Go forward and make dreams come true. (Ralph Waldo Emerson)
- Dream lofty dreams, and as you dream, so you shall become. Your vision is the promise of what you shall one day be; your ideal is the prophecy of what you shall at last unveil. (James Allen)
- Give yourself permission to let your dreams lead the direction of your life instead of fear and doubt. (Unknown)
- Hold fast to dreams, for if dreams die, life is a broken-winged bird that cannot fly. (Langston Hughes)
- If you can see it in your dreams you can hold it in your hands. (Unknown)
- Never downgrade your dreams if they don't match your beliefs, upgrade your beliefs to match your dreams. (Unknown)
- No one is going to come to your house and make your dreams come true. (Grant Cardone)
- The future belongs to those who believe in the beauty of their dreams. (Eleanor Roosevelt)
- The only limits of your dreams are the ones you put on yourself. (Unknown)
- This changed world requires practical dreamers who can, and will put their dreams into action. The practical dreamers have always been, and always will be the pattern-makers of civilization. (Napoleon Hill)
- Those who lose dreaming are lost. (Australian Aboriginal Proverb)
- We grow through our dreams. All great men and women are dreamers. Some, however, allow their dreams to die.

You should nurse your dreams and protect them through bad times and tough times to the sunshine and light which always come. (Woodrow Wilson)

- Your dream doesn't have an expiration date. (Unknown)

## **CHAPTER 2: PASSION**

### **UNCOVERING YOUR PASSION**

I want to help you now uncover and become clear on what you are passionate about?

A simple exercise I want you to do is grab some paper and write down the answers to the questions below.

- When talking to people, what topic gets you energized and pumped that you could talk for hours on?
- What activity can you do for hours on end without getting tired but energized?
- What do you watch a lot of?
- What do you read up on?
- What do you buy lots of?
- What do you think about all the time?
- What are your obsessions?
- What would you do daily if money wasn't an issue?
- What gets you up early and staying up late?
- What future moments do you anticipate with excitement about?

So by now you should have a full-page of answers written down on paper. Review your answers and see if you can find an overall theme or pattern that sums up your passion. Write this in one sentence or paragraph that encompasses what your grand overall passion is?

Write down your answers to these questions and you will start to see a picture of the things you are passionate about.

## **THAT INNER CALLING**

Do you ever get that sense, feeling or thought of an inner calling guiding and directing your life? This subtle, yet persistent inner calling you have within you is looking for expression in your life. If you can know what I am talking about great, you can acknowledge the feeling of an inner calling in you. If not, that's okay too. I little exercise below will help you uncover that inner calling in you.

Step 1) Find a time in your day when you can be alone. Preferably first thing in the morning.

Step 2) Either find a quiet place to sit or go outside for a walk.

Step 3) While sitting quietly or walking, ask yourself internally the following 3 questions repeatedly below to yourself to prompt your mind to come up with answers you seek.

- What is my inner calling in life?
- What am I here to do?
- How can I Serve?

Step 4) Use a journal to write down your thoughts on the questions you asked yourself.

The purpose of this exercise to find your personal inner calling is to get clear on your mission in life and why you do what you do. Those who go through life knowing why they do what they do, have more passion and happiness in their life.

Identify your inner calling and call it out. (Pun intended) Get to the root of where your passion lives and tap into that energy source that will propel your actions to manifest the life you desire. Bring out your hidden subconscious passion to the



forefront of your conscious mind by repeatedly thinking about your passion, until you create a strong thought habit.

Listen > Think > Uncover > Identify > Plan > Act

## **FLAME TO A FIRE**

Passion is an internal flame of desire that you possess. The flame of passion for most people has been blown out by the circumstances of their life. Don't let this happen to you. To turn that flame into a fire you need first awareness of that flame of passion that exist within you.

Next you need to dose the flame with fuel which is your thought energy. Thoughts have a magnetic energy. Continuing thinking and obsessing about your passion is way to that you keep passions alive and well by dosing your mind with the fuel of thought.

What you want to do next is to turn that flame into a fire. To turn your passion from a small lite flame to a raging fire will require massive action and execution that is beyond your comfort zone. Instead of working on your passions weekly or every now and then, work your passions daily and life will make room for them. It's not what you do every now and then that matters, it's about what you do daily that counts. If you have an obsession about your passion, give it life by feeding it daily and you will be amazed at transformation that takes place in your life by turning your passionate flame into a raging fire.

## **DON'T KEEP IT A SECRET**

There will be a time in your life when you kept your passion a secret from the world. A secret you didn't want anyone to find out, for fear of what other people will think. That time was yesterday, not today, not anymore. Stop hiding your passion and

release that bottled up enthusiastic passion you have within you onto the world. The world needs passionate people to come alive, not to hide, wait and die with their passions buried within, never seeing the light of day. Don't be afraid, be courageous and step into your life that is awaiting you.

Don't keep your passions a secret. Let people know about what you are passionate about. Talk about your passions to friends, family, co-workers, strangers, whoever and whenever you can. Voice to the world your passions, intentions, thoughts and desires. When you openly express your passions to others, you give energy and life to your passions by the sheer act of release. Verbalizing your passions through words is more powerful than just thoughts of passion.

### **AFFIRMATIONS ON PASSION**

- I am courageous because I pursue my passions
- I am living a life that is authentic to me
- I can achieve anything in life as long I have the passion to pursue
- I come alive when I am passionate
- I do what I love because I only have this one life to live
- I feel a sense of joy and play when I am working on my passion
- I Trust my own internal navigation system
- Living my passion is its own reward
- Nobody else needs to make sense of my passion, only me
- The passion I possess is a unique gift and I express it daily
- The world needs my passion to be released

## QUOTES ON PASSION

- Don't ask yourself what the world needs, ask yourself what makes you come alive. And then go and do that. Because what the world needs is people who are alive. (Howard Thurman)
- Everyone has been made for some particular work, and the desire for that work has been put in every heart. (Rumi)
- Find what you love and let it kill you. (Charles Bukowski)
- Follow your bliss and the universe will open doors for you where there were only walls. (Joseph Campbell)
- I believe inspiration is the fuel of passion. If you think of passion as the flame that burns white hot in the heart of every person, inspiration is the fuel that keeps that flame alive. (Zig Ziglar)
- I have no special talents. I am only passionately curious. (Albert Einstein)
- If a man hasn't discovered something he will die for, he isn't fit to live. (Martin Luther King Jr)
- Ignoring your passion is slow suicide. Never ignore what your heart pumps for. Mold your career around your lifestyle, not your lifestyle around your career. (Kevin Claiborne)
- Live your passion. What does mean, anyway? It means that when you get up for work every morning, every single morning, you are pumped because you get to talk about or work with or do the thing that interests you the most in the world. (Gary Vaynerchuk)
- Never give up trying to build the world you can see, even if others can't see, even if others can't see it. Listen to your drum and your drum only. It's the one that makes the sweetest sound. (Simon Sinek)
- Nobody understands your calling but you. When you feel a calling inside yourself, you just have to do it; you can't check in with other people because they aren't feeling what you're feeling. (Kyle Cease)
- One should not search for an abstract meaning of life. Everyone has his own specific vocation or mission of life to carry out a concrete assignment which demands fulfilment. Therein he cannot be replaced, nor can his life be repeated. Thus,

everyone's task is as unique as is his specific opportunity to implement it. (Viktor Frankl)

- Remembering that you are going to die is the best way I know to avoid the trap of thinking you have something to lose. You are already naked. There is no reason not to follow your heart. (Steve Jobs)
- Skills are cheap, passion is priceless. (Gary Vaynerchuk)
- The ruling passion, be it what it will. The ruling passion conquers reason still. (Alexander Pope)
- There is no passion to be found playing small, in settling for a life that is less than the one you are capable of living. (Nelson Mandela)
- To impact just one person with our passion is to change the world. To encourage, inspire, and motivate one person with our passion is to move beyond ourselves and take others with us. (Zig Ziglar)
- When you find something that so fully engages you that you would do it for free all day every day, then you are on course. When you find someone who is willing to pay you for it, then you have a career. (Nick Vujicic)
- Where your talent and the needs of the world cross, your calling can be found. (Aristotle)

## **CHAPTER 3: DESIRE**

In the previous two chapters we discussed dreams and passion. So by now you should have your dreams and passion out of your head written down. If not, stop and revisit Chapter 1 and 2 now before you begin this chapter on desire.

What is desire?

The dictionary defines desire as “a strong feeling of wanting to have something or wishing for something to happen.” The key words that stand out are feelings, wanting and wishing. We as human being are programmed to feel, want and wish. It’s what makes us human.

From the moment of birth, the child has a desire for a breath of oxygen to the moment of death when the desire for breath is strong again. Our feelings, wanting and wishes change through the course of our life as we age, grow and mature. What you wanted as child was different then what you wanted as a teenager and what you will want 20 years from now will be different than what you want now. This is understandable as all desires are making of the mind.

### **DECIDE ON YOUR DESIRES**

Did you ever sit down and make a list of everything you want?  
(Earl Nightingale)

What I want you to do is open your mind up and pour your desires out on paper. Buy an exercise book, a journal, open an excel spreadsheet, grab some paper, anything you can find to get your desires out of your head and in the written word. This simple exercise will not only help you get clarity on what you desire but will also kick start your imagination to start thinking

of new desires that you never thought about. To start the ball rolling and get you thinking I have 5 below categories I want you to think about and write down what you want to achieve in those areas of life. Take the time and really do this exercise it will save you years of running around in circles.

- Health
- Relationships
- Success and Achievement
- Wealth
- Material Things or Experiences

Now with the list of desires you wrote down for each category, combine them into one sentence for each category for you to be able to read. When finished the task you should have five sentences which make up your desires in one paragraph.

Do your desires blend in with your dreams and passions? You should start to see a pattern emerging of the path you are on and the direction of where your life is going.

What you are doing is creating a blueprint of your current desires, dreams and aspirations you seek. You only desire things that you don't have. If you had them you wouldn't desire them. Most desires come from a feeling of lack, either wanting a certain thing and or to feel a certain way. We all desire, but what makes us all different is we all desire different things at different times. What you desired in the past is not what you desire in the present and what you desire for in the present is not something you will desire in the future. And on and on it goes.

I want you to move past the egoic desires for a moment like what do I want, and see if you have a desire in you of something the world needs? What can you do that moves the needle forward for humanity? Do you have an altruistic desire? Can you do something with your life to make the world a better place? If yes,

write it down and become clear on what it is. For if you are clear about what you want, the world responds with clarity.

## PLAN > THINK > ACT

### A PLAN FOR YOUR DESIRES

Now that you have completed the first step in getting your desires out of your head. The next logical step is to create a plan of action. First compel a list preferably in a journal, of your desires you outlined earlier. Write that long list. Now, order the list from most important to not so important. Don't order your desires from the small to the big or from the easiest to hardest to achieve. Instead order from what is most important things you desire to the least important. Write out what your top five desires are? These desires should be huge, hard to reach, out of your comfort zone and scary all in one. If they are not, you are not thinking big enough or far enough into the future.

Now with the top five desires you have, open up a new page in your journal and write them out in order of time to achieve by. Having the first desire being the quickest to achieve by the last being the longest time to achieve. What you want to do is chunk down each desire into bite sized action steps you can take. Daily small actions repeated over and over, compound into your desires being manifested in reality.

You should now start to see an outline of the direction of your desires and life. Now take a moment to shut your eyes and vividly picture in your mind all of your desires coming true and living that moment a time future. Shut your eyes and do this for 20 seconds. What does it look like and how does it feel?

Now open your eyes and realize that from where you are now to where your imagination took you, the only person stopping you achieving what you want is YOU. You and you alone. When I

say you, I mean your thoughts, habits, attitudes, beliefs, knowledge and actions.

Get out of your own way and start today, right now to make a plan of the life you want. Be different, be extraordinary, be the best version of you, not the average substandard version of your past.

## **THE POWER OF THOUGHT**

Now that you have completed the exercise of taking your desires from your head and into concrete plans for your life, the next step in realizing your desires is the power of thought.

You see the most powerful force you possess is the power of your thoughts. Your thoughts can either control you or you can control your thoughts. Actualized people understand this concept of harnessing their inner power of thought to externally manifest the desires they wish. By getting your mind into emotional harmony with your desire you start the process of turning the invisible into visible. See it in your mind your desires as fact and daily think about that which you desire and you will create the mental state of bringing yourself to action.

By practicing the art of directing your thoughts on what you want instead of what you don't want, you in turn are programming yourself to success. You see your Conscious mind is the thinking part of your mind which can accept, reject and originate ideas. With repetition and emotion, thoughts of desires are passed on to the subconscious mind which accepts all information impressed upon it as fact. Knowing now that you choose your thoughts, that then cause your feelings, which cause your actions. You want to start deliberately programming your mind with the thoughts of your dreams and desires, so it can propel you to action.



## **DESIRE TO ACTION**

By now you know your desires, you have a plan and you understand the power of your thoughts. But all this is utterly useless unless you take the next step in the process: ACTION.

Action is the name of the game. It completes the simple three step formula. Plan, Think and Act. Acting without planning and thinking is careless but planning and thinking without acting is useless. Don't get caught in the trap of mistaking planning and thinking for action. Only execution of plans and thoughts have any real effect. First plan yes, then think yes, but then, take daily incremental small actions to manifest the desires you want.

Using the law of compounding action, the effects of sequentially adding, or more accurately, multiplying; the impact of growth on top of previous impact of growth, you can move mountains. You live your life moment to moment, and so you build your life action to action. Make small measurable progress daily on the things you desire and put the law of compounding to your favor.

## QUOTES ON DESIRE

- A human being has a natural desire to have more of a good thing than he needs. (Mark Twain)
- All great achievement begins with you deciding what it is you really want and then dedicating yourself wholeheartedly to attaining it. (Brian Tracy)
- Beware of what you want for you will get it. (Emerson)
- Desire and persistence mark you out from the rest. (Zig Ziglar)
- Desire connects you with the thing you desire, and expectation draws it into your life. (Bob Proctor)
- Desire is a hunger for learning, advancement, or improvement of your lot in life in any arena. Desire can be physical spiritual, mental, or relational. In whatever area desire occurs, it brings with it energy and aliveness. (Dexter Yager)
- Desire is pure potentially seeking manifestation. (Deepak Chopra)
- Desire is the effort of the unexpressed possibility within seeking expression through your action. (Wallace D. Wattles)
- Desire is the quest of an object before it is attained. (Buddhism)
- Desire is the starting point of all achievement, not a hope, not a wish, but a keen pulsating desire which transcends everything. (Napoleon Hill)
- Desire is the unexpressed possibility of an idea wishing to be expressed. (Bob Proctor)
- Desires must be simple and definite. They defeat their own purpose should there be too many, too confusing, or beyond a man's training to accomplish. (George Clason)
- Develop desire, intense, burning desire. This is the motivational force that enables you to overcome the fear and inertia that holds most people back. (Brian Tracy)
- Frame your desires and goals in positive terms. Don't live by failure avoidance; live by success encounters. (Denis Waitley)
- I believe in the power of desire backed by faith, because I have seen this power lift men from lowly beginnings to places of power and wealth. (Napoleon Hill)
- It is psychological law that whatever we desire to accomplish we must impress upon the subjective or subconscious mind. (Orison Swett Marden)

- Man is his desire. (Aristotle)
- Our world progresses because we all desire a better life. (Robert Kiyosaki)
- Realize what you really want. It stops you from chasing butterflies and puts you to work digging gold. (William Moulton Marston)
- The desire that guides me in all I do is the desire to harness the forces of nature to the service of mankind. (Nikola Tesla)
- The key to manifesting your desires is to assume that your desire is already being experienced, that you already have it and are enjoying it. In this way, you set up a level of vibration that can only attract its material equivalent. (Esther & Jerry Hicks)
- The starting point of all achievement is desire. Keep this constantly in mind. Weak desires bring weak results, just as a small amount of fire makes a small amount of heat. (Napoleon Hill)
- When the why gets stronger the how gets easier. (Jim Rohn)
- When you become certain that nothing is impossible for you, you'll attain everything you desire. (Wayne Dyer)
- When you desire wisdom with the same intensity that you desired to breathe, then nothing will stop you from getting it. It's the same with your goals. (Socrates)
- Without a sense of urgency desire loses its value. (Jim Rohn)
- Without an all-consuming desire, nothing can be achieved or gained. (Claude M. Bristol)
- You only need two things to be successful. First, decide exactly what it is you want. Most people never do that. Second, determine the price you're going to have to pay to get it, and then resolve to pay that price. (H.L Hunt)

## **CHAPTER 4: PURPOSE**

In the previous chapter we discussed your desires and what you want out of life. This chapter we take a look at purpose and discover that unique purpose you have for your life.

We define purpose as either the reason for which something is done or created, or we define purpose as a person's sense of resolve or determination. Purpose is the reasons why we do what we do. The WHY in what we do is your purpose in why you do it in the first place. While goals are chosen, a purpose is discovered. Our purpose is something we have been doing all along, and will continue to do, regardless of circumstances, until the day we die.

Every action we take in life has a purpose behind it, consciously or unconsciously, whether you think about or not. We eat because we are hungry, we sleep because we are tired, we go to work for money and on and on it goes. I want you for a moment to pause, reflect and think about the purpose of your life. What were you born to do? What is your mission in life? What can you do that would have a positive impact on society? What is that thing that brings meaning to your life? What is it?

### **MAKE YOUR LIFE A MISSION – NOT AN INTERMISSION**

To step out of the ordinary and become extraordinary you have to have a purposeful mission in life. People fail in life due to a lack of a purposeful mission. Without having an all-encompassing purpose people lack direction, drive and meaning to take action. In a sense they don't think bigger than themselves and in turn get little from life.

Take the time now to come up with a personal mission statement. One paragraph or a sentence that outlines your mission in life. This mission statement will give you the clarity and motivation to propel you into purposeful daily actions to achieve your dreams.

Steven R. Covey said it best “The most effective way I know to begin with the end in mind is to develop a personal mission statement or philosophy or creed. It focuses on what you want to be (character) and to do (contributions and achievements) and on the values or principles upon which being and doing are based. Because each individual is unique, a personal mission statement will reflect that uniqueness, both in content and form”

We all have a purpose in life, a unique gift or special talent to give to others. Find out what it is and give it away, this should be your mission in life. Viktor Frankl said “Everyone has his own specific vocation or mission in life. Therein he cannot be replaced, nor can his life be repeated. Thus, everyone’s task is as unique as is his specific opportunity to implement it.”

The things that excite you are not random. They are connected to your purpose. Detect your mission in life and follow it.

### **DEFINITENESS OF PURPOSE**

Napoleon Hill’s famous book “Think and Grow Rich” talks a lot about the principle of definiteness of purpose. Napoleon Hill wrote the following:

- 98 out of every 100 people fail all through life because they do not follow the principle of working with definiteness of purpose.
- A definite purpose serves as a road-map which charts the direct route to the end of one’s journey.

- Definiteness of purpose fixes one's habits so that they are taken over by the sub-conscious mind and used as a motivating force (involuntarily) in driving toward one's goal.
- Lack of a well-defined purpose in life. There is no hope of success for the person who does not have a central purpose, or definite goal at which to aim.

How awesome and powerful this one simple concept is amazes me. Having a fixed mindset on a purpose literally hardwires you to achieve that very purpose. The principle is easy to understand and apply, anyone can but not everyone will. Become obsessed about your mission and purpose in life, think about it constantly and take daily action towards its achievement. Simple and Powerful.

## QUOTES ON PURPOSE

- A Magnificent Obsession will conquer in spite of the obstacles that stand in its way. (W. Clement Stone)
- A person with a clear purpose will make progress on even the roughest road. A person with no purpose will make no progress on even the smoothest road. (Thomas Carlyle)
- All we have to decide is what to do with the time that is given us. (J.R.R. Tolkien)
- Create a noble aim for your life, then make use of every moment to achieve it. (Tom Hopkins)
- Everything comes if a man will only wait. I have brought myself by long meditation to the conviction that a human being with a settled purpose must accomplish it, and that nothing can resist a will that will stake even existence for its fulfillment. (Benjamin Disraeli)
- Have the courage to seek your highest purpose instead of simply looking for another job. (Cheryl Richardson)
- Having a sense of purpose is having a sense of self. A course to plot is a destination to hope for. (Bryant H. McGill)
- History is rich in the recital of men who have hitched their wagon to a star, a single star and ridden in into the heights of great achievement. (Napoleon Hill)
- Jobs come and go, but what is your real contribution to society, what is your purpose? (Jim Loehr)
- Life does seem to clear a path for those who know what they want. Nature respects purpose. Writing things down clarifies your purpose in a way that idle thought cannot. (Catherine Ponder)
- Life is never made unbearable by circumstances, but only by lack of meaning and purpose. (Viktor E. Frankl)
- More men fail through lack of purpose than lack of talent. (Billy Sunday)
- My passions were all gathered together like fingers that made a fist. Drive is considered aggression today; I knew it then as purpose. (Bette Davis)
- Nothing contributes so much to tranquilize the minds as a steady purpose – a point on which the soul may fix its intellectual eye. (Mary Shelley)

- Our prime purpose in this life is to help others. And if you can't help them, at least don't hurt them. (Dalai Lama)
- Singleness of purpose forces one to specialize and specialization tends toward perfection. (Napoleon Hill)
- Singleness of purpose is one of the chief essentials for success in life, no matter what may be one's aim. (John D. Rockefeller, Jr.)
- The only thing worse than being blind is having sight but no vision. (Helen Keller)
- The secret of success is consistency to purpose. (Benjamin Disraeli)
- The stars are those who have simply given their dedication, their singleness of purpose, their days and nights, weeks and months and years. (Earl Nightingale)
- The two most important days in your life are the day you are born and the day you find out why. (Mark Twain)
- The world makes way for the man who knows where he is going. (Ralph Waldo Emerson)
- There is a time and place for diversion and amusements, but you should never allow them to override your true purposes. (Epictetus)
- Those who have a 'why' to live, can bear with almost any 'how.' (Viktor E. Frankl)
- To begin to think with purpose, is to enter the ranks of those strong ones who only recognize failure as one of the pathways to attainment. (James Allen)
- Your work is to discover your work and then, with all your heart, to give yourself to it. (Buddha)
- Your selection of a major definite purpose, the one goal that is more important to you than any other, is the starting point of massive success. (Brian Tracy)



## **CHAPTER 5: GOALS**

In the previous four chapters we have covered Dreams, Passion, Desire and Purpose. In this chapter it's time to put it all together and create your personal goals to make all you dream about become a reality.

Goal setting is a discipline just like anything in life, it takes practice, patience and persistence to get good at it. In this chapter you will learn how to set goals, what to aim for and how to reach your goals to make your life the life you want to live. Setting goals will set you up for success, while not setting goals will set you up for failure. It's as easy as that. The people who get ahead in life are the people that know what they want and grind daily to get there. They are action-oriented goal setters and achievement minded people, always growing and getting from every day instead of just going through the days.

### **CURRENT SITUATION AWARENESS**

To start you on this incredible life changing journey on goal achieving, I want you use either your journal, a blank exercise book or open up an excel spreadsheet on the computer and write down the date on the top and then write CURRENT SITUATION.

This is where we start. There's an old saying that says "to know your future, first examine your past". Before we start working out our goals for the future it is important to take inventory on your life and current situation. Answer the below questions:

- The year is (x) and I am currently (x) years of age?
- I currently live at (x) with?
- I currently work at (x) as a (x) and earn (x)?
- Five people that have the most influence on my life are (x)?
- I currently weigh (x) and I rate my health as (x)?

- I currently enjoy spending my free time doing (x)?

By doing this you will get a quick snap shot of where you are in life right now? This is not a right or wrong exercise, just a personal insight into your own life. Now for a fun exercise you will enjoy doing. Using the same six questions I asked you. Rewind your life back 10 years in the past and answer the questions again.

- The year is (x) and I am currently (x) years of age?
- I currently live at (x) with?
- I currently work at (x) as a (x) and earn (x)?
- Five people that have the most influence on my life are (x)?
- I currently weigh (x) and I rate my health as (x)?
- I currently enjoy spending my free time doing (x)?

Was this exercise an eye opener for you? Did you see the changes and growth in your life?

Now while your mind is open let's finish this exercise by using the same six questions again and fast forward to 10 years in the future. This time answering the questions as thou all your goals, desires and aims came true.

- The year is (x) and I am currently (x) years of age?
- I currently live at (x) with?
- I currently work at (x) as a (x) and earn (x)?
- Five people that have the most influence on my life are (x)?
- I currently weigh (x) and I rate my health as (x)?
- I currently enjoy spending my free time doing (x)?

### **REFLECT AND PONDER**

When was the last time you took a moment to take in, all that you have done and accomplished. When was the last time you pat yourself on the back for a life well lived? When was the last time you were grateful for the things you have in your life?

We get so busy in our life that we fail to stop, reflect and ponder on the life we have lived so far. The things we have done, the places we have been, the people we have meet, the problems we have faced, the people we have lost and the unique experiences we have had. Think about it, when was the last time you stopped, reflected and pondered on the life you have lived? Take a few moments to do this.

Write a list of the things you have in your life right now? Things like your relationships, health, job, things you own, have access too, things you take for granted etc. Write it all down.

Write down some of the great places you have visited and the unique experiences you have had?

Now that your mind is ticking in gear and you are reminiscing about your past I want you to really think hard and write down some of the obstacles you have overcome on the journey of life. This can include bad habits you have overcome or previous dreams and goals achieved.

Write it down.

Now we can see an overview of your past and present situation. This exercise of reflection will give you clarity on where you want the direction of your life to go. Before we think forward of the future we need to know where we have been in the past.

## **GOAL TO HIT**

Let's start by writing a long list of things you want in your life. They can be big, small, cheap, expensive, totally out there, totally hard to reach or easy to reach, long term and short term. Things you want to do, see, create. Economic goals, family goals, relationship goals, fun stuff, health goals and completely selfish personal goals. Absolutely anything, let your mind

wonder and roam free, write them down. Write at least 50 to 100 things.

Now not to be morbid but I want you to answer what age do you want to live too? Seriously what age do you think you will live too, is it 60, 70, 90 or 103? Now take away your current age from this number. Example if I am currently 30 and want to live to 90, that leaves 60 more years of living. I want you to place your list of goals into the below categories.

Goals that can be achieved in

1 year.....

3 years.....

5 years.....

10 years.....

20 years.....

30 years.....

Identity from the list above one major goal that if you accomplished it would have the most positive impact on your life and the world. What is this one major goal?

Keep a goal workbook and a goal excel spread sheet on your computer. If you're serious about your goals I recommend you create a motivational vision board. It is as easy as this, open up a word document, google images of all the things you desire, save those images, insert them into word or excel, make a collage and save as your wallpaper. Print copies and put them in places where you will be constantly reminded of your goals.

## QUOTES ON GOALS

- A dream is just a dream. A goal is a dream with a plan and a deadline. (Harvey Mackay)
- A goal is not always meant to be reached, it often serves simply as something to aim at. (Bruce Lee)
- A man without a goal is like a ship without a rudder. (Thomas Carlyle)
- Accepting the pain of change in order to attain a specific goal. Most people don't realize how quickly the pain of change is forgotten; and how long the benefits of achieving goals last and are enjoyed. (Tom Hopkins)
- Achieving goals by themselves will never make us happy in the long term; it's who you become, as you overcome the obstacle necessary to achieve your goals. That can give you the deepest and most long-lasting sense of fulfillment. (Anthony Robbins)
- Aim high. It is peculiar thing that no more effort is required to aim high in life, to demand prosperity and abundance, than is required to accept misery and poverty. (W. Clement Stone)
- All successful people have a goal. No one can get anywhere unless they know where they want to go and what they want to be or do. (Norman Vincent Peale)
- By recording your dreams and goals on paper, you set in motion the process of becoming the person you most want to be. Put your future in good hands, your own. (Mark Victor Hansen)
- Clear written goals have a wonderful effect on your thinking. They motivate you and galvanize you into action. (Brian Tracy)
- Goal setters are pictures painters. They are artists of life who use a canvas, brush, and paints to create images of what they want life to be like. (Zig Ziglar)
- Goal-setting is not a one-time task with the results set in concrete. Instead, it's a continuous, lifelong process. Review them once a week to see if they're still important and if you are taking active steps toward their realization. (Jim Rohn)
- Having a goal and understanding the situation are not enough. You must have the courage to act, for only by actions can goals, desires and beliefs be translated into realities. (Maxwell Maltz)
- Human beings are the only life form that can alter the course of their life. (Jim Rohn)

- If you are serious about your goals, drop the conditions. Go directly to your goal and be your goal. Conditions often disguise strategies for escaping accountability. Why not just take charge and create the experience you are looking for? (Eric Allenbaugh)
- If you set a goal, you are more apt to achieve it. And the higher you set your goal, the greater will be your achievement. (W. Clement Stone)
- Learn to judge yourself by your goals instead of by what your peers seem to be doing. (Anthony Robbins)
- Make no small plans. Think big when you set your goals. Dare to think big and then set a series of smaller goals to get you there. Your goals should go beyond your own material needs. They should be goals that serve your purpose while meeting a larger need in the world. (Les Brown)
- Man is a goal-seeking animal. His life only has meaning if he is reaching out and striving for his goals. (Aristotle)
- Remember, if there are no obstacles, it's probably not a goal at all; it's just a task. (Brian Tracy)
- The only thing standing between you and your goal is the bullshit story you keep telling yourself as to why you can't achieve it. (Jordan Belfort)
- The tragedy of life doesn't lie in not reaching your goal. The tragedy lies in having no goals to reach. (Benjamin Mays)
- The trouble with not having a goal is that you can spend your life running up and down the field and never score. (Bill Copeland)
- What you get by achieving your goals is not nearly as important as what you become by achieving your goals. (Zig Ziglar)
- You are born to win, but must commit your goals to paper to give them force. People do not wander around and find themselves on Mt. Everest. (Zig Ziglar)
- You are never too old to set another goal or to dream a new dream. (S. Lewis)
- You measure the size of the accomplishment by the obstacles you had to overcome to reach your goals. (Booker T. Washington)

## **CHAPTER 6: PLANNING**

What we want to do now is plan your life on your terms and in your personal time frame. What you do in life is up to you. This is called free will. You run your own race, make your own decisions and make up your own rules as long as they don't interfere with the free will of others. How you live your life is up to you. You have the power to plan and completely steer your life in a new direction for a new destination.

### **HOW DO YOU PLAN?**

The best way to plan your future is by looking at your past plans or lack of them to see where they have taken you. Are you happy or unhappy with your current destination in life? Do you wish for things to be different? Do you understand that where you are right now in life is the result of your past plans and actions? By first looking back in our past we can see the errors we have made and adjust our plans and actions to put us on the road to dream fulfilment.

Start today to track your days by keeping a journal. Days are quick and soon forgotten, weeks fly by and months tick on. Seasons change, and birthday's come and go. Time whistles on by the person who fails to capture the events of the day. Keeping a journal is one of the secrets of successful people. You not only write your days in a journal to track your activities of the day but to also come to an awareness of what you actually do and don't do. I have been keeping a journal for the past decade and there is nothing better reading about what I got up to last year, year before that and the year before that. Life changes, you change and your actions change. To study your own personal growth and change is massive motivation to stay on the journey of your dreams.

Your journal will be your starting point of planning. Once you first get into the habit of keeping a daily journal and writing out the events of the day, you will soon be able to plan out your tomorrows, weeks, months and years. You will be able to direct your actions to the activities you need to take to make your dreams become a reality. Another secret of the most successful people in the world. “Planning your future activities and acting on your plans daily.” Learn to get from the day by translating your daily experiences, thoughts, actions, ideas onto paper for you to review. By cultivating this one habit of daily journaling you will start the process of conscious life change and growth. It will change your life.

Once you have captured a week in your journal. Review the week and do a weekly wrap up on a Sunday. Write down the experiences you had, the things you did and write down the tasks you need to complete the next week. Every week you should be setting mini goals for yourself for the week. Break down your goals into tasks and start scheduling them in your journal. Remember goals only start becoming real when we start scheduling them and start taking action.

Now you have the habit of daily journaling and weekly planning you can start on monthly planning. It’s the same principle as weekly planning. At the end of each month write down the experiences you had, goals achieved and not achieved. For the next month write down your top 5 WIGs (Wildly Important Goals) you need to take action on and achieve.

At the end of the year take some time out in your schedule to plan the upcoming year. Review your past year and write down the significant experiences you had and the major goals achieved and not completed. Write down the top 5 or 10 goals you need to achieve in the upcoming year and schedule the action steps you need to take to complete.



The payoffs you will receive from the habit of systematically planning your life and time are endless. Benefits include overall clarity and peace, focused action, more time, less stress, mindfulness and an alertness of how precious a day is. Take the time to plan your life to grow through life instead of just going through life.

## QUOTES ON PLANNING

- A dream is just a dream. A goal is a dream with a plan and a deadline. (Harvey MacKay)
- A plan is a list of activities organized by time and priority. A list organized on the basis of time starts with the first thing that you have to do, in order, through to the last task that must be completed before your goal is achieved. (Brian Tracy)
- Action without planning is the cause of every failure. (Alex MacKenzie)
- An ordinary person with a well thought-out plan will run circles around a genius without one. Your ability to plan and organize in advance will enable you to accomplish even the biggest and most complex goals. (Brian Tracy)
- Anything and everything is possible with a plan. (Lewis Howes)
- Before you spend several years hunting for success, spend a few minutes defining it. (Tom Hopkins)
- Clarify your values and set goals. Plan each day and prioritize your activities. (Stephen R. Covey)
- Definiteness of plans. The successful leader must plan his work, and work his plan. A leader who moves by guesswork, without practical, definite plans, is comparable to a ship without a rudder. Sooner or later he will land on the rocks. (Napoleon Hill)
- Don't start the day until it is pretty well finished, at least the outline of the day. Leave some room to improvise. Leave some room for extra strategies, but finish it before you start it. Either you run the day, or the day runs you. Do not start the week until you have it finished. Lay it out, structure it, and then put it to work. Do not start the month until you have it finished. Don't start the year until it is finished on paper. (Jim Rohn)
- Everybody that's successful lays a blueprint out. (Kevin Hart)
- Get your priority tasks and actions done promptly. Plan your actions, then act on your plans. (Tom Hopkins)
- Have plans that stir your soul and be specific about them, but work toward them gradually, as confidence is the handmaiden of success. (Zig Ziglar)

- I find it fascinating that most people plan their vacations with better care than they plan their lives. Perhaps that is because escape is easier than change. (Jim Rohn)
- If the plan doesn't work, change the plan. But never the goal. (Unknown)
- If you are not planning to get anywhere in particular you will not get anywhere in particular. (Zig Ziglar)
- If you don't design your own life plan, chances are you'll fall into someone else's plan. And guess what they have planned for you? Not much. (Jim Rohn)
- Nobody ever wrote down a plan to be broke. Broke happens when you don't have a plan. (Larry Winget)
- People do not plan to fail, but they do fail to plan. (Robert Schuller)
- Planning is bringing the future into the present so that you can do something about it now. (Alan Lakein)
- Set your agenda each day or the world will do it for. Don't decide on your next move based on the demands of your inbox but on the direction of your dreams. (Brendon Burchard)
- The best preparation for tomorrow is to do today's work extremely well. (Unknown)
- The future belongs to those who prepare for it today. (Malcolm X)
- The future doesn't get better by hope, it gets better by plan. (Jim Rohn)
- The key is not to prioritize what's on your schedule, but to schedule your priorities. (Stephen R. Covey)
- There's no reason to have a plan B because it distracts from plan A. (Will Smith)
- We began to realize that it's as important to figure out what you're not going to do as it is to know what you are going to do. (Michael Dell)
- When defeat comes, accept it as a signal that your plans are not sound, rebuild those plans, and set sail once more toward your coveted goal. (Napoleon Hill)
- You need a plan to build a house. To build a life, it is even more important to have a plan or goal. (Zig Ziglar)

## **CHAPTER 7: TIME**

Time. What is time? Time is defined as the indefinite continued progress of existence and events in the past, present and future regarded as a whole. Time is one of the most difficult properties of our universe to understand. Time is a primary concept, and not made up of, or dependent on, anything else. I like to see time as only a unit of measurement to calculate the seconds, minutes, hours, days, weeks, months, years and decades that makes up our life.

We all use this measurement of time in our life. How can we not, we get stamped when we are born and stamped when we die with time. It is all about the dash on our grave stone. This precious gift of time we have been blessed with to live and experience life. How you spend your life is up to you, it's your life and your time. What will you remember for and what will you leave behind when you are gone? Really think about this question of legacy. Think about the legacy you benefit from today by the people before you that have come and gone.

What mark will you leave on this earth when you are gone?

### **TIME MANAGERMENT 101**

Time management rule 101 is there is no escaping time, there is only time. The clocks don't stop ticking and tocking, the sun continues to rise each morning and we are reminded every 12 months that we are getting older and aging. We cannot escape time, we can only use time. We all spend 24 hours a day, no exceptions. What makes us all different is how we SPEND that 24 hours.

Answer the following questions: How do you spend your time?

- What time do you wake up in the morning?
- What time do you go to bed at night?
- How much time do you sleep?
- How much time do spend out of the house at work?
- How much time do you spend with your loved ones? Family, Friends?
- How much time do you Netflix and Chill?
- How much time do you read and learn?
- How much time do you play and have fun?
- How much time do you work out?

If you take the time to answer the questions you will come to the realization that there aren't not many free hours left in the day once you wake up, shower, get a little breaky, go to work, work the job, come home, get a little dinner, spend time with the family, watch a little TV and go to bed, only to do it all again the next day.

If you want to realize your dreams and goals you will have to make room for them in your life. **PERIOD FULL STOP.** You make room for them by scheduling what you do and when you do it. For example. I myself am a morning person and love waking up a few hours before my wife and at least 3 hours before I start work. This habit has allowed me to get at least 2 hours of deep work in a day. 2 hours a day times a week is 14 hours. In a year that's 738 hours and in 10 years that's the equivalent of 303 days of deep focused work on my goals and dreams. If you are a night person like some, flip the script, 2 hour a night after dinner and spending time with the family go to work on your goals and dreams.

Map out how you spend your time then plan your days in advance by creating blocks of time in your life for the things that you can do that moves the needle forward in your life. If you can't create time or manager time, you have no life. Get in control of your life by controlling what you do with your time. Prioritize your goals in your schedule and work on them first

things first. As Stephen R. Covey says, “Fill your bucket with the big rocks first, or you’ll never get them in at all.”

## QUOTES ON TIME

- A lifetime consists of years, months, weeks and days. The basic unit of a lifetime is a single day. And a single day in our careers is made up of certain acts that each of us must perform. (Earl Nightingale)
- And in the end, it's not the years in your life that count. It's the life in your years. (Abraham Lincoln)
- Both the poor and the wealthy have the same 24 hours of opportunity. Time favors no one. Today merely says, "Here I am. What are you going to do with me?" (Jim Rohn)
- Create large chunks of time: Organize your days around large blocks of time where you can concentrate for extended periods on your most important tasks. (Brian Tracy)
- Distinguish between the urgent and the important. (Earl Nightingale)
- Don't spend major time on minor things. (Jim Rohn)
- Don't wait, the time will never be just right. (Napoleon Hill)
- Find out how you are currently using your time. Keep a time log of your activities for at least a month and at the end of that period analyze how you used your time. (Jack Collis)
- Greatness comes in small, bite-sized pieces, one day at a time. In fact, it's the little things that make up the big things in life. (Dexter Yager)
- How you spend your time is how you spend your life. (Christian Mickelsen)
- I must govern the clock, not be governed by it. (Golda Meir)
- If you agree that time is money, then you should inventory and protect your time just like you would anything that is valuable. (Grant Cardone)
- If you don't make the time to work on creating the life you want, you're eventually going to be forced to spend a lot of time dealing with a life you don't want. (Kevin Ngo)
- If you love life, don't waste time, for time is what life is made up of. (Bruce Lee)
- In every day, there are 1,440 minutes. That means we have 1,440 daily opportunities to make a positive impact. (Les Brown)

- It's been my observation that most people get ahead during the time that others waste. (Henry Ford)
- It's not owning a TV that makes it expensive but watching it that makes it expensive. What else could you do with that time. What if you took the television time and used that to gain some extra skills. No telling what will happen to your income. (Jim Rohn)
- Make the decision now that you're controlling time and time is no longer controlling you. Change your mind about time and decide that you have plenty of it. Become a master of the clock, not a slave to it. (Grant Cardone)
- Money can always be replaced, but time can't. (Steve McKnight)
- Most of the successful men I've met are absolutely ruthless with their time. (Frank Bettger)
- Never treat time like you have an unlimited supply. (Og Mandino)
- One of the best ways to start regaining control of our time is to learn the most effective time-management word. Do you know what it is? The word is "no." Learn to say no. (Jim Rohn)
- One of the very worst uses of time is to do something very well that need not be done at all. (Brian Tracy)
- The only difference between a rich person and a poor person is how they use their time. (Robert Kiyosaki)
- The way you spend your time is a result of the way you see your time and the way you really see your priorities. (Stephen R. Covey)
- Time cools, time clarifies; no mood can be maintained quite unaltered through the course of hours. (Mark Twain)
- Time crumbles things; everything grows old under the power of time and is forgotten through the lapse of time. (Aristotle)
- Time heals what reason cannot. (Seneca)
- When things don't happen right away. Just remember it takes 6 months to build a Rolls-Royce and 13 hours to build a Toyota. (Unknown)



## **CHAPTER 8: KNOWLEDGE**

Knowledge is defined as facts, information, and skills acquired through experience or education; the theoretical or practical understanding of a subject. What makes us all unique is our differences in knowledge, skills and experience. From the day we are born we start to acquire skills, experience and knowledge. We learn fast throughout or early years of growth, acquiring and applying knowledge to further our understanding. We reach a point of plateau after we finish our schooling years and settle into jobs with a comfortable know how and then stop acquiring knowledge and skills.

This is the point in life where we think we know all that we need to know to live and sustain a mediocre life. We fall into habits and routines that don't include self-education due to the fact of either hating your schooling years or never finding a passion to pursue with the gaining on knowledge. We are taught the basics at school on how to get a job and live, but not taught the importance of lifelong learning and the positive effects of self-education.

We live in a world now where we have access at a click of button to any answer to any question we can think of. We have access to all the books, all the videos, all the educators, coaches and teachers out there. We are drowning in information and grasping for knowledge and wisdom. We live in the richest time that has ever existed in regard to drinking from the cup of wisdom but often fail to take a sip. If you want to change your life for the positive, cultivate this one habit of "thirst for knowledge" and your life will improve by the multitude.

## HOW TO LEARN

It is self-evident that times have changed for the better in regards to how we learn. Go back 100 years and understand that most knowledge was gained through the basic schooling system and no more. Fast forward to today and understand we have the most impressive thing society has built, the Internet. An intangible massive storehouse of endless information and knowledge we have access to through amazing technologies like the computer and our smart phone. You can learn on the anything, anytime and anywhere. You can watch a video, listen to an audiobook, read an ebook, take an online course, follow a Youtube Channel, join a Facebook Group and google anything you wish. We have life so much easier than our ancestors did and its time to take learning as a serious study in you want to make your dreams a reality.

Who has done what you want? Who do you look up to? Who do you want to be? What do you want to learn? Answer these questions and understand you can study the people who have done what you want and reverse engineer the steps they took to get there. You can study their life and learn the knowledge they acquired and shared. You can dramatically change your life for the better and be the person you want to be by first acquiring the correct knowledge to get you there. You can learn whatever interests you and become an expert in any field you are passionate about. Your opportunities are endless in the pursuit of knowledge.

Study, listen, learn, think, absorb, act and repeat. Make the best investment in life and invest in yourself. Pursuing knowledge in the attainment of your dreams is the sure-fire way to reach them. Learning and acting, acting and learning, rinse and repeat, always getting better and climbing the ladder to your success through seeking out knowledge and experiences.

## QUOTES ON KNOWLEDGE

- 4 Levels of Learning. Unconscious Incompetence. Conscious Incompetence. Conscious Competence. Unconscious Competence. (Unknown)
- A little knowledge that acts is worth infinitely more than much knowledge that is idle. (Khalil Gibran)
- A person who won't read has no advantage over one who can't read. (Mark Twain)
- A wise man can learn more from a foolish question than a fool can learn from a wise answer. (Bruce Lee)
- Are you reading the books that are going to take you where you want to go in the next 5 years? (Jim Rohn)
- As knowledge is acquired it must be organized and put into use, for a definite purpose, through practical plans. Knowledge has no value except that which can be gained from its application toward some worthy end. This is one reason why college degrees are not valued more highly. They represent nothing but miscellaneous knowledge. (Napoleon Hill)
- Continuous learning is the minimum requirements for success in any field. (Dennis Waitley)
- Education is the most powerful weapon which you can use to change the world. (Nelson Mandela)
- Employ your time in improving yourself by other men's writings so that you shall gain easily what others have laboured hard for. (Socrates)
- Formal education will make you a living; self-education will make you a fortune. (Jim Rohn)
- I will study and prepare myself and someday my chance will come. (Abraham Lincoln)
- If a man empties his purse into his head, no one can take it away from him. An investment in knowledge always pays the best interest. (Benjamin Franklin)
- If you feed your mind as often as you feed your stomach, then you'll never have to worry about feeding your stomach or roof over your head or clothes on your back. (Albert Einstein)
- If you knew better, you would do better. (Jim Rohn)

- It is not enough to just read a book or listen to an audio program; you have to practice, drill, and rehearse. (Grant Cardone)
- It troubles me that we spend years in school learning about the lives of other people, but we devote hardly any time at all to studying ourselves. (Les Brown)
- It's what is in your head that determines what is in your hands. (Robert Kiyosaki)
- Knowing yourself is the beginning of all wisdom. (Aristotle)
- Knowledge is not power, it's potential power. Execution trumps knowledge every day of the week. (Anthony Robbins)
- Life itself is your teacher, and you are in a state of constant learning. (Bruce Lee)
- More the knowledge lesser the ego, lesser the knowledge more the ego. (Albert Einstein)
- One hour per day of study will put you at the top of your field within three years. Within five years you'll be a national authority. In seven years, you can be one of the best people in the world at what you do. (Earl Nightingale)
- Ordinary people have big TVs. Extraordinary people have big libraries. (Robin Sharma)
- Real knowledge is to know the extent of one's ignorance. (Confucius)
- Self-knowledge is the beginning of self-correction. (Norman Vincent Peale)
- The beautiful thing about learning is nobody can take it away from you. (B.B. King)
- The only real security that a man can have in this world is a reserve of knowledge, experience and ability. (Henry Ford)
- The person who stops studying merely because he has finished school is forever hopelessly doomed to mediocrity, no matter what may be his calling. The way of success is the way of continuous pursuit of knowledge. (Napoleon Hill)
- The root of education is bitter, but the fruit is sweet. (Aristotle)
- Turn driving time into learning time with audio learning. (Brian Tracy)
- We have to be able to recognize that the attainment of knowledge is the highest labor of mankind. (Manly P. Hall)

## **CHAPTER 9: CREATIVITY**

What is Creativity? The use of imagination or original ideas to create something; inventiveness. Creativity is a phenomenon whereby something new and somehow valuable is formed. Such as an idea, theory, invention, a literary work or a painting. The word itself means “to create.” Here’s how you can start to develop your creative mind. Allow yourself to relax and think outside the box. Stimulate creativity by setting aside time to brainstorm, breaking up your routine, and by seeking inspiration from people and places around you. Travel, meditation, and positive thinking can do wonders.

One of the best ways to open up your creativity is by mediation. By practicing mindful meditation, you can help relax, improve your awareness and inspire self-reflection. With time and practice meditation will help you open up your creative juices and make you become clear on what creative endeavours you should pursue.

Another way to strengthen and develop creativity within yourself is to change your daily routine to expand your thought process. Routine can be the enemy of creativity because it removes the need for quick thinking and new ideas. New stimuli will keep you on your toes and open your mind up creatively. Try to shake up your everyday life with a few small changes.

Other great ways to expand your creativity include

- Positive thinking
- Go for walks outdoors to encourage creative thought
- Hang out in different spots to expose yourself to new stimuli
- Try new hobbies to expand your life experiences and gain new talents
- Start getting up earlier in the morning to make the most of your time

- Surround yourself with other creative people to get inspired
- Read as much as possible to discover new ideas and themes
- Travel whenever you can to gain new experiences
- Listen to TED talks or other inspiring lectures

### **WHAT CAN YOU CREATE?**

What do you love creating? What talents are you gifted with? Putting together your passions and talents, what is it that you and you alone can create to contribute positively to the world? Is it a book, a song, a business, a great family, a piece of art, a product, an experience, an environment, a life. What do you want to create? Make a short list of things you want to create in your life?

## QUOTES OF CREATIVITY

- All creativity comes out of inner spaciousness. (Eckhart Tolle)
- Almost always, the creative dedicated minority has made the world better. (Martin Luther King, Jr.)
- Be alone, that is the secret of invention; be alone, that is when ideas are born. (Nikola Tesla)
- Call yourself an artist. You do after all create things. (Unknown)
- Creation is always happening. Every time an individual has a thought, or a prolonged chronic way of thinking, they're in the creation process. Something is going to manifest out of those thoughts. (Michael Bernard Beckwith)
- Creative things have to sell to get acknowledged as such. (Steve Wozniak)
- Creativity can solve almost any problem. The creative act, the defeat of habit by originality, overcomes everything. (George Lois)
- Creativity is a critical issue in today's fast-changing world and imagination is the soul of creativity. (Anon)
- Creativity is allowing oneself to make mistakes. Art is knowing which ones to keep. (Unknown)
- Creativity is seeing something that doesn't exist already. (Michael Shea)
- Creativity is the greatest form of rebellion in existence. (Osho)
- Everything is always created twice, first in the mind and then in reality. (Stephen R. Covey)
- Everything that is really great and inspiring is created by the individual who can labor in freedom. (Albert Einstein)
- Have you given much thought to the fact that you create yourself? You do, to an altogether unsuspected extent, simply by the choices you make; by the things you decide to do, or decide not to do. (Earl Nightingale)
- Invention is the most important product of man's creative brain. The ultimate purpose is the complete mastery of mind over the material world, the harnessing of human nature to human needs. (Nikola Tesla)
- It is my inner world that creates my outer world. (Wayne Dyer)

- Life is a great big canvas, and you should throw all the paint on it you can. (Danny Kaye)
- Life isn't about finding yourself. Life is about creating yourself. (George Bernard Shaw)
- Man of all creatures is more than a creature, he is also a creator. (Maxwell Maltz)
- Necessity is the mother of invention. (Plato)
- Schooling process actually discourages creativity. (Robert Kiyosaki)
- The creative process is a process of surrender, not control. (Julia Cameron)
- To live a creative life, we must lose our fear of being wrong. (Joseph Chilton Pearce)



## **CHAPTER 10: IDEAS**

An idea is a thought that is generated in the mind. An idea can be generated with intent, but can also be created unintentionally, hence the saying, “the idea just popped in my head”. Ideas are a form of magic, an invisible mysterious thought that comes out of nowhere that has the potential to make itself visible through the application of action. Most actions precede thought and most thought precedes an idea first generated by the mind. Your imagination is an invisible factory.

Ideas come out the blue anytime and anywhere. The problem is that 99% of the ideas you have don't make it out of your head onto paper. To overcome this I recommend you use your memo note section in your phone to capture the ideas that come to you, then convert these notes into your daily journal. By starting this new habit of idea capturing you will be surprised how many ideas come to you, that if acted upon would change your life for the better. Build an idea list in your journal so you add all ideas that come to you, then later on you can take the time to study the list and see what is worth acting upon and what is not worth the time pursuing. With the passing of time, looking back at your old ideas with present day knowledge you will clearly see which ideas were good and not so good.

### **IDEAS TO GOALS**

Once you have established the new habit of idea capturing and using a journal to make your idea list it's time to see what ideas you should pursue. Only a small percentage of the ideas on your list will be worth pursuing further with time and action. Weigh the ideas and thoroughly think about which ideas you would like to manifest and turn them into goals. All goals are first a thought and ideas are just thoughts passing by in the mind. It's the ideas that you capture, keep, nurture, nourish and take action on that really count. I can tell you from personal experience, that only a handful of the hundreds of ideas I have over time have really

counted because of the time, energy and action I have put into them. You only have a set amount and time and energy you can dedicate to ideas, better take the time to decide which ideas you want to turn into goals and manifest into reality.

### **IMAGINE IF...**

Imagine if all your ideas came true in your life. What would you think of? What would you dream of? What would you do? Who would you be? What would you see? Imagine if all you wanted came true in your life. The reason I asked these questions to you is to get your imagination working. Albert Einstein famously said “Imagination is more important than knowledge. For knowledge is limited, whereas imagination embraces the entire world, stimulating progress, giving birth to evolution.” Your mind is a muscle that pumps out ideas when in use. To build the muscle requires work, repetition and time just like most things in life. The same goes for the idea factory you own between your ears, the mind. Learn to stimulate and feed the mind with the new to generate new ideas and new thoughts. Start using your imagination to create the future you dream about and imagine yourself living out the life you desire. Let your imagination run wild and imagine if...

## QUOTES ON IDEAS

- All achievements, all earned riches, have their beginnings in an idea. (Napoleon Hill)
- Average people have great ideas. Legends have great execution. (Unknown)
- Believe is what you are doing. If you've got an idea that's really powerful, you've just got to ignore the people who tell you it won't work, and hire people who embrace your vision. (Michael Dell)
- Capture, when you find a good idea capture it, don't trust your memory, write it down, record it. (Jim Rohn)
- Every time one man puts an idea across, he find ten men who thought of it before he did-but they only thought of it. There has never been a monopoly when it comes to getting good ideas, but the number of people who will take the raw material of a good idea and from it fashion reality in the world is small, indeed. (Earl Nightingale)
- Great minds discuss ideas, average minds discuss events; small minds discuss people. (Eleanor Roosevelt)
- Ideas are cheap; it's their execution that makes you rich. (Felix Dennis)
- Ideas don't come out fully formed. They only become clear as you work on them. You just have to get started. (Mark Zuckerberg)
- Imagination is everything, it is the preview of life's coming attractions. (Albert Einstein)
- Imagination is intelligence having fun. (Unknown)
- Imagination rules the world. (Napoleon Bonaparte)
- Imagination will often carry us to worlds that never were. But without it we go nowhere. (Carl Sagan)
- It is a fact well known to people who have keen imaginations that their best ideas come through so-called hunches. (Napoleon Hill)
- It is believed that the most fortunate people on earth are those who have found an idea that's bigger than they are, that fills their lives with constant interest, challenge and struggle. (Earl Nightingale)

- It is virtually impossible to keep exposing your mind to great ideas without having those ideas expressed in your physical world. Moreover, it is probably only one idea you need to make the difference in your life. (Bob Proctor)
- Labor gives birth to ideas. (Jim Rohn)
- Live out of your imagination, not your history. (Stephen R. Covey)
- Man's mind, once stretched by a new idea, never regains its original dimensions. (Oliver Wendell Holmes)
- New ideas, like seedlings, must be well watered if they are to survive. (P.K. Shaw)
- No matter what people tell you, words and ideas can change the world. (Robin Williams)
- Nothing in this world is so powerful as an idea whose time has come. (Victor Hugo)
- Success is the prize for those who stand true to their ideas. (Josh S. Hinds)
- The imagination is man's power over nature. (Wallace Stevens)
- The man who has no imagination has no wings. (Muhammad Ali)
- The only limit to what you can have in your life is the size of your imagination and the level of your commitment to making it real. (Anthony Robbins)
- The profit of great ideas comes when you turn them into reality. (Tom Hopkins)
- There is nothing in this world of less value than an idea about which nothing is done. (Earl Nightingale)
- Your future will become limited only by your imagination. (Brian Tracy)

## **CHAPTER 11: MIND**

The mind is the seat of consciousness, the essence of your being. A formless continuum that functions to perceive the world, to think and to feel. This non-physical wonder we call the mind is our greatest tool we possess in our human tool bag. It can be used to create or to destroy. To love another or hurt another. To uplift another or put down another. It can be peaceful or revengeful. A tool for positivity or negativity. A magical invisible tool that is held by everyone and is activated by choice and freewill. Your mind is an awesome quantum computer and you are the programmer. You can program your mind by the thoughts and the information you feed into your mind. To be able to direct your thoughts instead of having your thoughts direct you is a skill you can learn over time.

### **SOFTWARE AND HARDWARE**

You cannot change the size of your brain (Hardware) but you can change the software (mind). Changing your mind, pun intended, is the one thing you can do by changing the software you install. We all have a very similar brain as a species but what makes us different individually is the software we have downloaded into our mind. The experiences you have had in the past has formed your current way of thinking and understanding. And the future experiences you will have will form your future thoughts and understanding. It's all binary and math, input equals output. You are in charge of recoding your software, don't let other people program you.

### **FEED YOUR MIND**

You have the power to program your mind by the information you consume. The quality of your output which is action is largely determined first by the quality of input (information) we take into our mind. If you are not deliberating programming

positive information into your mind, I can bet you are being feed a mental diet of negativity. If we can start to control and program our minds, our chances of manifesting our dreams and achieving success are just a matter of time.

Feed your mind constantly with the best information just like an athlete would consume the best food for their body, you want to consume the best information for your mind. Garbage in garbage out, quality in quality out. Read the best books on the planet. Listen to the most successful and motivational people on the planet. Listen to the best audiobooks and follow the best podcast shows on the planet. Follow the best Youtube channels around and learn from people smarter than you. Attend the best seminars and workshops to develop your mind and network with people who will take you to the next level.

Your mind is a dry sponge, always ready to soak up anything we give it. The mind will produce whatever ingredients you pour into it. Feed it with the best and you will become the best version of yourself. Feed it with shit and you will become a shitty version of yourself. It's all on you to determine what you feed yourself mentality. If you take great care of your mind you mind will take great care of your life and you will be rewarded with peace of mind.

## **RECAP ON PREVIOUS CHAPTERS**

To recap the journey so far in this book series I want to you to become clear of what we have covered and what we will be covering in the upcoming chapters. We start the journey of 50 words to realize your dreams by first having a dream of what you want to create in your life? We take a deep look into what you are passionate about and write down all your desires. We uncover your purpose and put your dreams, passions, desires and purpose into meaningful life goals. We then take the time to map out your goals with the power of planning and take the time to go over the meaning of time. We get an understanding of knowledge

and how creativity and ideas shape our lives, and in this chapter explore the power of mind.

In the next upcoming chapters, we will look at thoughts and the power of faith. Dive into beliefs we hold and our attitude about life itself. We learn the secrets of gratitude and giving, living in a state of abundance and prosperity. And finally, the law of attraction, manifesting your dreams into reality.

## QUOTES ON MIND

- A mind at peace, a mind centered and not focused on harming others, is stronger than any physical force in the universe. (Wayne Dyer)
- A mind that is stretched by a new experience can never go back to its old dimensions. (Oliver Wendell Holmes)
- An educated man is one who has so developed the faculties of his mind that he may acquire anything he wants, or its equivalent, without violating the rights of others. (Napoleon Hill)
- For what the mind can realistically see, the body can achieve. (Steve McKnight)
- I will not let anyone walk through my mind with their dirty feet. (Mahatma Gandhi)
- If you correct your mind, the rest of your life will fall into place. (Lao Tzu)
- If you don't plant flowers in the garden of the mind, then you'll forever be pulling weeds. (John Demartini)
- It all comes down to how we wire ourselves as human beings. (Unknown)
- It is a psychological law that whatever we wish to accomplish we must impress on the subjective or subconscious mind. (Orison Swett Marden)
- It is the mind that maketh good or ill, that maketh wretch or happy, rich or poor. (Edmund Spenser)
- Learning never exhausts the mind. (Leonardo da Vinci)
- Rule your mind or it will rule you. (Horace)
- Sometimes the subconscious mind manifests a wisdom several steps or even years ahead of the conscious mind, and has its own way of leading us toward our destiny. (Nathaniel Branden)
- The empires of the future are the empires of the mind. (Winston Churchill)
- The human mind is the last great, unexplored continent on earth. It contains riches beyond our wildest dreams. It will return anything we want to plant. (Earl Nightingale)
- The mind is a creature of habit. It thrives upon the dominating thoughts you feed it. (Napoleon Hill)



- The mind is a superb instrument if used rightly. Used wrongly, however, it becomes very destructive. (Eckhart Tolle)
- The mind is the limit. As long as the mind can envision the fact that you can do something, you can do it, as long as you really believe 100 percent. (Arnold Schwarzenegger)
- The more powerful and original a mind, the more it will incline towards the religion of solitude. (Aldous Huxley)
- The only thing you can control and that is a state of mind. A state of mind is something that one assumes. It cannot be purchased, it must be created. (Napoleon Hill)
- The possession of anything begins in the mind. (Bruce Lee)
- The single most powerful asset we all have is our mind. If it is trained well, it can create enormous wealth in what seems to be an instant. (Robert Kiyosaki)
- There are but two powers in the world, the sword and the mind. In the long run the sword is always beaten by the mind. (Napoleon Bonaparte)
- Watch what you feed your mind. (Zig Ziglar)
- Whatever the mind of man can conceive, it can achieve. (Napoleon Hill)

## **CHAPTER 12: THINKING**

Think-ing is an active verb, it means you are actively using your mind to intelligently process, consider and reason about something. Whereby, thoughts are just those compulsive, random, conditioned and never-ending mind chatter coming and going. You might not have control of your thoughts coming and going but you do have control over what you think about. Do you not? You have the power at any time to consciously think about whatever you want. That's everybody rightful gift, the freedom to think. The gift of thinking we humans possess is by far one of the greatest miracles we possess. Invisible thoughts can and do shape our outer physical reality. The building blocks of life itself, a thought.

Thoughts by their very nature are invisible silent images darting in and out of our mind at a rate of roughly 35 to 48 thoughts per minute or 50,000 to 70,000 per day. An amazing feat in itself. The factory of our mind open 24 hours a day 7 days a week 365 days a year producing thought after thought after thought after thought. With roughly 95% of our thoughts being fictional stories made up in our head, we live a silent life inside our heads with thoughts that are unreal. Draining our mental capacity thinking about thoughts of the past events that we cannot do anything about and anticipating future events that we cannot do anything about, we seldom think about the present moment which we have full control over.

### **PRESENT MOMENT THINKING**

How many times does your mind wander off thinking about the past and the future? Stealing your present moments away lost in thought. One productive technique to combat this habit of compulsive thinking is to begin to train your mind to think deeply about the present moment, which is always 'now'. (Check out the book by Eckhart Tolle, The Power of Now.) The now is the only moment you can do anything about. You can only act in

the present moment, not the past or the future. Focus your thinking on the present moment and the present actions you can take. By aligning your thinking on the present moment you will become more focused in the current moment and bring a certain quality to your life and actions.

### **THINK YOUR DREAM INTO REALITY**

How can you use the power of thought to manifest your dreams into reality? First by becoming absolutely clear on what it is you want to bring about. Second forming a clear image in your mind of the dream then thirdly thinking about that very clear image constantly. By constantly thinking about your dreams you start programming your conscious mind and most importantly your subconscious mind. Imprinting your subconscious mind with the image of your dream you start the process of changing your mental paradigm of where you are to where you want to be. You start the process of changing your current perception of reality to the reality you want to manifest. You begin to see reality as you want it to be instead of how it is, and the fourth and last part to thinking your dream into reality is taking the actions that bridge your current reality to the reality of your dreams.

## QUOTES ON THINKING

- A man is but a product of his thoughts; what he thinks, that he becomes. (Ghandi)
- A man is what he thinks about all day long. (Ralph Waldo Emerson)
- A man's life is what his thoughts make of it. (Marcus Aurelius)
- Action without thinking is the cause of every failure. The reverse of this is acting with thinking is the cause of every success. (Brian Tracy)
- Always aim at complete harmony of thought and word and deed. Always aim at purifying your thoughts and everything will be well. (Mahatma Gandhi)
- Care about what other people think and you will always be their prisoner. (Lao Tzu)
- Every great thing starts with a thought and is powered into realization by a belief. (Claude Bristol)
- Every one of us is the sum total of his own thoughts. He is where he is, because that is exactly where he really wants to be, whether he'll admit that, or not. (Earl Nightingale)
- Everything you become and accomplish is determined by the way you think; by the way you use your mind. As you begin changing your mind, you begin changing your life. (Brian Tracy)
- I cannot teach anybody anything. I can only make them think. (Socrates)
- I like thinking big. I always have. To me it's very simple: if you're going to be thinking anyway, you might as well think big. Most people think small, because most people are afraid of success, afraid of making decisions, afraid of winning. And that gives people like me a great advantage. (Donald Trump)
- If you are defeated in your thoughts you will be defeated in your life. If you are a champion in your thoughts – your success is inevitable. (Unknown)
- If you think you can or think you can't you are right. (Henry Ford)
- It is not so much what happens to you as how you think about what happens. (Epictetus)

- It is the mark of an educated mind to be able to entertain a thought without accepting it. (Aristotle)
- Life is a mirror and will reflect back to the thinker what he thinks into it. (Ernest Holmes)
- Man can create nothing which he does not first conceive in the form of an impulse of thought. (Napoleon Hill)
- Man's greatness lies in his power of thought. (Blaise Pascal)
- Nature has endowed man with absolute control over but one thing, and that is thought. (Napoleon Hill)
- No problem can withstand the assault of sustained thinking. (Voltaire)
- Our innermost dominant thought does become our outermost tangible reality. (John Demartini)
- The greater part of most people's thinking is involuntary automatic, and repetitive. It is no more than a kind of mental static and fulfills no real purpose. Strictly speaking, you don't think: Thinking happens to you. (Eckhart Tolle)
- The mind is everything. What you think you become. (Buddha)
- The significant problems we face can't be solved at the same level of thinking we were at when we created them. It requires a new level of thinking, a new paradigm. (Albert Einstein)
- The thoughts we choose to think are the tools we use to paint the canvas of our lives. (Louise Hay)
- The world in which you live is not primarily determined by outward conditions and circumstances, but by thoughts that habitually occupy your mind. (Norman Vincent Peale)
- There is nothing either good or bad, but thinking makes it so. (William Shakespeare)
- Thinking is the hardest work there is, which is the probable reason why so few engage in it. (Henry Ford)
- Thoughts become things. If you can see it in your mind, you will hold it in your hand. (Bob Proctor)
- We are not disturbed by what happens to us, but by our thoughts about what happens to us. (Epictetus)
- When the mind is thinking it is talking to itself. (Plato)
- Your worst enemy cannot harm you as much as your own unguarded thoughts. (Buddha)

## **CHAPTER 13: FAITH**

Faith. We have all heard the word before, but what does it mean? The dictionary defines faith as complete trust or confidence in someone or something. Faith can also be a positive attitude and mindset that one holds. The opposite of faith is doubt, which is to be uncertain instead of being certain. Having an expectation of certainty and faith towards your dreams coming true all comes down to having faith that you are the one that stands in the way of your dreams coming true. Not god or the universe as most people confuse faith or so called blind faith in a thing. I am referring to faith in yourself, not external faith in someone or something. Having faith in your own ability to bring about change and results is the key to realizing your dreams.

### **FAITH IN YOUR DREAMS**

I would like to add that faith is also an attitude and mindset towards your dreams and future. We need to cultivate the faith that our dreams and goals are attainable. We need to cultivate faith in our life just like we would if we were planting a tree. Starting first with a tiny seed, we would bury this seed (dreams) into the fertile soil (mind) and continue to water the seed (faith) constantly. Not once or twice, but constantly. Just like a plant needs sunshine to grow as does faith needs trust and positive self-talk to grow, no water, no sunshine and negative self-talk will only result in weeds. Once you start the practice of cultivating faith you will see it grow and turn into a mighty tall and strong tree.

### **ITS HARD TO HAVE FAITH**

Having an attitude of faith is hard to cultivate and harder to keep. That's why most people are cynical and negative because you don't have work to become cynical and negative its automatic. Where by faith has to be cultivated in the mind and expressed through thought, attitude and actions. Having faith requires

courage and resilience in the face of opposition to your dreams and aspirations. Tell 10 people of your dreams and you will hear 9 people tell you why you can't do. It's not easy to carry around an attitude of faith, but it's the only way to safe guard your dreams away from the dream killers. The story of the crabs in a bucket is a perfect example of people trying to keep you from climbing. When a crab is climbing out of the bucket to freedom, all rest of crabs in the bucket pull him back down to the bottom of the bucket. Life can get you down, but you have to keep the faith if you want your dreams to become reality.

## QUOTES ON FAITH

- A man of courage is also full of faith. (Marcus Tullius Cicero)
- Accept what it is, let go of what it was, and have faith in what will be. (Unknown)
- Did you know the opposite of faith is fear. (Zig Ziglar)
- Faith consists in believing when it is beyond the power of reason to believe. (Voltaire)
- Faith in oneself is the best and safest course. (Michelangelo)
- Faith is a mental attitude which is so convinced of its own idea, which so completely accepts it, that any contradiction is unthinkable and impossible. (Ernest Holmes)
- Faith is a state of mind which may be induced, or created, by affirmation or repeated instructions to the subconscious mind, through the principle of auto-suggestion. (Napoleon Hill)
- Faith is not about everything turning out okay. Faith is about being okay no matter how things turn out. (Wayne Dyer)
- Faith is not something to grasp, it is a state to grow into. (Mahatma Gandhi)
- Faith is to believe what you do not see; the reward of this faith is to see what you believe. (Saint Augustine)
- Faith stands for: Full Assurance In The Heart. (Nick Vujicic)
- Faith without the activity serves no useful purpose. But faith invested into the activity creates reality. (Jim Rohn)
- I don't have to have faith, I have experience. (Joseph Campbell)
- Learn the law of faith, with faith everything's possible, without faith nothing is possible. Faith is the ability to see what doesn't yet exist. Faith is the ability to believe it's possible. Imagination mixed with faith you can accomplish anything. (Jim Rohn)
- Master faith and you will automatically master fear. (Norman Vincent Peale)
- Take the first step in faith. You don't have to see the whole staircase, just take the first step. (Martin Luther King Jr)
- The greater our faith, the greater we become. (Earl Nightingale)
- The only thing that stands between a man and what he wants from life is often merely the will to try it and the faith to believe that it is possible. (David Viscott)
- The way to see by faith is to shut the eye of reason. (Benjamin Franklin)



- The whole course of things goes to teach us faith. We need only obey. (Napoleon Hill)
- To one who has faith, no explanation is necessary. To one without faith, no explanation is possible. (St. Thomas Aquinas)
- Usually a person has more faith in their fear than faith in their future. (Doug Firebaugh)
- We live by faith or we do not live at all. (Harold Blake Walker)
- Without faith, the existential fears that we all have dominate. Faith, no fear. No faith, fear. (Ram Dass)
- You must walk by faith and not by sight. (Les Brown)
- Your increasing faith reconditions yours attitudes. (Norman Vincent Peale)

## **CHAPTER 14: BELIEF**

Belief is the acceptance that something is true to us even though it may not be. I want to make it clear that the belief I want to explore is self-belief, not belief in religion. Believing in yourself and your dreams requires work. First, we practice daily faith then over time, our faith will turn into a belief that we can and will succeed in realizing our dreams. During the course of our lives we pick up unconscious negative beliefs from our environment, culture, TV, friends and even family. On your journey to success in manifesting your dreams, you will start rewiring new beliefs over the old ones. You will replace your old negative beliefs and install new positive beliefs into your mind through repetition and affirmation.

The first major belief we need to install is that the majority of people on this planet are well intent and good, not ill-intent and bad. I myself wasted many years with this wrong belief that the world was negative. It can sometimes seem like that, but what I discovered was that I was negative and so I was looking at the world through a lens of negativity. Once I changed my belief, to reflect that the majority of people are well intent, good and want nothing but peace, my world view changed purely by my new belief. Beliefs are the filter of our reality. If we change our beliefs, we change our reality.

### **BELIEVE IN YOUR DREAMS**

A major part of the population goes through life with the weight of dead dreams never actualized in reality because they gave up on their belief that their dreams weren't possible. They once had a thought that turned into a dream and they silently carried around with them in their head, never uttering their dream to another soul. Then one day they spoke of their dream to another unwitting soul, who listened unattentively and mutter back "That seems quite difficult, what about this and what about that." And that person that spoke of their dream to another thought, "his right, this is difficult, I didn't think about this or that," "I can't do

this, what was I thinking” and never thought of that dream again, and continued a life unfulfilled. Can you relate to this story? Can you see that the dreamer accepted someone else’s belief about their dream and not their own? You must stand guard to the opinions of people and society and have unwavering belief in yourself and your dreams 100%.

### **GROW YOUR BELIEF THROUGH ACTION**

Take the seed of a mighty oak tree. Place it in soil and everyday speak motivating words to it to grow and prosper. Continue this for a month 28 days without water and fertilizer. And abracadabra you end up with a dead seed and no tree. Instead, take the seed (thought), implant in the fertile soil (mind) and this time water the seed daily (take daily action) say, 5 to 10 years. And abracadabra you have an oak tree. An oak tree takes about 50 years to produce acorns and over the next hundred years, the young tree matures into a majestic adult. Things of importance in life don’t happen overnight, they take time to mature and grow, just like a baby takes decades to become an adult. Your belief’s grow and come alive through action, action, action. They die and wither away through inaction. The difference in growth and death is action vs inaction. Grow your belief through action.

## QUOTES ON BELIEF

- Always remember, believing is seeing, not the other way around. (Bob Proctor)
- Ambition is, believing in yourself when no one else does. (Unknown)
- As you believe, so shall it be done unto you. (Earl Nightingale)
- Belief is any guiding principle, dictum, faith or passion that can provide meaning and direction in life. Beliefs are prearranged filters to our perceptions of the world. (Anthony Robbins)
- Belief is the motivating force that enables you to achieve your goal. (Claude M. Bristol)
- Beliefs are picked up by the subconscious mind, and translated into its physical (Napoleon Hill)
- Believe big. The size of your success is determined by the size of your belief. Think little goals and expect little achievements. Think big goals and win big success. Big ideas and big plans are often easier-certainly no more difficult-than small ideas and small plans. (David Schwartz)
- Believe it is possible to solve your problem. Tremendous things happen to the believer. So believe the answer will come, it will. (Norman Vincent Peale)
- Believing it can be done becomes a self-fulfilling prophecy. (Anthony Robbins)
- Develop an unshakeable belief in your ability to overcome all obstacles and reach some great height. (Brian Tracy)
- Have the simple belief that “you can do it.” (Richard Branson)
- If you believe it strongly enough, it becomes your reality. (Brian Tracy)
- If you believe you can, you probably can. If you believe you won’t, you most assuredly won’t. Belief is the ignition switch that gets you off the launching pad. (Denis Waitley)
- Life’s battles don’t always go to the stronger or faster man. But sooner or later the man who wins is the man who believes he can. (Napoleon Hill)
- Man is made by his belief. As he believes, so he is. (Johann Wolfgang von Goethe)
- Men often become what they believe themselves to be. If I believe I cannot do something, it makes me incapable of doing

it. But when I believe I can, then I acquire the ability to do it even if I didn't have it in the beginning. (Mahatma Gandhi)

- One comes to believe whatsoever one repeats to one's self whether the statement be true or false. (Napoleon Hill)
- One person with a belief is equal to a force of ninety-nine who have only interest. (John Stuart Mill)
- Pain is the ultimate tool for shifting a belief. (Anthony Robbins)
- People who succeed are people who believe they can succeed. Success, until it has been won, is a mental thing. A man has only his mental picture and his belief, until he has achieved his goal. Belief in himself is one of man's most difficult accomplishments. (Earl Nightingale)
- Perhaps the biggest mental roadblocks that you will ever have to overcome are those contained in your self-limiting beliefs. These are beliefs you have that limit you in some way. They hold you back by stopping you from even trying. (Brian Tracy)
- Personal breakthroughs begin with a change in beliefs. (Anthony Robbins)
- Someone's opinion of you does not have to become your reality. (Les Brown)
- The force of belief cannot really work in our favor until the belief becomes literally part of us, settled in the subconscious mind as a fact. (Claude M. Bristol)
- The law of belief says that your beliefs determine your reality because you always see the world through a screen of prejudices formed by your belief structure. (Brian Tracy)
- The outer conditions of a person's life will always be found to reflect their inner beliefs. (James Allen)
- What you believe about yourself, the world will believe about you. (Sun Tzu)
- Your beliefs give you a form of tunnel vision. They edit out or cause you to ignore incoming information that is inconsistent with what you have decided to believe. (Brian Tracy)

## **CHAPTER 15: ATTITUDE**

Attitude is defined as the way we think or feel about something. Our attitudes we have right now in the present are made up of the past accumulation of our thoughts and our beliefs. We have the power right now in this moment to start the process of consciously changing our attitude. Shift your attitude to start being an optimistic and positive person instead of being a pessimistic and negative person, and your life will change for the better.

Attitude is either going to take you to your major aim or it is going to stop you. It is in this one little thing that makes all the difference. You can begin to change your attitude by programming your mind with positive information, not negative information which is primarily marketed through mainstream media. It is as simple as seeking out positive information and positive people, and keeping away negative people and negative information in in our lives.

### **THE DIFFERENCE THAT ATTITUDE MAKES**

Attitude is an outward reflection of an inner state of mind. We all carry with us an internal attitude of mind that shows itself to the world through our facial expressions, speech, presence and ultimately our actions. Attitude is your inner compass that directs the course of your life. Simply put, have a shitty attitude and you'll have a shitty life. Have an amazing attitude and you'll have an amazing life. I'm not talking about external things here, I'm talking about the stuff that matters which is internal. Understand ultimately that it is you who is the marker and creator of your attitude, not the world around. Viktor E. Frankl the famous psychiatrist had this revelation surround by death and hopelessness in a NAZI concentration camp. "Everything can be taken from a man but one; the last of human freedoms – to choose one's attitude in any given set of circumstances, to choose one's own way."

## **ATTITUDES THROUGHOUT THE DAY**

- When you wake up in the morning, what's the first thought you have about the day?
- When you leave home for work, what thoughts do you have?
- When you on the job and getting through the day, what are you constantly thinking about?
- When you finish a hard days work, what's going through your mind?
- When you rest your head on that pillow at the end of the day, what are your thoughts about the day you had?

The reason I am asking you the above questions about your thoughts during the day is because thoughts and attitude are one of the same. As an attitude is a state of mind and thoughts make the mind, you can see that thoughts and attitude reside in the same place. When you wake up in the morning, you control the thoughts you think about? You can direct your mind towards gratitude first about receiving another day on planet earth. You can think about how productive today is going to be. When you leave home for work, you can be grateful you have a job to go that provides the life you have and think about what you want out of today. When you're on the job you want to be thinking about doing your best. When you finish work you want to know that you gave it your best. And at the end of a day when you lay your head on that pillow at night, you know that the day you had reflected the thoughts you carried in your head which in turn created your attitude. Remember tomorrow is a new day and you choose your attitude.

## QUOTES ON ATTITUDE

- A great attitude does much more than turn on the lights in our worlds; it seems to magically connect us to all sorts of serendipitous opportunities that were somehow absent before the change. (Earl Nightingale)
- A negative attitude wipes out self-discipline. (Anthony Robbins)
- A positive mental attitude is an irresistible force that knows no such thing as an immovable body. (Napoleon Hill)
- A strong positive mental attitude will create more miracles than any wonder drug. (Patricia Neal)
- An attitude of positive expectation is the mark of the superior personality. (Brian Tracy)
- Attitude is a little thing that makes a big difference. (Winston Churchill)
- Attitude is a mental outlook, a frame of mind. It's how you think based on what you know to be true. (Zig Ziglar)
- Attitudes are the forerunners of conditions. (Charles Edwards)
- Everything can be taken from a man or a woman but one thing: the last of human freedoms to choose one's attitude in any given set of circumstances, to choose one's own way. (Viktor E. Frankl)
- How well we use each day is largely a function of attitude. (Jim Rohn)
- Human beings can alter their lives by altering their attitudes of mind. (William James)
- I am convinced that life is 10% what happens to me and 90% how I react to it, and so it is with you. We are in charge of our attitudes. (John Baez)
- It is our attitude toward events, not events themselves, which we can control. Nothing is by its own nature calamitous, even death is terrible only if we fear it. (Epictetus)
- It is your attitude, not your aptitude that determines your altitude. (Zig Ziglar)
- Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude. (Thomas Jefferson)



- Our attitude is the environment we carry with us during the day. It proclaims to be world what we think of ourselves and indicates the sort of person we have made up our minds to be. It is the person we will become. How's your attitude today? (Bob Proctor)
- Our attitude toward life determines life's attitude towards us. (John N. Mitchell)
- Take charge of your own attitude, no one can make you happy or sad but you. (Unknown)
- The first opportunity turns away when it meets a poor attitude. (Tom Hopkins)
- The only disability in life is a bad attitude. (Scott Hamilton)
- The only thing we can do is play on the one string we have, and that is our attitude. (Charles Swindoll)
- There is very little difference in people, but that little difference makes a big difference. The little difference attitude. The big difference is whether it is positive or negative. (W. Clement Stone)
- With the right attitude human beings can move mountains. With the wrong attitude they can be crushed by the smallest grain of sand. (Jim Rohn)

## **CHAPTER 16: GRATITUDE**

Gratitude is our attitude in work. An inward attitude of gratefulness of the blessing we have in our life. If you are not feeling grateful I recommend taking inventory of the things you currently have in your life. I can think of a few right now. I am grateful for being alive, grateful for having legs and arms, ability to hear and talk, eyes to see, clothes on my back, warm bed at night and hot showers in the morning. Ability to work, buy food, the country I live in, family, friends and grateful for the future opportunities I have. I hope you get the point I am trying to make, you are always richer than you think you are. The problem we face is we forget these things because they have not been taken away from us and we become familiar with the norm.

I want you to complete the following gratitude exercise using either your journal, computer, paper or your phone, either way. I want you to stop, think and write out all the things you are grateful for in your life right now. Think of absolutely everything in your life big or small that you are grateful for. If you are having a hard time coming up with things, just think about if you lost something in your life right now, what would that be. Let your mind explore, think and write. Stop what you are doing and do this exercise right now and answer the question, “What am I grateful for in my life right now? Write at least 20 things.

How do you feel after writing down the things you are grateful for? Upbeat, positive, mindful, happy? The act of putting your attention on the things you are grateful for should improve your attitude. Because Gratitude is the sibling of Attitude and shares the same last 6 letters ‘titude.’ Cultivate this attitude of gratitude and make it a habit to express thankfulness and appreciation of parts of your life, on a regular basis, for both the big and small things alike.

## **CREATE A HABIT OF GRATITUDE**

We all through life on autopilot never really taking time out of our busy lives to stop and think about how grateful we are to be alive and the life we have. To start bringing more gratefulness into your life starts with forming a new habit. I want you for the next 28 days to keep a gratitude journal, it should take about 10 seconds a day to complete. You can either use your journal, a computer, your phone or a note pad. At the end of the day write down 3 things you are grateful for today. Such as I today I am grateful for hot showers, hot food and a warm bed.

Next day, I am grateful for my wife, my kid and my house. Next day 3 more things and so on. The first week is easy coming up with 21 things you are grateful for. Then week 2, 3 and 4 become a little harder and will require you to think about the small things you take for granted. At the end of the 28 days you can continue the exercise if you like. But what I want you to do is compile the notes a one-page document called the “84 things I am grateful for”. Print this off and put it somewhere where you will see it everyday to remind you of the things you have in your life you are grateful for.

## QUOTES ON GRATITUDE

- A beautiful day begins with a beautiful mindset. When you wake up, take a second to think about what a privilege it is to simply be alive and healthy. The moment we start to act like life is a blessing, I assure you it will start to feel like one. (Unknown)
- A good life is when you assume nothing, do more, needs less, smile often, dream big, laugh a lot and realize how blessed you are for what you have. (Unknown)
- A grateful mind is a great mind, which eventually attracts to itself great things. (Plato)
- A moment of gratitude makes a difference in your attitude. (Bruce Wilkinson)
- An attitude of gratitude clears a path before you. An attitude of gratitude guarantees a healthy personality and a higher level of self-esteem. And the more thankful you are for what you have, the more things you are going to have to be thankful for. (Brian Tracy)
- As one wastes their breath complaining, another breathes their last. Take nothing for granted. Live more complain less. Have more smiles, less stress. (Unknown)
- Be thankful for what you have. You have no idea how many people would love to have what you got. (Unknown)
- Choosing to be positive and having a grateful attitude is going to determine how you're going to live your life. (Joel Osteen)
- Cultivate the habit of being grateful for every good thing that comes to you, and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude. (Ralph Waldo Emerson)
- Expressing gratitude instantly shifts your energy. It puts you in harmony with your source of supply so that the good in everything moves toward you. (Sandy Gallagher)
- Focus on gratitude, even if you do not feel grateful, you can always ask yourself, "What could I be grateful for?" (Lewis Howes)
- Gratitude for what you have is the master key to prosperity. (Charles Fillmore)

- Gratitude is absolutely the way to bring more into your life. (Marci Shimoff)
- Gratitude is not only the greatest of virtues, but the parent of all the others. (Marcus Tullius Cicero)
- Gratitude is the fastest way to give you a shot of happiness. No matter how bad your situation is, there's always a long list of things to be grateful for. (Patrick Bet-David)
- Gratitude is when memory is stored in the heart and not in the mind. (Lionel Hampton)
- Learn to appreciate what you have before time makes you appreciate what you had. (Unknown)
- Thankfulness is the beginning of gratitude. Gratitude is the completion of thankfulness. Thankfulness may consist merely of words. Gratitude is shown in acts. (Henri Frederic Amiel)
- The more you are thankful for what you have, the more you will have to be thankful for. (Zig Ziglar)
- There's a reason why the word gratitude has the word attitude in it. Gratitude always gives birth to a great attitude. (Patrick Bet-David)
- Trade your expectation for appreciation and the whole world changes instantly. (Tony Robbins)
- When we focus on our gratitude, the tide of disappointment goes out and the tide of love rushes in. (Kristin Armstrong)
- When you're smiling. The whole world smiles with you. (Louis Armstrong)

## **CHAPTER 17: GIVING**

Giving means to transfer something to someone. You must start the process of giving in order to start the process of receiving. A lot of people have this backwards and want to receive before they give. This error in philosophy needs to be changed if you want to receive the things you desire. There are many simple ways you can start to give of yourself to someone else. You can give your time, your energy, your heart, your ears and your knowledge to someone. You can give the marketplace a product or service that people need in exchange for money. You can give your time or money to a charity. You can give your knowledge and experience away to people who need your advice. There are hundreds of ways you can give if you become creative. The law of reciprocity starts when someone gives, it doesn't start when someone takes. Learn to become a giver if you want to open your life up to abundance.

### **GIVE WITHOUT WANTING ANYTHING BACK**

There are two types of giving. The first is giving and expecting something back. The second is giving for the sake of giving, no strings attached and not expecting a return of favor. We have all had an experience with someone giving us something and knowing they expected something back in return and we have all felt that experience of someone giving, no strings attached. You can feel the difference in the give, it's very subtle but you usually can tell the difference. Try to become a person that gives freely what you can, when you can, and you will inadvertently attract the things you need in your life.

### **LIFE GIVES US EVERYTHING WE NEED**

Have you ever thought of all the gifts life on earth has blessed us with to just exist? Life on earth for us humans could not exist without the Sun. Giving freely daily sunlight and heat around the

world, no charge. Take the land, the ocean, the air, the weather, the trees, the animals, the plants everything that the earth provides that we humans take for granted. Did you ever stop and think about all the people that have come and gone in the past before us? And how they shaped our culture? All the wealth, knowledge and rich history that our ancestors left us. We seldom stop and think about the gifts we have been given.

All these things revolves around giving. Giving is what makes life continue through giving life to your children to giving society yourself and the fruits you leave. What are you going to give? What is your legacy going to be? It won't be what you took, it will be what you have given. Become clear on what gifts you can give the world and start giving more than you can ever get back.

## QUOTES OF GIVING

- A dog makes his living by giving you nothing but love. (Dale Carnegie)
- A thousand words will not leave so deep an impression as one deed. (Henrik Ibsen)
- Always give more than you expect to receive. (Anthony Robbins)
- Among the things you can give and still keep are your word, a smile, and a grateful heart. (Zig Ziglar)
- Blessed are those that can give without remembering and take without forgetting. (Liz Bebesco)
- For it is giving that we receive. (St. Francis of Assisi)
- Give before trying to get. (Napoleon Hill)
- Giving is better than receiving because giving starts the receiving process. (Jim Rohn)
- I have found that among its other benefits, giving liberates the soul of the giver. (Maya Angelou)
- If you light a lamp for someone else it will also brighten your path. (Buddha)
- If you want love, you have to give it. If you want respect, you have to give it. If you want money, you have to give it. Anything you want, you have to learn how to give. (Unknown)
- Life's like a boomerang. The more good you throw out, the more you receive in return. (Josh S. Hinds)
- Love grows by giving. The love we give away is the only love we keep. The only way to retain love is to give it away. (Elbert Hubbard)
- No one can give you what they don't have. (Tom Hopkins)
- No one has ever become poor by giving. (Anne Frank)
- Nothing teaches character better than generosity. (Jim Rohn)
- One with true virtue always seeks a way to give. One who lacks true virtue always seeks a way to get. To the giver comes the fullness of life; to the taker, just an empty hand. (Wayne Dyer)
- Only by giving are you able to receive more than you already have. (Jim Rohn)
- Remember that the happiest people are not those getting more, but those giving more. (H. Jackson Brown, Jr.)
- The giving of love is an education in itself. (Eleanor Roosevelt)



- The greatest gift you can give someone is your time because when you give your time, you're giving a portion of your life that you will never get back. (Unknown)
- The hand that gives is higher than the hand that takes. (Napoleon Bonaparte)
- The miracle is this: The more we share, the more we have. (Leonard Nimoy)
- The more one forgets himself – by giving himself to a cause to serve or another person to love – the more human he is and the more he actualizes himself. (Viktor Frankl)
- The more they gave, the more they received. (Robert Kiyosaki)
- Thousands of candles can be lighted from a single candle, and the life of the candle will not be shortened. (Buddha)
- What can I give here; how can I be of service to this person, this situation? (Eckhart Tolle)
- You can have everything in life if you will just help others to get what they want. (Zig Ziglar)
- You give but little when you give of your possessions. It is when you give of yourself that you truly give. (Kahlil Gibran)
- You make a living by what you get; you make a life by what you give. (Winston Churchill)
- You must become a “go-giver” rather than a “go-getter.” (Brian Tracy)

## **CHAPTER 18: ABUNDANCE**

When we think of the word abundance, what comes to most people's mind is things like abundance of money and stuff. What abundance really is, is a way of thinking and living. An abundant mindset and attitude regardless of external events and situations. An internal state of mind of peace and joy. You see right now, you could think of all the abundance you have in your life from the love of your family and friends, to the house you live in with clean water, electricity, gas, internet, entertainment and a warm bed to sleep in at night. To the car you drive and roads that connect you everywhere. To the shopping centers with all the food, clothes and products you can desire. To the employment opportunities you have and all the educational facilitates you have to learn. You really do live in such an abundant moment in time, but rarely do we stop and think about the abundance we have around us.

### **LIVING IN ABUNDANCE**

To start the practice of living in abundance first comes from the awareness of the abundance you have around you. An abundance mindset can be cultivated by taking time out every now and then to stop, go for a walk outside, look around and think about the abundant times we live in now. Do we have more abundance then we have 50 years ago? 200 years ago? 1000 years ago? of course we do. We live in an ever-increasing time of abundance, but most people are walking around silently depressed. Not understanding that if they re-directed their thoughts on abundance the shift in mindset would change their outlook on the world. Living in abundance can give you a constant source of mental stability regardless of external events or situations in your life. A mental stability that helps you on the path to make your dreams into reality by giving you a mind of peace and joy.

## QUOTES ON ABUNDANCE

- Abundance can mean many things, it can mean material wealth, it can mean emotional well being, spiritual fulfillment, abundance can be to fully experience love and compassion, it can mean feeling joy and being able to spread joy to others. (Deepak Chopra)
- Abundance comes only to those who already have it. (Eckhart Tolle)
- Abundance is about being rich, with or without money. (Suze Orman)
- Abundance is not determined by how much you have. It comes from how much you appreciate what you have. (Fabienne Fredrickson)
- Abundance is not something we acquire. It is something we tune into. (Wayne Dyer)
- Abundance is, in large part, an attitude. (Sue Patton Thoele)
- Acknowledging the good that you have already in your life is the foundation for all abundance. (Eckhart Tolle)
- Every great teacher who has ever walked the planet has told you that life was meant to be abundant. (James Ray)
- Gratitude is the open door to abundance. (Yogi Bhanjan)
- Life constantly tests us to believe that we live in an abundant universe, and if we do believe then remarkable things can happen. (Tom Butler Bowdon)
- Life in abundance comes only through great love. (Elbert Hubbard)
- Many a man curses the rain that falls upon his head, and knows not that it brings abundance to drive away the hunger. (Saint Basil)
- Not what we have but what we enjoy, constitutes our abundance. (Epicurus)
- Riches are not from abundance of worldly goods, but from a contented mind. (Prophet Muhammad)
- See yourself living in abundance and you will attract it. (Bob Proctor)
- Talent is always conscious of its own abundance, and does not object to sharing. (Alexander Solzhehnitsyn)

- The source of all abundance is not outside you. It is part of who you are. However, start by acknowledging and recognizing abundance without. See the fullness of life all around you. (Eckhart Tolle)
- The test of our progress is not whether we add more to the abundance of those who have much it is whether we provide enough for those who have little. (Franklin D. Roosevelt)
- The universe is a masterpiece of abundance. (Rhonda Byrne)
- The world is filled with an abundance of opportunity which the dreamers of the past never knew. (Napoleon Hill)
- To love abundantly is to live abundantly. (Henry Drummond)
- We live in a world of over-abundance and everything the heart could desire, with nothing standing between us and our desires, except lack of a definite purpose. (Napoleon Hill)
- When you have feelings of lack, you have just forgotten your connection to ‘Divine abundance.’ (Genevieve Behrend)

## **CHAPTER 19: PROSPERITY**

Prosperity is defined as the state of being prosperous, flourishing, thriving and good fortune. Prosperity often encompasses wealth, success and affluence but also includes other factors which can be independent of wealth to varying degrees. Such as, happiness and health. What does prosperity mean to you? How can you become more prosperous? How can you better yourself in the areas of wealth, success, knowledge, health and happiness? How can you fill your cup up so full that it overflows prosperity and others can drink from it?

Once you get to a stage in life where you have achieved most personal things to satisfy your needs, you should become focused on creating prosperity for others and in turn by creating prosperity for others you also become more prosperous. By becoming wealthy you can certainly be more prosperous than someone that is broke. If you are healthy, you have more energy to give, than if you are sick. If you are smart, you can impart wisdom on others and teach knowledge. If you are happy, you make a happy environment for others. This all related to prosperity as you as an individual can bring more prosperity into life for yourself and others.

### **PROSPERIOUS TIMES WE LIVE IN**

Is the world more prosperous now than 100 years ago? Think about it? Imagine going back in time like Marty McFly in back to the future and having a conversation with your great great grandparents and explaining to them about the future you live in now. What a disconnect there would be between the two of you. The time we live in are the most prosperous times humanity have ever known. Take the smart phone. Arguably the best piece of individual personal technology we use and carry. If you took a smart phone back in time and showed people the phone living 100 years ago, they would think you are from the future 1000 years ahead of their time. But not knowing the incredible rate of

advancement and prosperity that happened in the last 100 years have led current civilization to have so much opportunity it is mind boggling. I just want to remind you about the prosperous times we live in and think more about what you can do to add to your future grandchildren's prosperity.

## QUOTES ON PROSPERITY

- Anyone can gain wealth if they try hard enough, but prosperity and peace of mind only arrive at the door of people who have first mastered themselves (James Allen)
- In times of doubt, think of the acorn. An ancient symbol of abundance, this seed of the mighty oak begins growing only when its tree reached maturity. Prosperity always involves an element of time. Nothing great is achieved overnight, and all things begin small (Tom Butler Bowdon)
- Prosperity begins with prosperous thoughts, which in turn set up an emotional state that can only attract good into your life (Tom Butler-Bowden)
- Prosperity cannot happen, while you continue to entertain poverty-stricken thoughts (Charles Fillmore)
- Prosperity is always personal, resting squarely on the degree to which you have refined and bettered yourself (James Allen)
- Prosperity is not just about making money, but about the freedom to live the way you want (Milton Friedman)
- Prosperity was first and foremost a state of mind; a mindset of lack could only manifest negative results (Catherine Ponder)
- Remember, no more effort is required to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty (Napoleon Hill)
- The anxious thought must be eliminated and the perfect abandon of the child of nature assumed, and when to this attitude you add the realization of unlimited resources, you have fulfilled the divine law of prosperity (Charles Fillmore)
- The basic law of prosperity is that to receive, you must first provide something of great value (Napoleon Hill)
- The free market, not government, ensures protection of individual rights and standard of quality, and delivers extraordinary prosperity to those who seek it (Milton Friedman)
- The paradox of real prosperity is that it comes to those who forgot about themselves in providing service to others (James Allen)
- There is no way to prosperity, prosperity is the way (Wayne Dyer)

## **CHAPTER 20: ATTRACTION**

To recap our journey so far into the 50 words to your dreams, we have covered 19 fundamental topics from discovering your dreams, passions, desires, purpose and goals. Converted them into plans, understood the power of time, knowledge, creativity and ideas. Explored the area of mind with our thoughts, faith, beliefs and attitude. Learnt about the power of gratitude and giving. Pondered upon the abundance and prosperity we have in our lives, and in this chapter, we will explore how to attract the things we want in life.

The word attraction has been replaced in pop culture the term 'The Law of Attraction' made famous by the hit documentary 'The Secret'. The Law of attraction is the belief that positive or negative thoughts bring positive or negative experiences into a person's life. As we have covered earlier in the previous chapter on beliefs, we understand a belief is a collection of thoughts thought to be true to oneself. As the Law of attraction has no scientific basis, it is up to the individual themselves to believe if this is true for you.

How attraction really works is quite easy to understand without going through all the jargon out there. First all you do is place your thoughts on something you want. Your thoughts create images in your mind and through repetition of the same thought the image becomes clearer and clearer. You start day dreaming and desiring about the thing you want. Soon enough you put your want into a goal and create a plan of attainment.

You break down the steps it takes to get it and start directing your energy and focus to the actions it takes to get it. You get the thing you want and move onto the next desire, think you attracted this into your life. Without consciously realizing it was such a simple step formula you used to get the thing you wanted. You first had a thought of the thing you wanted, found out how to get it and went and got it. Three simple step formula, you thought, you planned, you took action.



The reason attraction works to bring the things you want into your life is due to the power of FOCUS. Focusing single minded on one thing you desire creates clear images in your mind that translates into clear actions to attain the very thing you desire to bring into reality. You think want to lose weight and become clear of the goal weight you are after. You continue to think about that number of the scales consistently.

You start to attract the right actions you take, the right decisions with saying no to unhealthy foods and yes the healthy food. You start paying attention to anything weight loss related, books, videos, people, products, conversations. Anything you ponder on long enough you will start to notice in your life only because your mind has been spending mental energy driving your thoughts deep into your subconscious mind. Its virtually impossible to achieve anything worthwhile without first having thought about the thing, because thought always proceeds meaningful actions. And action is the vehicle that drives attraction to its final destination.

## QUOTES ON ATTRACTION

- Any time your thoughts are flowing the law of attraction is operational. (Lisa Nichols)
- Ask and it shall be given you, Seek and ye shall be find. Knock, and it shall be opened unto you. For everyone that asketh, receiveth; And he that seeketh, findeth; And to him that knocketh, it shall be opened. (Earl Nightingale)
- Ask for great success and joy, and you'll probably get it. Don't ask for anything in particular, and you will get whatever life throws at you. (Anthony Robbins)
- Attract what you want by being what you want. (Unknown)
- Everything that is coming into your life, you are attracting into your life and it's attracted by the images you hold in your mind, what you are thinking. Whatever is going on in your mind you are attracting to you. (Rhonda Byrne)
- I realize the dominating thoughts of my mind will eventually reproduce themselves in outward, physical action, and gradually transform themselves into physical reality. (Napoleon Hill)
- Instead of thinking that life is a struggle, start believing that things come easily to you. (Rhonda Byrne)
- Life eventually mirrors your thoughts. The law of attraction is very dangerous. It has positive and negative effects on your life. Be sure about what you think. (Tejas Patel)
- Nothing is created or destroyed. Everything you are seeking is seeking you. It is a matter of learning how to use your mental faculties to work with the invisible side of life – where all good originates. (Bob Proctor)
- People think about what they don't want and attract more of the same. (Rhonda Byrne)
- The images fixed in your subconscious mind control your vibration and your vibration controls what you attract. (Bob Proctor)
- The law of attraction is not bias to wants or don't wants, it manifests the things that you think about. (Lisa Nichols)
- The mind is a powerful magnet and as such, it attracts whatever corresponds to its ruling state. Expectation dictates what that ruling state will be and therefore governs what corresponds to the mind and is attracted into your life. Expectation can be

either a blessing or a curse but either way it is certainly one of the most powerful unseen forces in your life. (John Canary)

- The more you desire or fear something, the more likely you are to attract it into your life. (Brian Tracy)
- There is a law that everything that happens in life first constellates on the inner planes. (Llewellyn Vaughan-Lee)
- Thought attracts that upon which it is directed. (Claude M. Bristol)
- To attract attractive people, you must be attractive. To attract powerful people, you must be powerful. To attract committed people, you must be committed. Instead of going to work on them, you go to work on yourself. If you become, you can attract. (Jim Rohn)
- Visualize this thing that you want. See it, feel it, believe in it. Make your mental blueprint, and begin to build. (Robert Collier)
- What you seek is seeking you. (Rumi)
- Whatever you hold in your mind on a consistent basis is exactly what you will experience in your life. (Anthony Robbins)
- You always attract into your life the people, ideas, and resources in harmony with your dominant thoughts. (Brian Tracy)
- You attract and manifest whatever corresponds to your inner state. (Eckhart Tolle)
- Your vibe attracts your tribe. (Unknown)

## **CHAPTER 21: DECISIONS**

Decisions, decisions, decisions. With each passing moment we are confronted with small little choices in life. What to do, where to go, what to think about, what to say, what to focus on, what to eat, what to watch, etc etc. It never ends. It's the same way our thoughts coming and going through our mind thousands of times a day. We make thousands of little choices a day which at the end of the day, looking back, those choices make our day what it is. Compound that by 365 days and your year is made up by hundreds of thousands of small decisions you made along the way. We barely give any conscious thought to these small choices and let our subconscious mind make decisions for us in our life. The small daily decisions we make over time build up to be our life and our life right at this moment in time is the result of past decisions made or not made.

### **CHANGE YOUR LIFE THOUGH MAKING DECISIONS**

You paint your life with the decisions you make. Full stop, end of story. In other words you create your future life with the current decisions you make right now, as your life right life is a result of the accumulation of your past decisions. Take your body for example. Your current temple is a reflection of the choices you made with food and exercise. Your future body temple in 3 years will be the reflection of the total small decisions you make in 3 years relating to food and exercise. Going through life on autopilot with no dreams, goals or plans, you drift going anywhere and nowhere in particular and arriving at a place that is anywhere from your best version of yourself.

To harness the power of decision making and steer you on course to fulfil your dreams requires an honest look into self-introspection. Using the body as example again, one we can all understand because we have one. Have you ever tried to lose weight? Have you ever got close to your goal weight then found yourself drifting and heavier than you have ever been? Have you ever stopped weighing yourself only to jump on the scales again

to realize you put on all the weight you lost and more? What were the reasons behind this up and down yoyo?

If your plan is to lose weight.

Step 1 is first make a genuine decision that you are serious about your health and body happiness. If you are unhealthy and overweight chances are you aren't truly happy with your body.

Step 2 is to find out the ideal body weight you want to be and the number of lbs or kgs you need to lose to hit your ideal body weight. Next is to give a date to the goal date and make a decision you will do what it takes to reach your goal by that date. Don't be like the average people who say I want to lose some weight, or I want to lose 10kg. Become a conscious decision maker and goal hitter.

Step 3. You have the numbers, where are you on the scales, where you want to be and by when.

Step 4. You break the goal done into how much weight do you need to lose each week and each month.

Step 5. Break down the actions steps you need to take, exercise (x) many hours a week. Eat (x) of fat, protein and carbs.

Step 6. Make a decision to take massive action on your goal and do the work required to see through. Along the journey to weight loss you will encounter hundreds of times that required you to say yes and no to foods, exercise, moods, people, etc. By first making the DECISION that your health and body is your number 1 goal, not you're 5<sup>th</sup> goal. You will automatically make the correct small decisions subconsciously due to making the strong conscious decision earlier. You will stay on the path to goal achievement by harnessing the power of making a definite decision in your life.

## **THE POWER OF CHOICE**

With the power to choose also comes the power NOT to choose. You have to power right now to make new decisions and change the direction of your life. You can change your whole life by consciously deciding to shake off your old decisions and make new choices in your life. You can choose to wake up at 4am everyday, you could. You could quit your job and start a new one, you could. You can choose to break it off with your partner and find a new one, you could. You can choose to turn the TV off and build a side business, you could.

You can choose your way through life, you could. BUT YOU WON'T AND DON'T. We live out our days by the past choices that accumulated to our present reality. You can begin this year to radically shed yourself of everything and become a different person. Consciously choose to shed yourself of disempowering thoughts that hold you back in life and choose to really love yourself and do what you can to create the best version of yourself. The power of free will is the power of choice and it is in you every minute of everyday to use it. Go ahead and paint your life the way you want by making strong conscious decisions.

## QUOTES OF DECISIONS

- A real decision is measured by the fact that you've taken a new action. If there's no action, you haven't truly decided. (Tony Robbins)
- A wise man makes his own decisions, an ignorant man follows public opinion. (Chinese Proverb)
- An unsettled mind is helpless. Indecision makes an unsettled mind. Most individuals lack the willpower to reach decisions promptly, and to stand by them after they have been made, even during normal business conditions. (Napoleon Hill)
- At each moment, a person is free to choose what he or she will do and be. (Rollo May)
- Become aware of the conscious choices we make in every moment. (Deepak Chopra)
- Between stimulus and response there is a space. In that space is our power to choose our response. In our growth and our freedom. (Viktor E. Frankl)
- But until a person can say deeply and honestly, "I am what I am today because of the choices I made yesterday," that person cannot say, "I choose otherwise." (Stephen R. Covey)
- Choice determines direction, decision determines destiny. (Doug Firebaugh)
- Decide what you want and then act like it's impossible to fail. (Brian Tracy)
- Decision making can sometimes seem like inner civil war. (Jim Rohn)
- Decisions will be made in the next few years which will set our course and direction for decades to come. The choice now being placed before the human community are enormous, and tomorrow's choices will be even more momentous as our options. (Neale Donald Walsch)
- Destiny is not a matter of chance; it is a matter of choice. It is not a thing to be waited for, it is a thing to be achieved. (Winston Churchill)
- Every single choice you have ever made in your life has brought you to this exact moment, reading this exact sentence. (Unknown)

- Everything you do is based on the choices you make. It's not your parents, your past relationships, your job, the economy, the weather, an argument, or your age that is to blame. You and only you are responsible for every decision and choice you make, period. (Brenda Slavin)
- I am not a product of my circumstances. I am a product of my decisions. (Stephen R. Covey)
- In my study of achievers, I have found that the difference between the great and the mediocre is one thing: The willingness to make a decision. (Danny Cox, a former supersonic test pilot)
- Know that it's your decisions, and not your conditions, that determine your destiny. (Anthony Robbins)
- Long-term thinking improves short-term decision making. (Brian Tracy)
- No one else can live your life for you, no one else can make decisions for you and no one else really cares about you more than you do about yourself. (Donald Carty)
- Once you make a decision, the universe conspires to make it happen. (Ralph Waldo Emerson)
- Our future is generated by the choices we are making in every moment of our life. (Deepak Chopra)
- Successful people don't make the right decisions. They make their decisions right. (Elliott Hulse)
- The greatest moment is when you decide, decision changes everything. (Douglas Vermeeren)
- The moment you make a decision to raise your standards, be prepared to have your circle get smaller. (Patrick Bet-David)
- Those who reach decisions promptly and definitely know what they want, and generally get it. (Napoleon Hill)
- You are only one decision away from a totally different life. (Unknown)
- You are what you choose today, not what you've chosen before. (Wayne Dyer)
- You cannot make progress without making decisions. (Jim Rohn)
- You have brains in your head. You have feet in your shoes. You can steer yourself any direction you choose. (Dr. Seuss)



## **CHAPTER 22: FOCUS**

Focus is one of the most under discussed words and one of the most powerful words you can learn to use to make your dream a reality. Focus is your ability to channel not only your eyes but your energy on a single task. From the time you wake up in the morning to the time you shut your eyes at night, your waking life has your focus somewhere. The question is where? What are you focusing on? What are you thinking about? What are you spending your energy on? It should be your dreams. You should be focusing on your dreams, thinking about your dreams and spending your energy on the things that will bring about your dreams into reality. Recalibrate your focus and direct it to your dreams in thought and action daily.

For your dreams to get out of your head into reality will require you to focus. Focus is not easy, its hard work to focus in today's day and age. We are bombarded daily with distractions from internet websites news and YouTube channels. Social media accounts like Facebook, Instagram and Snap Chat. TV channels along with endless entrainment like Netflix and Stan. 24/7 365 days a year endless distraction taking away our focus. You need to get control of your focus and direct its energy to your dreams, goals, plans, thoughts and of course your actions. Get your focus back under control from the time-consuming distractions and get your focus on the goal path instead of the easy path.

### **NO ONE CREATED ANYTHING WORTHWHILE WITHOUT FOCUSED ATTENTION**

Look into the history of successful companies and you will find the story of the founder who first had an idea and dream for that business. Turned it into a plan and went to work on that plan for years and years with concentrated FOCUS, never letting the focus of the vision fade. With focused attention on the dream and actions, that company eventually pushed out into the marketplace, expanded and the rest was history. All companies start out as an idea and dream. They are only grown by intense

focus on vision and action. Successful people and companies only become successful due to the all importance of FOCUS. Without focus nothing worthwhile happens.

## **FOCUSED**

Who in your immediate life right now can you describe as focused? Are they successful at what they do due to their ability to maintain focus? Would you say you are a focused person? If you focused more on the right things would you be closer to your dreams? How can you become more focused in life? Easy. Become extremely self-aware how you spend your waking hours. That's the first step. Keep a journal of what you do. You by now in the earlier chapters should have broken your dream into goals and goals in plans and plans into daily actions and daily actions into habits. Now all you need to do is work out your focusing muscle on those tasks first by thought then by action. Create chunks of time in your day to solely focus on completing those daily tasks that will bring your dream closer to reality.

## QUOTES ON FOCUS

- All great achievements in life are preceded by a long period of focus and concentration, sometimes for weeks, months, and even years, before success is achieved. Every big achievement was preceded by hundreds, even thousands of small efforts and activities that no one ever sees or appreciates. (Brian Tracy)
- Amazing things that the human body can do when the mind is focused, intense, and driven. (James Mannion)
- Concentrate all your thoughts on the task at hand. The sun's rays do not burn until brought to a focus. (Alexander Graham Bell)
- Concentration is the focusing of the attention, interest, and desire upon the attainment of a definite end. (Napoleon Hill)
- Concentration, in its truest, unadulterated form, means the ability to focus the mind on one single solitary thing. (Komar)
- Direct your focus or be directed. (Anthony Robbins)
- Focus on the journey, not the destination. Joy is found not in finishing an activity but in doing it. (Greg Anderson)
- Focus on where you want to go instead of what you fear. (Anthony Robbins)
- Focus on your strengths. Don't dwell on your weaknesses, everybody else is already doing that for you. (Gary Vaynerchuk)
- Focus on yourself, and over the long haul, you will fail in life. Focus on the needs of others, and you will meet with great success. (Dexter Yager)
- Focus stands for Follow One Course Until Successful. (Unknown)
- It is during our darkest moments that we must focus to see the light. (Aristotle)
- Most people have no idea of the giant capacity we can immediately command when we focus all of our resources on mastering a single area of our lives. (Anthony Robbins)
- One of the best ways to overcome procrastination is for you to get your mind off the huge task in front of you and focus on a single action that you can take. (Brian Tracy)
- Power is when you focus on one thing. (Unknown)

- Take no credit; take no blame! Just keep focused on the game! Focus on the mission and chief aim! (Tiger Woods)
- That's been one of my mantras focus and simplicity. Simple can be harder than complex. You have to work hard to get your thinking clean to make it simple. But it's worth it in the end because once you get there, you can move mountains. (Steve Jobs)
- The best advice I ever came across on the subject of concentration is: wherever you are, be there. (Jim Rohn)
- The more you focus on and talk about what you do want, the faster you will manifest your dreams and goals. (Stephen R. Covey)
- We can always choose to perceive things differently. You can focus on what's wrong in your life, or you can focus on what's right. (Marianne Williamson)
- When every physical and mental resource is focused, one's power to solve a problem multiplies tremendously. (Norman Vincent Peale)
- You get what you focus on. So focus on what you want. (Unknown)

## **CHAPTER 23: ACTION**

Action is the ability to use your body to shape your outer environment by using your mind. You have the power to use your human form to do something and create something. You also have the power not to do something and not create anything. It all starts first in your mind a thought then an impulse to act. You can say action is the outward movement of our inner thoughts, dreams and habits into existence. Your actions determine your destiny. Not what you say but what you do. Action can be seen as the car that is going to drive you to the future you dream about. You can dream, you can plan, you can learn, you can think, you can believe but if you don't act, nothing happens, nothing gets done without action.

Life doesn't get better by wishing it gets better by acting. You need to start practicing the daily habit of taking small actions on your goals. If you start taking small daily actions on your goals over the next 5 years or 1826 days, the actions you take will compound and get you to your destination. Most people go through life first without goals and direction, so their daily actions become goalless. It is simply mathematics.

For example, your goal is to read 25 books in the next 12 months and the average book is approx. 250 pages. Simply put  $25 \times 250 = 6250$  pages. This might seem like a massive number but if you take 6250 and divide by 365 days you only need to read 17 pages on average a day. This shouldn't take longer than 30 minutes. Everyone has 30 minutes in a day to work on their goals if they made it a priority.

### **DISCIPLINED QUALITY ACTION**

Most of our life is taken up by our basic needs to exist as a human on earth. From sleeping, eating, working, socializing, grooming, relaxing and everything else that fills our day up. In our fast-paced world 95 percent of our actions and reactions are

automatic, unconscious responses to our physical and human environments. We get only about 5 percent of our spare time which we can devote to disciplined quality action. First break your major goal down into tasks and then make time in your schedule to devote yourself to focus on disciplined quality action. Once you start the daily habit of working on your goals you will see how much time you really waste on unimportant un-goal related activity. Start by increasing the amount of time you spend on disciplined quality action and less time on undisciplined unimportant activities. By scheduling time for disciplined quality action and making this a new habit to work consistently on your major goals, it's just a matter of time before you realize your dreams.

## **CHANGE YOUR DAILY ACTIONS**

Think back to your previous self from 10 years ago and think how much life has changed. What major actions have you changed in your daily life? Do you do the same things you did 10 years ago? Do you think the same? Do you have the same circle of friends? Is your career different? What have you created or done over the past 10 years? Did any of this happen overnight or did 10 years of change really take 3,650 days? You can agree that by looking back at your previous self, the one thing that changed everything was your daily actions. Your daily actions are one of the only things you really have complete control over.

You can control what time you wake up. You can. You can control what you eat, do, listen too, watch, read, socialize with. You can. You control how hard you work on your job or your relationship. You can. You can control most things in your daily life if you ever stopped and think about it. Start today or tomorrow if you will to start changing up your daily routine and doing things outside your comfort zone that will put you on the path of goal achievement instead of drifting away from your goals. To change your life, start first by changing your daily actions so you turn your life into habitual success achieving days.

## QUOTES ON ACTION

- A life which does not go into action is a failure. (Arnold J. Toynbee)
- A man of knowledge lives by acting, not by thinking about acting. (Carlos Castaneda)
- Act as if it were impossible to fail. (Dorothea Brande)
- Action is the bridge between your vision and results. (Peter Jones)
- Action is the foundational key to all success. (Pablo Picasso)
- Action may not always bring happiness, but there is no happiness without action. (Benjamin Disraeli)
- Action orientation is essential to your success. (Brian Tracy)
- Action produces results. In fact power is defined as “The ability to Act.” (Anthony Robbins)
- An ounce of action is worth a ton of theory. (Friedrich Engels)
- As ye sow, so shall ye reap. (Earl Nightingale)
- Chaotic action is preferable to orderly inaction. (Will Rogers)
- Develop the ability to act, take action. Act when the idea is hot and the emotion is strong. (Jim Rohn)
- Do what you can, with what you have, right where you are. (Theodore Roosevelt)
- Do you want to know who you are? Don’t ask. Act! Action will delineate and define you. (Thomas Jefferson)
- Don’t be timid and squeamish about your actions. All life is an experiment. The more experiments you make, the better. (Ralph Waldo Emerson)
- Don’t wait until conditions are perfect before starting something. They never will be. Act now. (David Schwartz)
- Every act we perform during the day is goal-achieving, tension-relieving, or unnecessary. (Earl Nightingale)
- Every day do something that will inch you closer to a better tomorrow. (Doug Firebaugh)
- Future intent influences often determine present actions. (Brian Tracy)
- I miss 100 percent of the shots that I never take. (Wayne Gretzky)
- It’s been said that there are three kinds of action in life: The right action 2. The wrong action. 3. No action (which will

always result in nothing) and in my world there's fourth kind of action: 4. Massive action! That's the one I live by! (Grant Cardone)

- Never mistake motion for action. (Ernest Hemingway)
- One person who will take action is worth ten brilliant talkers who do nothing. (Brian Tracy)
- One's motto should be "deeds, not words." (Napoleon Hill)
- Small actions, consistently made, have far-reaching consequences. (Anthony Robbins)
- The ancestor of every action is a thought. (Ralph Waldo Emerson)
- The miracle of the seed and the soil is not available by affirmation, it is only available by labor. (Jim Rohn)
- The superior man is modest in his speech, but exceeds in his actions. (Confucius)
- Thoughts frame your portrait, action paints it. (Unknown)
- You could never learn to ride a bicycle by only reading a book. (Robert Kiyosaki)



## **CHAPTER 24: WORK**

Work can be defined as an activity that exerts physical or mental effort to overcome obstacles and achieve an objective or result. Many of us only work on our day time jobs and don't work on our dreams. Working at your job makes you a living but working on your dreams makes you a success in your own right, because manifesting your dreams into reality is the hardest work you will do. Work harder on yourself and your dreams than you do on your job and you guarantee success. Go to work on your mind, your thoughts, your body, your goals, your relationships, your habits, your strengths and your weaknesses.

You have certain strengths, talents and gifts that you should be devoting time to sharpen and improve. Get clear on your strengths, talents and gifts. Dedicate your life to becoming the best version of yourself you possibly can be. Work on your passions, get up early, stay up late, and put in the extra hours into work. As Elon Musk said "Work like hell. If you put in 80 to 100 hours a week, every week, you will achieve in 4 months what it takes others a year to achieve." Demand more from yourself. Put in the work. It's the only obstacle between your dream in your head to your dream in your hand.

### **TURN WORK INTO A WORKOUT**

By now you should know what your number one dream is and have clear written goals defined and have broken them up into the action steps to take. Now the having the plan and working the plan are two different things. To take action requires work and to really get the best results in the shortest amount of time requires hard consistent work, just like a gym workout. You can either take your time and stroll through a workout or go in there hard and fast and get it done. Treat your days like a workout, when its time to do the necessary work and get the results you are after, dig your heels in like you are in the gym. Count the reps, lift the weight, do the sets and exercises and go hard, then rest. Work

hard on yourself every day and keep kicking the ball a little every day down the road to success.

## **WORK HARD FOR THE NEXT 30 YEARS**

Your major work in life shouldn't have an end date. It should be your life's work and craft, what you do and who you are. If you worked hard for the next 30 years on yourself, your goals, your passions, your skills and your strengths. What type of person will you be and how much positive change will you have affected on people and the world? Who are you working hard for? Who will be benefiting from you bettering yourself? What's the motivate for you to work hard for the next 30 years?

Gary Vaynerchuk say's, 'Macro Patience, Micro Speed'. Think long term and have patience but work your butt off everyday. Having a long term perspective and an intense focus on present actions is the formula for success. Life is trek of self-discovery with detours and roadblocks on the way to a destination of your imagination. Think of imagined future days in 30 years time and work like hell to make it happen to make your dreams come true. The old saying that it takes 10,000 hours of hardwork to make an overnight success is true. Turn your dreams into plans, plans into actions, actions into work and work everyday.

## QUOTES ON WORK

- All growth depends upon activity. There is no development physically or intellectually without effort, and effort means work. Work is not curse; it is the prerogative of intelligence, the only means to manhood, and the measure of civilization. (Calvin Coolidge)
- Be the hardest working person in whatever you do, and you will put yourself in a position to be successful. (Stephen Curry)
- Before you begin work, always ask yourself, is this task in the top 20% of my activities or in the bottom 80%. (Brian Tracy)
- Being busy does not always mean real work. The object of all work is production or accomplishment and to either of these ends there must be forethought, system, planning, intelligence, and honest purpose, as well as perspiration. Seeming to do is not doing. (Thomas A. Edison)
- Blessed is he who has found his work. (Thomas Carlyle)
- Change your attitude about your job from something you got to do to something you get to do and there will be a big difference in your performance. (Zig Ziglar)
- Choose a job you love, and you will never have to work a day in your life. (Confucius)
- Coming together is a beginning; keeping together is progress; working together is success (Henry Ford)
- Do the hard jobs first. The easy jobs will take care of themselves. (Dale Carnegie)
- Do your work. Not just your work and no more, but a little more for the lavishing sake – that little more is worth all the rest. (Dean Briggs)
- God gives talent, work transforms talent into genius. (Anna Pavlova)
- Hard work beats talent, combine the two and the world will know your name! (Grant Cardone)
- I used to work and train harder than anyone. I was ferocious with my training and it paid off. (Mike Tyson)
- If people knew how hard I had to work to gain my mastery, it wouldn't seem wonderful at all. (Michelangelo)
- Learn to work harder on yourself than your job. (Jim Rohn)

- Nothing is ever accomplished without work. If I leave you nothing else but the will to work, I will have left you the priceless gift: the joy of work. (W. Clement Stone)
- Opportunity is missed by most people because it is dressed in overalls and looks like work. (Thomas A. Edison)
- Service is the rent we pay for the privilege of living on this earth. (N. Eldon Tanner)
- Some people dream of success while others wake up and work hard at it. (Napoleon Hill)
- Talent is cheaper than table salt. What separates the talented individual from the successful one is a lot of hard work. (Stephen King)
- The guy who is willing to hustle the most is going to be the guy that gets the loose ball. (Will Smith)
- The harder I work, the luckier I get. (Samuel Goldwyn)
- The only place success comes before work is in the dictionary. (Vince Lombardi)
- The work is the variable of success. (Gary Vaynerchuk)
- There's no talent here, this is hard work. This is an obsession. Talent does not exist, we are all equals as human beings. You could be anyone if you put in the time. You will reach the top, and that's that. I am not talented, I am obsessed. (Conor McGregor)
- Things may come to those who wait, but only the things left by those who hustle. (Abraham Lincoln)
- To find joy in work is to discover the fountain of youth. (Pearl S. Buck)
- Work hard in silence; let success make the noise. (Unknown)
- Work is a necessity for man. Man invented the alarm clock. (Pablo Picasso)
- Work is the grand cure of all the maladies and miseries that ever beset mankind. (Thomas Carlyle)
- Work like there is someone working twenty-four hours a day to take it all away from you. (Mark Cuban)
- Work spares us from three evils: boredom, vice and need. (Voltaire)
- Working hard for something we don't care about is called stress. Working hard for something we love is called passion. (Unknown)

## **CHAPTER 25: HABIT**

Habits are anything we do repeatedly, consciously or unconsciously. What makes us all unique is the habits we develop over time. You run the day mostly by your unconscious habits, from getting up at the same time, to thinking the same thoughts, showering the same way, to eating the same foods, to going to the same job, doing the same menial tasks day in and day out, to watching the same shows, to having the same conversations, to holidaying at the same place. We are all creatures of habits and overtime hardwire ourselves to follow the same repeated patterns of behavior just like a stylus on a record player goes around the grooves on a vinyl record.

Take a moment to stop, think and write down just how many things you do throughout a typical day that is habitual. From the time you wake up? To the foods you eat? To what you do, to how you talk, what you think about? Write down and notice how over time you have hardwired yourself to do what is comfortable and easy. The best way to develop self-awareness of yourself is to use a journal everyday and write out your day. Do this for as little as a few weeks and you will clearly see your life massively dictated by your daily habits. Self-awareness is the next best thing to self-coaching. Understand yourself first before you try to change your habits. Know which habits are not serving you and replace them with habits that will automate your life to success. We first build good habits and then let the good habits build us.

## **WINNING HABITS TO CULTIVATE**

From studying the most successful people on the planet, I have found that most of them have cultivated very similar winning habits that helped take them to the top of their chosen fields. Developing any new habit takes some adjustment at the start if its something you don't do often, but with persistence and repetition you can make any new habit easy and enjoyable over time.

## **THE TOP 5 MOST COMMON HABITS SUCCESSFUL PEOPLE SHARE**

1. Working out. Successful people understand the importance of keeping their body in top shape. From eating good and exercising the body, the more you look after your body, the body will look after you. Keeping your body fit and healthy is a number 1 requirement of successful people, to give them the energy needed for their high-performance life. Start to cultivate the habit of looking after yourself through eating the healthy foods and working out, so your body can give you the energy you need to fulfill your dreams. Health is wealth.
2. The second winning habit that successful people have in common is an unbelievable obsession in improving their intelligence. Getting smarter and sharpening their mind through books, video, audio, experiences and networking with other intelligent people is what successful people do. Leaders are readers and your network is your networth. Cultivate the same obsession in improving your intelligence through other people's writings and experiences. It's never been easier to get smarter with books, audio, video at the tip of your fingers, you have no excuse.
3. The third common winning habits the most successful people have in common is having clear written goals with deadlines. Studies show time and again this simple small habit of setting personal, clear, written goals puts you in the top 5% of people on the planet. Unbelievably 95% of people don't have personal, clear, written goals for their life. They are going through life with their fingers crossed. Join the 5% crowd and cultivate the habit of setting goals for your days, weeks, months, years, decades and life. You have this one life, go out there and do something special with it. Become the best version of yourself.

4. The fourth successful habit winners have in common is working on the most important task at hand every day. Focusing on the 20 percent of activities that will give you 80 percent of the results is what successful people concentrate on. Not the other way around like most people do. Eating that big frog everyday, not the tadpoles. Doing the difficult, not the easy. This is what makes the difference between people who hit and achieve goals vs people who cross their fingers and wish their way through life. Identify what will move the needle forward everyday and get it done.
5. The fifth successful habit winners have in common is the ability to persist in the face of adversity and defeat. You don't know the names of the countless number of people who gave up the fight to see their dreams become a reality. Look at any successful well know person and see the common trait of persistence in the face of adversity and defeat. Adversity and defeat might knock them down but not knock them out. Might push them off course but never out of the race. Develop the ability to persist in spite of circumstances and never give up on your dreams. Reset everyday, work hard and push forward.

If you begin to follow the habits above from working out, eating right, educating yourself daily, writing out your goals, working on the important tasks and persisting until, you are well on your way to seeing your dreams become a reality.

## QUOTES OF HABITS

- 95 per cent of our behavior, feeling, and response is habitual. (Maxwell Maltz)
- A bad habit is nothing more than a mistake repeated. (Unknown)
- A nail is driven out by another nail; habit is overcome by habit. (Desiderius Erasmus)
- All habits are learned, and they can therefore be unlearned. (Brian Tracy)
- Bad habits are easy to form, but hard to live with; good habits are hard to form, but easy to live with. Your job is to form good habits and make them your masters. (Brian Tracy)
- Both success and failure are largely the results of habit. (Napoleon Hill)
- Build as many positive habits into your life as possible. (Zig Ziglar)
- Chains of habit are too light to be felt until they are too heavy to be broken. (Samuel Johnson)
- Curious things, habits. People themselves never knew they had them. (Agatha Christie)
- Every day you get a chance to make new habits and change old ones. (Unknown)
- Excellence is an art won by training and habituation. We do not act rightly because we have virtue or excellence, but we rather have those because we have acted rightly. We are what we repeatedly do. Excellence, then, is not an act but a habit. (Aristotle)
- For it is another of nature's laws that only a habit can subdue another habit. (Og Mandino)
- Habit patterns and ways of thinking become deeply established, and it seems easier and more comforting to follow them than to cope with change, even when change may represent freedom and achievement. (Earl Nightingale)
- Habits are like a cable. We weave a strand of it everyday and soon it cannot be broken. (Horace Mann)
- In changing bad habits, you don't 'pay the price' you enjoy the benefits. (Zig Ziglar)



- Men's natures are alike; it is their habits that carry them far apart. (Confucius)
- Motivation gets you going, but habit gets you there. (Zig Ziglar)
- Ritual is obsession in motion. (Unknown)
- The successful person has the habit of doing the things failures don't like to do. (E.M. Grey)
- There is no influence like the influence of habit. (Gilbert Parker)
- There is no point of compromise between a man and his habits. Either he controls his habits or his habits control him. The successful man, understanding this truth, forces himself to build the sort of habits by which he is willing to be controlled. (Napoleon Hill)
- We are slaves on the treadmill of our habits. (Jack Collis)
- We first make our habits, and then our habits make us. (Charles Noble)
- When the action is repeated regularly over a period of time, it will lead to a behavioural change. Behavioural change leads to habit formation. (Zig Ziglar)
- When your intention beats habit, you win the game of life. (Kyle Cease)
- You live through the habit that means that the habit lives basically through you. The habit itself persists, it has an energy of its own. (Osho)

## **CHAPTER 26: CHANGE**

Change is the one sure thing we all experience and agree upon. We experience the changes in ourselves from change in our body over time, to changes in our understanding, our relationships, our society, technology and the world as a whole. Change will happen whether you like it or not, a fact of life that change will ultimately lead to death. There are two things you can't control in life, one is being born and the other is dying. What you can control to a degree is what you do in between those two events. You can consciously will your life in the direction of your dreams by simply changing.

You can let change happen to you or you can control the change in your life by being the director of your life. You call the shots in life. You deliberately force a change in yourself, your thoughts and your actions. That is what changes the results in your life.

### **WHAT CAN YOU CONTROL?**

In life you get to a point in which you realize you can't control 99.9% of things you see on the 6 o'clock news or the daily newspaper. You can't control the weather, the world economy, governments, wars, diseases, death and taxes. But you can control yourself. You have more control over yourself than anything else in this world. Answer the below.

Can you control your thoughts?

Can you control your attitude?

Can you control your actions?

Can you control your life?

Do you agree that you can control your thoughts, attitude, actions and life? Or do you disagree and believe that other people have more control of your thoughts, attitude, actions and life? You are either more internally directed in life by yourself or externally directed in life by others. By understanding that you are the main controller of your own life, you can control the change in your life by directing the changes you want to see.

## **WHAT TO CHANGE?**

What do you want to change in your life? Do you want to change your bank account and earn more money? Do you want to lose weight? Put on muscle? Improve your health? Change your circle of friends? Change your relationship? Change your job? Change your bad habits? You can come up with a list of a dozen things in your life right now that you want to change. Most of things people want to change in their life are merely wishes with no thought of ever taking action towards the changes they want to see come about. And that's okay, we all wish for things to happen without wanting to put in the work to see those changes come about.

But out of the dozen of things you want to change their might be one or two major things you want to change and are willing to put in the effort to make these changes come about no matter what. What one or two things you want to change in your life in this moment or time? What's the one thing that you could do or achieve in the next 12 months that would bring you the most happiness? What is this thing? Whatever it is, this should be your number 1 goal

## QUOTES ON CHANGE

- A change in your personal definition will instantly change the talents you express, the behaviour's you demonstrate and the aspirations you pursue. (Anthony Robbins)
- All change is from the inner to the outer. All change begins in the self-concept. You must become the person you want to be on the inside before you see the appearance of this person on the outside. (Brian Tracy)
- All conditions are highly unstable and in constant flux. Impermanence is a characteristic of every condition, every situation you will ever encounter in your life. It will change, disappear, or no longer satisfy you. (Eckhart Tolle)
- All great changes are preceded by chaos. (Deepak Chopra)
- At any given moment you have the power to say, this is not how the story is going to end. (Christine Mason Miller)
- Be the change you wish to see in the world. (Mahatma Gandhi)
- By starting to make changes, by growing in bits and pieces, you can slowly but steadily change your life. (Anthony Robbins)
- Change is the only constant. Hanging on is the only sin. (Denise McCluggage)
- Disgust and resolve are two of the great emotions that lead to change. (Jim Rohn)
- Everyone thinks of changing the world, but no one thinks of changing himself. (Leo Tolstoy)
- God, give me grace to accept with serenity the things that cannot be changed, the courage to change the things which should be changed, and the wisdom to distinguish the one from the other. (Reinhold Niebunhr)
- If we wanted to change the situation, we first had to change ourselves. And to change ourselves effectively, we first had to change our perceptions. (Stephen R. Covey)
- If you change, everything around you will change. (Jim Rohn)
- If you want to change, you have to be willing to be uncomfortable. (Les Brown)
- If you're searching for that one person who will change your life, take a look in the mirror. (Unknown)
- It's never too late to change the direction that your life is going in. (Wayne Dyer)

- Life and business is like the changing seasons, you cannot change the seasons, but you can change yourself. Learn to change yourself. (Jim Rohn)
- Never believe that a few caring people can't change the world. For, indeed, that's all who ever have. (Margaret Mead)
- The ability not only to accept change but to create it is a mark of the dynamic individual. (Robert Kiyosaki)
- The only way to make sense out of change is to plunge into it, move with it, and join the dance. (Alan Watts)
- There is a huge difference between wanting to change and being willing to change. Almost everyone wants to change for the better. Very few are willing to take the steps necessary to create that change. (John T. Child)
- To change the visible, you must change the invisible (T. Harv Eker)
- When one door closes another opens. But often we look so long so regretfully upon the closed door that we fail to see the one that has opened for us. (Alexander Graham Bell)
- When we are no longer able to change a situation, we are challenged to change ourselves. (Viktor E. Frankl)
- When you change the way you look at things, the things you look at change. (Wayne Dyer)
- Yesterday I was clever, so I wanted to change the world. Today I am wise, so I am changing myself. (Rumi)
- You and I can change how we feel in an instant, just by changing our focus. (Anthony Robbins)
- You can change where you are and what you are by changing what goes in your mind. I am living proof. (Zig Ziglar)
- You cannot change your destination overnight, but you can change your direction overnight. (Jim Rohn)
- You must be the change you wish to see in the world. (Mahatma Gandhi)
- You want to make massive and lasting change in your life? Change your identity. (Tom Bilyeu)
- Your life does not get better by chance, it gets better by change. (Jim Rohn)

## **CHAPTER 27: EMOTIONS**

Emotions and feelings are your internal compass silently directing your life. Emotions is a big part of what makes us human by being able to experience a wide variety of emotions such as happiness, sadness, anger, fear, disgust, surprise and contempt. These variety of emotions come and go throughout our life journey from times of brief happiness to the deepest sadness. Emotions and feelings can either be positive or negative relative to the emotion we feel at the time and the events happening in our life.

### **CHANGE YOUR MOTION, CHANGE YOUR EMOTION**

Have you ever been in a rut? When life got repetitive, mundane, boring and same old. When you just went through the motions and experienced very little emotion. We have all been their and will all go through those stages in life. On the other hand, have you experienced times in your life when things are happening and coming together, and you feel amazing? Things are new, upbeat and you are on the go and feeling happy. I'm sure you have had moments in life like this? Compare the two situations and notice how you reacted with your body. How was your posture? Hunched over or standing straight? The pace your walk? Slow or Fast. The look on your face? Frown or Smile. You see when we experience emotions and moments of happiness our body follows suit in a similar motion. Emotion and Motion are connected deeply just like the Yin and Yang, sun and the moon.

Naturally your emotions will flow outwardly through your motion, but you can also do the opposite and create positive emotions by first controlling your motion. A small example will show you the power motion has over emotion. Right now, drop down to the ground and 20 pushups. It should take you 30 seconds. Do it now. Seriously do it. Ok now you have done 20 pushups, do you feel your blood pumping? Heart rate accelerating? Do you feel alittle bit better? Or go for a workout, lift some weights, go for a run, a bike ride or even for a walk and

see how your motion effects your emotions and feelings. Start practicing a few simple little tricks such as sitting up straight, walking tall, walking faster and smiling for no reason and notice the changes in your emotion.

## **SET YOUR EMOTIONS TO YOUR DREAMS**

Set yourself up to win by attaching strong emotions to your dreams. By breaking your dream down into a goals, and goals down to tasks. Create that winning feeling by rewarding yourself when you hit mini milestones on the way to your dreams. Make winning and working hard towards your dream rewarding and pleasurable. Also harness the power that comes with negative emotions to propel you to take action.

Becoming angry with yourself, when you let your standards slip is a useful way to get back on track. Using the emotion disgust as leverage to create massive change is a strong tool and technique winners use to reach their dreams. Feeling deeply the strong negative emotion such as sadness can make you take new actions to generate more happiness in your life. Overcoming your fears is a sign of growth and development through your journey of life. Set yourself up to win by using your internal compass of emotions to direct your life to the direction of your dreams.

## QUOTES ON EMOTIONS

- All that you really want in life is to change how you feel. (Anthony Robbins)
- Before getting upset always ask yourself. Will this even matter in six months, in a year, or in five years? If the answer is no, just let go. (Unknown)
- Cultivating the pause between stimulus and response, and how, by practicing this pause over time, you can master your emotions. (Dan Sullivan)
- Disgust, I've had it, I don't want to live like this anymore. That's a powerful emotion. Emotion gives you the fuel to make life changes. (Jim Rohn)
- Don't let other people's emotions control you. (Anthony Robbins)
- Ego generated emotions are derived from the mind's identification with external factors which are, of course, all unstable and liable to change at any moment. The deeper emotions are not really emotions at all but states of being. Emotions exist within the realm of opposites. States of being can be obscured, but they have no opposite. They emanate from within you as the love, joy, and peace that are aspects of your true nature. (Eckhart Tolle)
- Emotional intelligence is also the capacity for recognizing our own feelings and those of others, for motivating ourselves, and for managing emotions well in ourselves and in our relationships. (Daniel Goleman)
- Emotions are connected to thoughts. That's why they can be fleeting or continuous. It depends on your thought patterns. (Dexter Yager)
- Emotions are the most powerful forces inside us. Under the power of emotions human beings can perform the most heroic as well as the most barbaric acts. (Jim Rohn)
- Humans catch emotions from others. (David DeAngelo)
- Most people are not influenced largely by reason; they are swayed by emotions, or feeling. The man who is not capable of arousing his own emotions very deeply is not apt to be able to appeal to others through their emotional nature. (Napoleon Hill)



- Too often common sense deserts us when we most need it and our so-called better judgment is swamped by a tidal wave of emotion. (Arthur Freeman)
- Unexpressed emotion will never die. They are buried alive and will come forth late in uglier ways. (Sigmund Freud)
- We know that if you have an emotion, it shows on your face. (Paul Ekman)
- You cannot have a feeling (emotion) without first having experienced a thought. Take away your brain and your ability to 'feel' is wiped out. A feeling is a physical reaction to a thought. (Wayne Dyer)
- You will not be punished for your anger, you will be punished by your anger. (Buddha)

## **CHAPTER 28: ENERGY**

The energy I want to discuss is your life force energy which makes you alive and human. This force of energy that dwells within you and emanates through your body is what allows you to live. It is this energy that gives us strength and vitality required for sustained physical and mental activity. Some people have an abundance of energy and some people have a lack of energy. Kids generally have an abundance of natural energy in their early stages and life vs the elderly who generally have a lack of energy. Then there is everyone else in the middle who generally can control the amount of energy they possess if they desire so. You have the power to increase your natural energy levels if you desire the strength and vitality in your life.

You can increase your energy not only by getting enough sleep and eating healthy but by activating your body into gear. To take your energy up another notch take action and get your body moving. Go for a walk, a run, a ride, a swim or a workout. Get your body in shape by putting your body under some stress. Your body will react to the stress by getting fitter and stronger and produce more energy. You will feel better throughout the day both mentality and physically. Activate your muscles and get your blood pumping. Walk faster than normal, have a spring in your step, clap your hands, whistle, sing, listen to music and pump yourself up to perform at your best.

### **MENTAL ENERGY**

Apart from the physical energy we discussed which we all need for high productivity, mental energy is other major component you need to work on. Having high levels of mental energy include happiness, confidence, focus, and increased willpower, motivation, and productivity. You can develop your mental energy in a number of different ways from being present and grateful, surrounding yourself with great people, thinking positively, decluttering your mind, going outside and having fun,

meditating, getting enough rest, drinking caffeine and trying new things. Work on yourself to expand your mental and physical energy to live, thrive and create the life you want. Without the right amount of energy you will struggle to achieve your dreams, as energy is the force that drives your success in life.

## QUOTES ON ENERGY

- A person's energy can tell you more about them than their own words. (Unknown)
- By supplying attitudes of faith to the mind it can increase energy. (Norman Vincent Peale)
- Don't hold to anger, hurt, or pain. They steal your energy and keep you from love. (Leo Buscaglia)
- Energy flows where attention goes. (Michael Beckwith)
- Energy is the currency of the universe. When you 'pay' attention to something, you buy that experience. (Emily Maroutian)
- Energy, not time, is the fundamental currency of high performance. (Jim Loehr)
- Every human being emanates an energy field that corresponds to his or her inner state, and most people can sense it. (Eckhart Tolle)
- Everything around us is made up of energy. To attract positive things in your life, start by giving off positive energy. (Celestine Chua)
- Everything changes when you start to emit your own frequencies rather than absorbing the frequencies around you, when you start imprinting your intent on the universe rather than receiving an imprint from existence. (Barbara Marciniak)
- Goals help you channel your energy into action. (Les Brown)
- Maximize your personal powers: Identify your periods of highest mental and physical energy each day and structure your most important and demanding tasks around these times. Get lots of rest so you can perform at your best. (Brian Tracy)
- Nothing can add more power to your life than concentrating all of your energies on a limited set of targets. (Nido Qubein)
- One of the most important requirements for being happy and productive is for you to guard and nurture your energy levels at all times. (Brian Tracy)
- People who are very clear on who they are and their mission in life tend to be bursting with energy, yet they are also aware of the need for times of quiet and reflection to renew themselves. (Tony Schwartz)

- Power is predicated upon organized energy. Energy can only be organized through the principle of concentration. (Napoleon Hill)
- Success, my nomination for the single most important ingredient is energy well directed. (Louis Lundborg)
- The higher your energy level, the more efficient your body. The more efficient your body, the better you feel and the more you will use your talent to produce outstanding results. (Anthony Robbins)
- The key that unlocks energy is desire. It's also the key to a long and interesting life. If we expect to create any drive, any real force within ourselves, we have to get excited. (Earl Nightingale)
- When you become an action-oriented person, you activate the 'Momentum Principle' of success. This principle says that although it may take tremendous amounts of energy to overcome inertia and get going initially, it then takes far less energy to keep going. (Brian Tracy)
- When your energy level is low, your health and your desirable characteristics may be subdued by the negative. You, like a storage battery, are dead when your energy level is zero. What is the solution? Recharge your battery? How? Relax, play, rest and sleep. (W. Clement Stone)
- Without passion you don't have energy, without energy you have nothing. (Donald Trump)
- Your mental energy is limited by your physical energy. How do you develop more energy of all kinds? You start by putting your body in top physical condition. Unless you do that, all your other activities won't help much, you'll be stuck with the mental and emotional energy that you have now. (Tom Hopkins)

## **CHAPTER 29: HEALTH**

Health is defined as the state of being free from illness or injury. You have heard the saying that health is wealth. What if one day soon you were given a diagnosis from a doctor that you had a terminal illness and only had a few months to live? What wealth would you give for your health? Once your health becomes threatened your priorities quickly shift to making your health number one. But why wait for your health to become threatened to make it a priority number one?

Make the best investment you will ever make, invest in your health. Start by making health a lifelong study and a practice. Aim to improve your health each day, week, month and year. Drop unhealthy habits you currently have and acquire new healthy habits. Simple things like eating better, working out, losing weight or sleeping more. You don't want to wake up one day in the future with a diagnosis that you could have prevented by looking after yourself. Start today and get serious about your health, it is your only wealth in life.

### **HEALTHY HABITS**

Your current state of health is a result of your past actions and habits. Think of someone healthy in your life and think about the healthy habits they have? Think of someone unhealthy in your life and think about the unhealthy habits they have? This little exercise clearly shows that health and habits go hand and hand. Take a look at your life and notice your healthy habits and unhealthy habits. What do you do habitually to maintain good health? What unhealthy habits have you formed that is affecting your health? Are you eating the healthiest foods? Doing enough exercise? Getting enough sleep? Maintaining your energy levels so you can get the most out of each day? By developing the healthy habits and eliminating the unhealthy habits you will affect your life in more positive ways than you can imagine.

## **LET FOOD BE THY MEDICINE AND MEDICINE BE THY FOOD**

This famous quote spoken by Hippocrates rings so true, it's hard to ignore. Spoken nearly 2,500 years ago and truer than ever. Food can either cause disease or it can cure disease. Food gives us life and it can also take our life. It's all about what you eat and most importantly what you do not eat on a consistent basis that will determine your state of health. Having your diet consisting mainly of processed foods, oil, sweets, refined grains, sugar and junk food will not provide you with optimal health. A diet like this will cause dis-ease as our bodies genetically have not evolved to eat the current Standard American Diet which has spread around the world. With 100's of different types of diets out there in existence telling you what to eat and what not to eat, I'll let you figure out which one is right for you. But we can all agree what current foods are doing most of the damage to societies health and waistline. Show yourself some self-love and become the healthiest version of yourself.

## **MENTAL HEALTH**

Health is not solely all about the physical but also health is about the thing between your two ears, your mental health. Your state of well-being mentality, how you cope with the normal stresses of life, how you manage the inner game of life and the search for happiness and joy. Mental health is becoming a very talked about subject in todays day and age. With mental illness such as anxiety, depression, substance abuse and suicide affecting more and more individuals and families. Mental health is not something society can sweep under the rug any longer. With a number of growing mental health institutions arising, help is their if needed. You can take a few simple small steps to keep your mental health in check such as get outside more, build relationships and socialize with friends, exercise and stay healthy, develop gratitude, give to others and don't keep things bottled up inside.

## QUOTES ON HEALTH

- A healthy outside starts from the inside. (Robert Urich)
- Body and mind are not two separate entities. Bodymind is a single system, so when the mind becomes tense, the body becomes tense. (Osho)
- Cheerfulness is the best promoter of health and is as friendly to the mind as to the body. (Joseph Addison)
- Courting calories becomes completely unnecessary when your food doesn't have labels. (Unknown)
- Digging earlier graves with our teeth. (Les Brown)
- Early to bed, and early to rise, makes a man healthy, wealthy and wise. (Benjamin Franklin)
- Give your body the right food and it will do the right thing. (T Colin Campbell)
- Happy, optimistic people have better chance of enhancing their immune system. (Unknown)
- Health is not guaranteed in life. Health is a commission for taking care of yourself and your mind. When a person successfully sells himself on eating right, working out, and taking care of his attitude, he gets a commission of having good health. (Grant Cardone)
- Homicide is 0.8% of deaths. Diet-related disease is over 60%. But no one talks about it. (Jamie Oliver)
- Honour the physical temple that houses you by eating healthfully, exercising, listening to your body's needs, and treating it with dignity and love. (Wayne Dyer)
- If you achieve all kinds of things in the material world, but you lose your health or your peace of mind, you get little or no pleasure from your other accomplishments. (Brian Tracy)
- If you think eating healthy is expensive, just wait till you see the medical bills from eating cheap crappy food. (Unknown)
- Ill health. No person may enjoy outstanding success without good health. (Napoleon Hill)
- People are fed by the food industry, which pays no attention to health, and are treated by the health industry, which pays no attention to food. (Wendell Berry)



- People who laugh actually live longer than those who don't laugh. Few people realize that health actually varies according to the amount of their laughter. (Og Mandino)
- Physical fitness is not only one of the most important keys to a healthy body, it is the basis of dynamic and creative intellectual activity. (John F. Kennedy)
- Realize that your body works for you, not against you. (John Demartini)
- Recognize the connection between negative emotional states and physical disease. (Eckhart Tolle)
- Take care of your body. It's the only place you have to live. (Jim Rohn)
- The evidence is overwhelming that to be mentally sharp you need to be physically sharp. (Zig Ziglar)
- The greatest medicine of all is to teach people how not to need it. (David Wolfe)
- The human body is the best picture of the human soul. (Ludwig Wittgenstein)
- The problem is we are not eating food anymore, we are eating food-like products. (Alejandro Junger)
- The winners in life treat their body as if it were a magnificent spacecraft that gives them the finest transportation and endurance for their lives. (Denis Waitley)
- There are too many people counting calories and not enough people counting chemicals. (Unknown)
- There is more wisdom in your body than in your deepest philosophy. (Friedrich Nietzsche)
- Those who don't exercise cut themselves off from nature's greatest mental healer, sweat. (Tom Hopkins)
- When diet is wrong, medicine is of no use. When diet is correct, medicine is of no need. (Ancient Ayurvedic Proverb)
- When you gain control of your body, you will gain control of your life. (Bill Phillips)
- You are what you eat. So don't be fast, cheap, easy or fake. (Unknown)
- You can't get healthier until you give up what is making you unhealthy. (Larry Winget)

## **CHAPTER 30: HAPPINESS**

Happiness. A feeling that everyone wants more of but a feeling that most people don't get to experience often. Why is that? Why does the majority of society walk around with frown instead of a smile? Why are people more negative than positive? Pessimistic instead of optimistic? Look around you and notice people desiring internal happiness by chasing external things, not understanding that true life satisfaction is found within. External things attained will give you a temporary emotion of pleasure but a very short-lived feeling that eventually fades. Where true happiness is more of a lasting feeling of contentment and joy. A subtle emotion of peace that doesn't disappear after a few days like the addictive temporary pleasure emotion external objects brings, that eventually fade and makes us want more. That feeling of peace of mind and joy that true happiness brings us is the real happiness society is chasing.

### **WHAT BRINGS YOU JOY**

When was the last time you asked yourself this question, what brings me joy? Really asking yourself this question forces your mind to think about what really brings me joy and happiness in my life. For most people the answers will be the same such as money, friends, family, food, sleep, travel, sport, my dog or my cat. These are all great reasons and very real things that bring us Joy and Happiness, no doubt. But what is the one or two things in your life that is unique to the standard answers that bring you Joy? Can you identify something unique you do in your life that brings you Joy? Take note what this is and understand this might be your life's work or the thing you need to start doing more of to bring more joy into your life. Make a list of the things that give you happiness and joy, then put it on your bathroom mirror or somewhere you will see it everyday to remind you to bring more joy into your life.

## **WHAT BRINGS YOU SADNESS**

As we all have experienced the highs of happiness, we have and will all experience the lows of sadness, such as grief, sorrow, dullness, boredom and of course unhappiness. Apart from the obvious reasons that bring all of us sadness which of course is loss. What brings you sadness in your life? What is blocking your happiness and joy? Is it your financial situation? Your body and health? Your relationship? Your friendships? Your family? Your job? Your future? Your own thoughts? Your bad habits? Yourself? Write a list of all the things that are holding you back from happiness and giving you the blues. Now you have identified the source of your unhappiness, ask yourself this question. Is it really the thing on the list or the thought of the thing that is creating your sadness? You can either change the circumstances or you can change your thoughts to bring about happiness in your life.

Happiness is a mental game you play yourself. An internal mind / brain chemistry / hardwired neurons / dopamine dance going on. You are either the creator of your own happiness or the victim of sadness that creeps into your life when you are not creating conditions to bring you joy. Identify what brings you happiness and identify what makes you sad and you are halfway to happiness. Understand ultimately it is your attitude and thoughts that make the final decision to your happiness or sadness. As Viktor E. Frankl said, “When we are no longer able to change a situation, we are challenged to change ourselves.”

## **BEHAVE YOURSELF INTO HAPPINESS**

What's stopping you from happy and experiencing joy in your life right now? Yes right now this very second. What's stopping you? Your thoughts and your habitual behavior is what is stopping you. As discussed earlier we have the power to create happiness internally by thinking thoughts of happiness. We also have the power to change our behaviors that are causing the

unhappiness in our life and choose behaviors that trigger happiness in our life. Look over the life you create earlier on what makes you happy and what makes you sad and start behaving yourself into happiness by doing one thing and not the other. This may seem simplistic and childlike, but don't discount the simplicity of this exercise for its effectiveness. Behave yourself in happiness and watch all areas of your life brighten.

## QUOTES OF HAPPINESS

- A happy person is not a person in a certain set of circumstances, but rather a person with a certain set of attitudes. (Hugh Downs)
- A man who as a physical being always turned toward the outside, thinking that his happiness lies outside him, finally turns inward and discovers that the source is within him. (Soren Kiekegaard)
- A smile is a curve that sets everything straight. (Phyllis Diller)
- As human beings we all want to be happy and free from misery. We have learned that the key to happiness is inner peace. The greatest obstacles to inner peace are disturbing emotions such as anger and attachment, fear and suspicion, while love and compassion, a sense of universal responsibility are the sources of peace and happiness. (Dalai Lama)
- Be aware of destination addiction. A preoccupation with the idea that happiness is in the next place, the next job, and with the next partner. Until you give up the idea that happiness is somewhere else, it will never be where you are. (Unknown)
- Don't wait for everything to be perfect before you decide to enjoy your life. (Joyce Meyer)
- Everyone smiles in the same language. (George Carlin)
- Folks are usually about as happy as they make their minds up to be. (Abraham Lincoln)
- Happiness depends on conditions being perceived as positive, inner peace does not. (Eckhart Tolle)
- Happiness doesn't depend on any external conditions; it is governed by mental attitude. (Dale Carnegie)
- Happiness is a choice, not a result. Nothing will make you happy until you choose to be happy. No person will make you happy unless you decide to be happy. Your happiness will not come to you. It can only come from you. (Ralph Marston)
- Happiness is an inside job. Don't assign anyone else that much power over your life. (Mandy Hale)
- Happiness is found in doing, not merely possessing. (Napoleon Hill)
- Happiness is not a station you arrive at, but a manner of traveling. (Margaret Runbeck)

- I know that there is no way to happiness. Happiness is the way. (Wayne Dyer)
- If you search for happiness, you will find it elusive. But if you try to bring happiness to someone else, it will return to you many times over. (W. Clement Stone)
- Man: I want happiness. Buddha: First remove “I”, that’s ego. Then remove “want”, that’s desire. All that remains is happiness. (Buddha)
- Never put the key to your happiness in somebody else’s pocket. (Unknown)
- Some cause happiness wherever they go; others, whenever they go. (Oscar Wilde)
- Sometimes your joy is the source of your smile, but sometimes your smile can be the source of your joy. (Thich Nhat Hanh)
- The best vitamin to be a happy person is B1. (Unknown)
- The grand essentials to happiness in this life are something to do, something to love, and something to hope for. (Joseph Addison)
- The value of a smile. It cost nothing, but creates much. It enriches those who receive, without impoverishing those who give. (Dale Carnegie)
- There is only one way to happiness and that is to cease worrying about things which are beyond our power or our will. (Epictetus)
- Thousands of candles can be lit from a single candle, and the life of the candle will not be shortened. Happiness never decreases by being shared. (Buddha)
- We’re always looking for reasons in our external circumstances to prove why we shouldn’t be happy. (Kyle Cease)
- When one door of happiness closes, another opens, but often we look so long at the closed door that we do not see the one that has been opened for us. (Helen Keller)

## **CHAPTER 31: COMMUNICATION**

An underrated key skill you need to develop on your path to realizing your dream, is the skill of effective communication. The ability to effectively impart and exchange information to another person is so vital in the age of communication. We communicate mostly to others by our physiology, body postures and facial expressions, then we use words to communicate the rest by tonality, speed and volume of our speech. This core skill of communication is one of the oldest skill's we humans have been developing since the dawn of civilization and will continue to develop long into the future. The way you uniquely communicate to the world is a big part of what makes you, you. What you say communicates what you think. What you wear communicates your style. The look on your face communicates how you feel and what you do communicates to the world your intentions.

### **LEARN TO COMMUNICATE EFFECTIVELY**

Some of us are better at speaking then writing, some prefer texting over talking and some prefer talking on the phone over face to face. We communicate daily with people from loved ones, family, friends, co-workers and strangers. Communication is a skill and any skill can be learned and improved with practice and repetition. The most highly paid people on the planet are the best communicators from entertainers like actors, musicians, comedians, to world leaders, CEO's and sporting stars, who have crafted this highly paid skill of communication, and you can too. They have what people call 'the gift of the gab.' The ability to speak easily and confidently in a way that makes people want to listen and believe them. Studies have shown that those who can communicate effectively have a greater chance at having better relationships, career and success in life.

So start studying the great communicators of the world and practice with the people in your life. Practice talking to more people and also notice the other person's communication style, are they aggressive, passive or assertive. Do think before they speak or do they speak off the cuff? Do they talk over other people or do they wait for the other person to finish before talking? By studying other people's communication style you start to realize your own communication style, your own communication habits. From the sound of your voice, to the speed of pitch, to the thoughtfulness or thoughtlessness of your words. Your negative communication habits and your strong communication habits. Work on your weaknesses, sharpen your strengths and polish your style to become a world class communicator.

### **LISTEN TO UNDERSTAND NOT TO RESPOND**

Verbal communication with another person is generally a two-way communication which normally goes like this: you speak, I listen, I speak, you listen and on and on. What happens mostly in two-way communication with another person is a little different and goes like this: I speak, I speak, I speak, I speak, you think and you thought of what you want to say next, I stop, you speak, you speak, you speak, I think and have the next response ready to go of I want to say, and on and on this two-way communication happens. It's a funny seemingly normal conversation that happens day in and day out. Do you see the error in communication? No one really listened to the other person and no one responded to what was said, instead the focus was on one's own thoughts and what one was going to say next. As Stephen R. Covey said, "Most people do not listen with the intent to understand; they listen with the intent to reply."

Start practicing the discipline when speaking with people to really listen to what is being said and take your focus away from yourself and your thoughts. Focus deeply on the other person and what they are really trying to communicate. If you listened deeply you will be able to respond to what was spoken instead of



replying with your manufactured words you already thought about while the person was talking. If you listen deeply to the other person not only will they feel heard and understood, they will gladly give you the time and a listening ear to the things you have to say. So start today to make a decision that you will work on and develop the powerfully silent habit of listening. As Epictetus said, stealing the quote from god “We have two ears and one mouth so that we can listen twice as much as we speak.”

## QUOTES ON COMMUNICATION

- 55% of communication is physiology, body postures, facial expression, breathing patterns that tells us more than words itself. 38% of all human communication is tonality, the voice, how fast or slow you speak, the pitch of your voice, the volume. 7% of all human communication is words. (Shamus Brown)
- A lot of problems in the world would disappear if we talked to each other instead of about each other. (Unknown)
- Active listening requires that you control your attention, and keep yourself focused on the person speaking. (Brian Tracy)
- Being a good listener is essential to being an effective communicator. The payoff is in superior relationships. (Jack Collis)
- Communication is about being effective, not always about being proper. (Bo Bennett)
- Communication is power. Those who have mastered its effective use can change their own experience of the world and the world's experience of them. All behaviour and feelings find their original roots in some form of communication. (Anthony Robbins)
- Don't talk unless you can improve the silence. (Vermont proverb)
- Empathic listening with the intent to understand. Empathic (from empathy) listening gets inside another person's frame of reference. You look out through it, you see the world the way they see the world, you understand their paradigm, you understand how they feel. You listen with your ears, but you also, more importantly, listen with your eyes and with your heart. (Stephen R. Covey)
- Every investment we make in increasing our communication skills pays off. (Abraham Lincoln)
- If people listened to themselves more often, they would talk less. (Jack Collis)
- Keep the lines of communication open with as many people as you can. (Dexter Yager)
- Nothing haunts us like the things we don't say. (Unknown)

- Notice the words you habitually use, and replace them with ones that empower you, raising or lowering the emotional intensity as appropriate. (Anthony Robbins)
- One of the greatest gifts you can give to anyone is the gift of your attention. (Jim Rohn)
- Pictures simply do not have the ability to lodge themselves in the human heart like words do. (Zig Ziglar)
- Smile, it's worth a million dollars. (Dale Carnegie)
- Stories are a powerful way of communicating with each other. (Jack Collis)
- Talk is by far the most accessible of pleasures. It costs nothing in money, it is all profit, it completes our education, founds and fosters our friendships, and can be enjoyed at any age and in almost any state of health. (Robert Louis Stevenson)
- Talking is sharing, but listening is caring. (Zig Ziglar)
- The ability to communicate and convince others is an asset for you; the inability to communicate is a liability. No matter what your ambitions are, you are required to communicate with others, and the better you can communicate, the more people will agree with you. (Grant Cardone)
- The ability to establish rapport is one of the most important skills a person can have. (Anthony Robbins)
- The best conversationalist is the best listener. (Earl Nightingale)
- The only thing you can really transmit to another person is your being. The fancy words don't mean a thing. (Ram Dass)
- The way we communicate with others and the way we communicate with ourselves ultimately determine the quality of our lives. (Anthony Robbins)
- The way you look and the way you move is more than 80 percent of someone's first impression of you. Not one word need be spoken. (Leil Lowndes)
- The words you say mean nothing, the way you say them means everything. (Eileen Parra)
- The words you speak become the house you live in. (Hafiz)
- True communication is communion. (Eckhart Tolle)
- Words have the power to both destroy and heal. When words are both true and kind, they can change our world. (Buddha)
- You never know when a moment and a few sincere words can have an impact on a life. (Zig Ziglar)

## **CHAPTER 32: FRIENDSHIP**

Friends, we can't live without them. Those people that know everything about you and still like you. With all the new social media platforms and rise of mobile technology it is becoming easier to keep in touch with our friends. But nothing will replace the human one on one personal interaction we get with friends.

Friendships, take the time and effort in building and maintaining. Don't become lazy in friendship or you might wake up one day friendless. Friendships die when one person stops putting energy into it and it becomes one sided. Through our life friendships are made and lost through the passing of time. From being a kid and having friends in the neighborhood and at school, to becoming an adult and making friends through work and social activities. This is a natural part of growing up and life change. If you wish to cultivate friendships with people all you need to do is be a friend to someone, simply being a friend. Being there to give a listening ear and a helping hand, you will make more friends than you will lose.

### **FRIENDS BECOMING STRANGERS AND STRANGERS BECOMING FRIENDS**

Take a look back into your past and notice how strangers became your friends and then over time those friends became strangers. Regardless of the multitude of reasons for this happening, friendships just like life is an ever evolving journey with people coming and going from our lives. Enjoy the time you spend with people, cherish the moments, welcome new people into your life and let other people drift out of your life. Make friends with strangers, as Grant Cardone says, "You need to talk to strangers because strangers have everything you want." There are people out there in the world that would love to be your friend, seek those people out and build your tribe around the people you vibe with.

## **SHOW ME YOUR FRIENDS AND I'LL SHOW YOU YOU'RE FUTURE**

How many times have I heard this said from many a people, show me your friends and I'll show you you're future. Truer words have never been spoken. "You're the average of your five friends" Jim Rohn is fond of saying. Les Brown says it another way, "If you run around with 9 losers pretty soon, you'll be the 10<sup>th</sup> loser." The people you associate with have more of an impact on your life then you might realize.

Take inventory of your top five friends and ask yourself the following questions:

- Is this person a positive influence or negative influence in my life?
- Am I getting nourishment from these people or are these people toxic to my growth as a person? Are they happy for me or do they secretly envy you?
- Have we outgrown each other or are we growing together?
- Do the things that brought us together as friends still have weight to keep us friends?
- Am I friends with this person for the sake of being friendly and don't want to hurt the other persons feeling?
- And last, do I feel good when I finish seeing this person or do I feel worst?

Tough questions to ask yourself but questions indeed you should be asking yourself annually. Gary Vaynerchuk hit the nail of the head when he said, "Drop a loser friend, pick up a winner friend, every year." Start to cultivate a world class team of friends and people around you. Start to move away from friends and people that are dragging you back down to the old paradigm that you are trying to escape from. You were not the same person last year let alone five years ago. That person is dead just like the friendships you had when you were 10 years old, those children grow up to become adults. Understand your life is always moving and changing, you don't have to hold on to the people from the past

who are not currently serving your present self. We can't be best friends with everybody and we can't please everyone in our life.

### **HOW MANY FRIENDS CAN YOU MAINTAIN?**

Studies have shown that on average people have about 5 intimate friends, 15 good friends, 50 close friends, 150 friends, 500 acquaintances, and 1500 people who you could put a name to a face. The numbers here are not exact and are an indication of the different categories we place people into. We all unconsciously lump people into categories of friendship based on a host of factors including how long we have known each other, to how much time we spend together, to the closeness of friendship etc etc. You don't need to have a large group of friends in your life to be happy, research shows the having less friends and strong connections with those friends is better than having more friends with weaker connections. Start developing deeper friendships with others by opening up yourself and letting them open up you. Be real to others and talk about real things and see the quality of your friendships develop with others.

## QUOTES ON FRIENDSHIP

- A friend is a gift you give yourself. (Robert Louis Stevenson)
- A friend is a second self, so that our consciousness of a friend's existence makes us more fully conscious of our own existence. (Aristotle)
- A friend is an extension of oneself. (Earl Nightingale)
- A friend is someone who gives you total freedom to be yourself. (Jim Morrison)
- A great relationship is about two things: first, appreciating the similarities, and second, respecting the differences. (Unknown)
- Being honest may not get you a lot of friends but it'll always get you the right ones. (John Lennon)
- Continue to surround yourself with positive people who care about you and always find ways to create a win-win in every relationship in your life. Relationships are the key to success, and it's time to start investing in yours. (Lewis Howes)
- Distance doesn't separate people. Silence does. (Jeff Hood)
- Fate makes our relatives; choice makes our friends. (Jacques Delille)
- Friendship and relationship will fail if it's only one person trying to keep it together. (Unknown)
- Friendship is the hardest thing in the world to explain. It's not something you, learn in school. But if you haven't learned the meaning of friendship, you really haven't learned anything. (Muhammad Ali)
- I like when I don't have to be careful about what I say. That's when you know you're with the right people. (Unknown)
- I've learned that it is not what I have in my life but who I have in my life that counts. (Unknown)
- If someone comes into your life and has a positive impact on you, but for some reason they can't stay, be thankful that your paths crossed and that they somehow made you happy, even if it was just for a short while. (Unknown)
- If you are looking for a friend who is faultless, you will be friendless. (Rumi)
- If you become friends with yourself you will never be alone. (Maxwell Maltz)

- If you go looking for a friend, you're going to find they're very scarce. If you go out to be a friend, you'll find them everywhere. (Zig Ziglar)
- If you hang out with chickens, you're going to cluck; and if you hang out with eagles, you're going to fly. (Steve Maraboli)
- It is of practical value to learn to like yourself. Since you must spend so much time with yourself you might as well get some satisfaction out of the relationship. (Norman Vincent Peale)
- Letting go means to come to the realization that some people are a part of your history, but not a part of your destiny. (Unknown)
- Letting toxic people go is not an act of cruelty. It's an act of self-care. (Unknown)
- One can make more friends in two months by becoming genuinely interested in other people than one can in two years by trying to get other people interested in him. (Dale Carnegie)
- Overthinking ruins friendships and relationships. Overthinking creates problems you never had. Don't overthink, just overflow with good vibes. (Unknown)
- People don't care how much you know until they know how much you care about them. (Zig Ziglar)
- People inspire you, or they drain you. Pick them wisely. (Hans F Hanson)
- Sometimes your circle decreases in size, but increases in value. (Unknown)
- Strangers can become best friends just as easy as best friends can become strangers. (Unknown)
- The only way to have a friend is to be one. (Ralph Waldo Emerson)
- Time decides who you meet in life, your heart decides who you want in your life, and your behaviour decides who stays in your life. (Unknown)
- Without friends no one would choose to live, though he had all other goods. (Aristotle)
- You'll know when a relationship is right for you. It will enhance your life, not complicate your life. (Unknown)
- Your network is your net worth. (Porter Gale)



## **CHAPTER 33: LOVE**

Love is a word that has as many definitions as there are people to define it. Love can mean an intense feeling of deep affection for some and love can mean passion for others. Love can mean romance, desire, lust, yearning, infatuation, warmth, intimacy, attachment, endearment, devotion, worship and ardour. It can also be compassion, care, kindness, goodwill, altruism or philanthropy. As you can see the word love can mean different things to different people.

Ask ten people what love means to them and get ten different answers, but I ask you what does love mean to you? What thoughts come to your mind when you think of love? What people come to mind? What things come to mind? What do you love to do? What makes you come alive? What do you care about? Everyone has a different blueprint of love. A different way of experiencing love, a different way of showing love and a different way of getting love. For some to experience love they require romance and intimacy, for others it might be as simple as showing compassion and caring for another. Love can be felt by a simple loving thought, a loving word spoken or heard, a loving act seen or watched on TV. The way we get love isn't as important as the feeling of love itself. Cultivate more love into your life.

### **WHAT IS BLOCKING YOU FROM EXPERIENCING LOVE?**

Before we look at ways to cultivate more love into your life, lets take a moment examine what is blocking you from experiencing love? What or who is stopping you from feeling love? Or are you missing that someone in your life to love and get love from? Is it yourself that is stopping your from experiencing love by your own thoughts? Have you been hurt in the past and now have your defenses up blocking love from entering into your life? Are you in a relationship and the romance has stopped? There could be a

multitude of reasons that you are not experiencing the love you desire in your life. First step is identifying these love blocks before you take the next step in consciously cultivating more love into your life.

## **ACT YOUR WAY TO LOVE**

You can think loving thoughts and say lovely things, but performing loving acts is what really gets the job done. Act your way into love by consciously performing loving acts. The quickest way to feel love is make another person feel loved. By the simple act of showing love to another through your loving actions, you increase love just as a candle loses nothing by lighting another candle. You can inject love into your life by your loving actions. Let's use an example to illustrate this further.

A woman recently inherited her family fortune worth millions with one catch to the inheritance, she must give it all away before she too passes on. The woman decides to randomly mail complete strangers a cheque for \$1,000 with a note that reads. "Someone out there loves you and wanted to make you smile, now go out there and make someone else smile too." The woman ends up sending out cheques to thousands of strangers with this one message. Who do you think received more love? The people randomly receiving a \$1,000 cheque with a lovely note or the woman who sent out the thousands of cheques? I'll let you decide that one.

## QUOTES ON LOVE

- A dog is the only animal that doesn't have to work for a living. A hen has to lay eggs, a cow has to give milk, and a canary has to sing. But a dog makes his living by giving you nothing but love. (Ryan O'Meara)
- A loving heart is the truest wisdom. (Charles Dickens)
- All love experiences are beneficial, except to the person who becomes resentful and cynical when love makes its departure. (Napoleon Hill)
- Darkness cannot drive out darkness; only light can do that. Hate cannot drive out hate; only love can do that. (Martin Luther King, Jr.)
- Eat like you love yourself. Move like you love yourself. Speak like you love yourself. Act like you love yourself. (Tara Stiles)
- I have decided to stick with love. Hate is too great a burden to bear. (Martin Luther King, Jr.)
- I searched for love everywhere until I found where it was all along, inside. (Debi Maldonado)
- If you wished to be loved, love. (Seneca)
- Life without love is like a tree without blossoms or fruit. (Kahlil Gibran)
- Love doesn't make the world go around. Love is what makes the ride worthwhile. (Franklin Jones)
- Love everyone and serve everyone. (Ram Dass)
- Love goes very far beyond the physical person of the beloved. (Viktor Frankl)
- Love is a state of being, not a trip from here to there. (Deepak Chopra)
- Love is happy when it is able to give something. The ego is happy when it is able to take something. (Osho)
- Love is the bridge between you and everything. (Rumi)
- Love is the only force capable of transforming an enemy into a friend. (Martin Luther King Jr)
- Love many things, for therein lies the true strength, and whosoever loves much performs much, and can accomplish much, and what is done in love is done well. (Vincent Van Gogh)

- Love yourself first so that other people will love you too. (Isabel Lacuesta)
- One word frees us of all the weight and pain of life: That word is love. (Sophocles)
- People were created to be loved. Things were created to be used. The reason why the world is in chaos is because things are being loved and people are being used. (Unknown)
- The love that you withhold is the pain that carry. (Alex Collier)
- The most difficult thing in the world to do is to send love in response to hate. (Unknown)
- The one thing we can never get enough of is love. And the one thing we never give enough of is love. (Henry Miller)
- There is only one poverty and that poverty is a heart that cannot love. (Osho)
- To love for the sake of being loved is human, but to love for the sake of loving is angelic. (Alphonse de Lamartine)
- What is love? Love is the absence of judgment. (Dalai Lama)
- What is the difference between I like you and I love you. Beautifully answered by Buddha: When you like a flower, you just pluck it. But when you love a flower, you water it daily. (Buddha)
- When love empowers people, amazing things can happen. (Zig Ziglar)
- When someone loves you, they don't have to say it. You can tell by the way they treat you. (Unknown)
- When we come to the end of our lives, it won't be the material things we've accumulated that we'll want surrounding our bed. It will be the people we've loved and those who have loved us in return. (Zig Ziglar)
- You are what you love, not what loves you. (Kyle Cease)
- You can only become truly accomplished at something you love. Don't make money your goal. Instead pursue the things you love doing and then do them so well that people can't take their eyes off of you. (Maya Angelou)
- You must love in such a way that the person you love feels free. (Thich Nhat Hnah)
- Your task is not to search for love but to find a portal through which love can enter. (Eckhart Tolle)

## **CHAPTER 34: SPIRITUALITY**

Spirituality is the relationship you have with your essence of being, call it your spirit, your soul or your inner life, its all one of the same. Spirituality is a practice people perform in a variety of ways through quieting the noise of the world and mind through meditation or yoga, or attending a church service or visiting a holy place of worship. Some people use drugs to connect with themselves, some people use dance and some people use both. A practice of spirituality for one is going to differ from person to person. Spirituality is not an event or a destination arrived at, it is a journey within bridging your outer life with your inner life.

I believe our natural essence is spirit and we are spiritual being having a human experience on this planet we call earth. By being spirit first and body second, we have in our essence an unseen, often untapped deep reservoir of spiritual knowledge and power. Through the vast history of teachers and practitioners of spirituality we have the knowledge and know-how to tap into our spirit and release its power. Nothing external comes close to the power of inner peace and inner wisdom. You can't buy it, you can't steal, you can't borrow it. All you can really do is remove the mental blocks that stand in its way.

### **WHAT'S BLOCKING YOU FROM INNER PEACE?**

The answers is you, not the world. Your thoughts, your actions, your habits and the biggest one of all, your ego. These are the top four mental blocks blocking you from your inner peace. You have conditioned yourself your whole life to think a certain way, which has created patterns of thought in your mind like grooves on a vinyl record. Playing the same inner loop of thoughts day in and day out. Which in turn is creating the same daily actions and with repetitive actions you form habits. Habits become automatic and you start deriving your identity, aka ego from what you do,

not what you are, which is a spiritual being having a human experience.

To start the process of uncovering your inner peace is a simple process of removing the barriers. Barrier one is your thoughts. Your thoughts aka your internal mental movie that is streaming 24/7 like Netflix is always running in the background. Practice muting the movie from time to time by setting aside time in the day, preferably in the morning for meditation. If you are new to mediation, use a guided meditation app on your phone. Muting the stream of thoughts in your head connects you to your inner peace which is always present, always silent, always patient.

Barrier two is your actions. Simply put, ask yourself, are my actions bringing me closer to inner peace or further away. Is this job, relationship, friendship, food, drink, addiction, tv show bringing me inner peace or blocking my peace? Your actions are not just the major determining factor in how your life turns out but the major determining factor of your spiritual life. Its called a spiritual practice because it's a doing not just a state of being.

Barrier three is your habits. The habits you have formed over your life is what makes your life. Show me a highly enlightened spiritual being and I'll show you their highly enlightened spiritual habits. From what they do and most importantly what they don't do. Habits to inner peace is more about dropping the habits that is leading you away from inner peace rather than acquiring habits to inner peace, as inner peace is always present, you just have to unwrap it.

Barrier four is the major block stopping you from inner peace and this is your ego. A beautiful quote by Marianne Williamson to illustrate: Ego says, "Once everything falls into place, I'll feel peace." Spirit says, "Find your peace, and then everything will fall into place." Your ego filters your reality through your identity. Your ego has been built unconsciously by yourself over your lifetime to protect your self-esteem and self-importance.

Your ego more than not is the major reason you don't connect with yourself of a spiritual level as your ego is not identifying you as a person who is spiritual and thus is blocking you from connecting to your inner peace.

## QUOTES ON SPIRITUALITY

- A mind at peace, a mind centered and not focused on harming others, is stronger than any physical force in the universe. (Wayne Dyer)
- As you become aware, a miracle starts happening; many things that you used to do before simply disappear. (Osho)
- As you go about your life, don't give 100 percent of your attention to the external world and your mind. Keep some within. (Eckhart Tolle)
- Attach yourself to what is spiritually superior, regardless of what other people think or do. Hold to your true aspirations no matter what is going on around you. (Epictetus)
- Attachment to things drops away by itself when you no longer seek to find yourself in them. (Eckhart Tolle)
- Awareness is not something to be cultivated; it is already there, it has just to be awakened. Awareness grows slowly, but it grows. One just has to be patient. (Osho)
- Detachment is not that you should own nothing, but that nothing should own you. (Unknown)
- Do not let the behaviour of others destroy your inner peace. (Dalai Lama)
- Each mindful step is a step toward freedom. (Thich Nhat Hanh)
- Enlightenment is a destructive process. It has nothing to do with becoming better or being happier. Enlightenment is the crumbling away of untruth. It's seeing through the facade of pretense. It's the complete eradication of everything we imagined to be true. (Adyashanti)
- Enlightenment is understanding that there is nowhere to go, nothing to do, and nobody you have to be except exactly who you're being right now. (Neale Donald Walsch)
- Everything is passing, enjoy its momentariness. (Mooji)
- If you cannot find peace within yourself, you will never find it anywhere else. (Marvin Gaye)
- If you want to awaken all of humanity, then awaken all of yourself. If you want to eliminate the suffering in the world, then eliminate all that is dark and negative in yourself. Truly, the greatest gift you have to give is that of your own self-transformation. (Lao Tzu)



- Now is the only reality. All else is either memory or imagination. (Osho)
- Our whole spiritual transformation brings us to the point where we realize that in our own being. We are enough. (Ram Dass)
- Peace is its own reward. (Mahatma Gandhi)
- Silence is telling you everything you need to be happy, but you keep interrupting. (Michael Jeffreys)
- So the single most vital step on your journey toward enlightenment is this: learn to disidentify from your mind. Every time you create a gap in the stream of mind, the light of your consciousness grows stronger. (Eckhart Tolle)
- Sure sign of spiritual growth, you want more freedom and less stuff. (Lisa Villa Prosen)
- The experience of inner peace is my true gauge of all accomplishments. (Wayne Dyer)
- The gap between your expectations and reality is your suffering. (John St. Augustine)
- The present moment is all you ever have. There is never a time when your life is not 'this moment'. Is this not a fact? (Eckhart Tolle)
- We're all just walking each other home. (Ram Dass)
- What you are looking for is within, your truth is within, your peace is within. (Maharaji)
- When I let go of what I am, I become what I might be. (Lao Tzu)
- When you are detached, you gain a higher vantage point from which to view the events in your life instead of being trapped inside them. (Eckhart Tolle)

## **CHAPTER 35: GROWTH**

The life process is a growth process, unfolding, evolving and becoming. We are here to grow and thrive in all areas of our life. Either growing physically, mentally, spirituality, financially, emotionally and in our relationships. Growth is a two-sided coin, one side is the natural progression of growth in your life whether you do anything or not. The other side of the coin is the actions we take in our life to further push our personal growth in areas we want to develop.

You have the power to take control of your life and develop in the way you see fit. There comes a point of time in your life when excuses don't stand and you realize you are the designer of your present and future. You can leave your past behind and walk a different route. You can take control of your health, your finances, your relationships, your mind and your emotions. You don't have to live the same as you always have and don't have to walk the same road.

Growth requires you to step out of your comfort zone, getting uncomfortable is where progress in life lives. You need to continue to push yourself out of your comfort zone to grow. It is natural to fall into comfort patterns in life where there is no pain, some pleasure and no achievement. For you to accelerate growth in your life you need to take some short-term pain for future goal achievement.

### **GROWING UP**

From the moment you were conceived the growth process begins. From a beginning of nothingness becomes somethingness in a short amount of amount of time. From being born to changing rapidly in the first years of infancy, to childhood through to adolescence and becoming an adult. All of those years changing and becoming a different version of yourself to the

current moment in time where you find yourself. Take a moment to reflect on your life and the extraordinary metamorphosis you have undertaken in your life. Your current self and your newborn self are nothing alike. Now fast forward 30 years in your mind's eye and see that the next period of growth in your life is not going to be just the body, but about the grow of the seeds you have sown.

The family you have sown, the career you have sown, your seeds of passion, your blossoming friendships, your spiritual growth and the growth of your community, your country and the wellbeing of others. Your growth in life expands out in all dimensions of life where you put your energy, just like a star trail rotating and expanding as time goes on. You are the master of your fate, the director of your life and the chooser behind the choice of the direction of your growth.

## QUOTES OF GROWTH

- A major difference between leaders and also-rans is that superior men and women are always stretching themselves, pushing themselves out of their comfort zones. (Brian Tracy)
- As you grow and evolve, it might feel like you're losing your mind. But you're just losing the old mindset that was holding you back. (Ruben Chavez)
- Be patient with yourself. Self-growth is tender; it's holy ground. There's no greater investment. (Stephen R. Covey)
- Big jobs usually go to those who prove their ability to outgrow small ones. (Ralph Waldo Emerson)
- Don't go through life, grow through life. (Eric Butterworth)
- Don't join an easy crowd, you won't grow. Go where the expectations are high, the demands are high, go where the pressure is on. (Jim Rohn)
- Don't let someone else's lack of vision restrict your growth. (Les Brown)
- Ever since I was a child I have had this instinctive urge for expansion and growth. To me, the function and duty of a quality human being is the sincere and honest development of one's potential. (Bruce Lee)
- For a seed to achieve its greatest expression, it must come completely undone. The shell cracks, its insides come out and everything changes. To someone who doesn't understand growth, it would look like complete destruction. (Cynthia Occelli)
- Get comfortable being uncomfortable. Get confident being uncertain. Don't give up just because something is hard. Pushing through challenges is what makes you grow. (Unknown)
- Growth and increase are a part of mankind and all of nature. It is inherent in each of us to desire more. (Earl Nightingale)
- Growth demands a temporary surrender of security. (Gail Sheehy)
- Growth is painful. Change is painful. But nothing is as painful as staying stuck somewhere you don't belong. (Mandy Hale)
- Learn to work harder on your own personal growth than anything else. (Jim Rohn)

- No person ever advanced by traveling in reverse. (Unknown)
- Only through errors one learns, and only through difficulties one grows. (Osho)
- Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along. (Napoleon Hill)
- The unknown is where growth resides. Both for civilization and for the individual. (Wayne Dyer)
- The very best thing you can do for the whole world is to make the most of yourself. (Wallace D. Wattles)
- To keep moving up you have to abandon the security of that ledge and reach for another hold. Letting go of that sense of security is the challenge, think of yourself as climbing a ladder. To move to the next rung, you must give up your grip and reach for the next one. (Nick Vujicic)
- Unless we try to do something beyond what we have already mastered we will never grow. (Unknown)
- Without continual growth and progress, such words as improvement, achievement, and success have no meaning. (Benjamin Franklin)
- You are continually evolving and growing and developing in the direction of your dominant thoughts. (Brian Tracy)
- You know you're on the right track when you become uninterested in looking back. (Unknown)
- You must endure the turbulence of change in order to grow. (Les Brown)

## **CHAPTER 36: PROBLEMS**

We define problems as situations that are unwelcome and needing to be dealt with and overcome. Problems are a sign of life, the only people that don't have problems are the dead. How boring and uninteresting would life be if we didn't have problems and challenges to overcome? If everything was easy and we could click our fingers to obtain all the things we wanted, what kind of life would that be? Words such as work, courage, discipline, persistence, growth and success would hold no meaning. It is because of the challenges that stand in your way that makes success all the worthwhile to achieve.

The problems we faced when we were young are quite different from the problems we face as adults. What you want to be doing year upon year is conquering bigger problems and reaching higher goals. A goal is usually a problem that has not yet been solved. To fix a problem you must do two things, change your thinking and change your actions. Sometimes we think we have a problem but it is just our thoughts that are the problem, so change your thoughts. However, other times we know we have a problem, but we don't choose to act. You must change your thinking and your actions for you to solve problems you have.

### **A LADDER OF CHALLENGES TO CLIMB**

You can look at success like a ladder with multiple sets of rungs or steps to climb. Starting from a baby learning how to crawl, then stand, then walk and eventually run. This is a small ladder to climb that we successfully complete in a few years. The next ladder we climb is a taller ladder never-ending and that is called education. From learning the alphabet and timetables, through to language and communication. Education is a ladder we are always climbing. We advance throughout our years in life climbing different ladders from the relationship ladder and the corporate ladder. Starting from humble beginnings climbing to higher heights, success is a never-ending climb stretching

ourselves to our potential as human being, then using your success to help others climb the ladder you have scaled.

## **PREVIOUS PROBLEMS OVERCOME**

We go and grow through life so fast that we very little stop and think of all the problems and challenges we have overcome in our life to date so far. For one, you should pat yourself on the back for keeping yourself alive, an accomplishment you should be proud of. Life's not easy at times and hard times can break people. We all face storms in our life from the loss of loved ones, loss of our health, relationships, career and financial.

You have weathered storms in your past that could have broke you but here you are alive with the future in front of you with personal dreams to achieve. Make a list or mentally reflect on all the problems and challenges you have faced in the past you have overcome. Use this list as a motivation tool to give you courage and strength to know what you face now can be overcome just as the previous obstacles you have scaled.

Throughout our life we have overcome many obstacles and problems. What I want you to do is make a list below of all the difficulties, obstacles and problems you have managed to overcome in the past. By writing the list you will notice you are already successful in your own life according to your own standards by overcoming past problems.

## **SOLUTIONS TO CURRENT PROBLEMS**

Take a moment and think about the top six problems and challenges you are facing right now in your life. Problems and challenges like financial, health, relationship, career, goals etc. Take each problem you have and write a paragraph detailing the following. What is the problem? How long have you had this problem? What is stopping you from eliminating this problem? Who has overcome this problem and what can I learn from them?

What is my timeframe in eliminating this problem? What is my game plan in taking action to once and for all getting rid of this problem? To write out your problem in a paragraph answering these questions will give you the solution to the problem.



## QUOTES ON PROBLEMS

- A gem cannot be polished without friction, nor a man perfected without trails. (Seneca)
- A smooth sea never made a skilled sailor. (Unknown)
- Adversity introduces a person to himself. On the occasion of every accident that befalls you, remember to turn to yourself and inquire what power you have for turning it to use. (Epictetus)
- All your problems, discouragements, and heartaches are, in truth, great opportunities in disguise. (Og Mandino)
- An obstacle is often a stepping stone. (William Prescott)
- Anytime we think the problem is “out there,” that thought is the problem. (Stephen R. Covey)
- Dealing with people is probably the biggest problem you face, especially if you are a businessman. (Dale Carnegie)
- Difficult roads often lead to beautiful destinations. (Unknown)
- Don’t find fault, find a remedy. (Henry Ford)
- Great people are great because they solve countless, seemingly unsolvable problems. (Mark Victor Hansen)
- Having problems is a sign of life, if you didn’t have problems you would be dead. (Unknown)
- I’ve got 99 problems and 86 of them are completely made up scenarios in my head that I’m stressing about for no logical reason. (Unknown)
- It’s about realizing that there are no problems. Only situations. (Eckhart Tolle)
- It’s not that I’m so smart, it’s just that I stay with problems longer. (Albert Einstein)
- It’s been said that you should never share your problems with others because 80% of people don’t care about your problems anyway, and the other 20% are kind of glad that you’ve got them in the first place. (Brian Tracy)
- Man is not worried by real problems so much as by his imagined anxieties about real problems. (Epictetus)
- Most of the problems in life are because of two reasons, we act without thinking or we keep thinking without acting. (Unknown)

- Most people spend more time and energy going around problems than in trying to solve them. (Henry Ford)
- No problem is serious. The moment you say no problem is serious, the problem is almost 99% dead. (Osho)
- Overthinking, the art of creating problems that weren't there in the first place. (Unknown)
- Problems do not go away. They must be worked through or else they remain, forever a barrier to the growth and development of the spirit. (M. Scott Peck)
- The best place to solve a problem is on paper. (Jim Rohn)
- The best years of your life are the ones in which you decide your problems are your own. You do not blame them on your mother, the ecology, or the president. You realize that you control your own destiny. (Albert Ellis)
- The challenges in our lives are there to strengthen our convictions. They are not there to run us over. (Nick Vujicic)
- The first step in dealing with any difficulty is to be willing to have it so. (William James)
- The most difficult times for many of us are the ones we give ourselves. (Pema Chodron)
- The mystery of life is not a problem to be solved but a reality to be experienced. (Art Van Der Leeuw)
- There are 3 solutions to every problem: Accept it, change it, or leave it. If you can't accept it, change it. If you can't change it, leave it. (Unknown)
- There is a spiritual solution to every problem in your life. (Wayne Dyer)
- To solve any problem, here are three questions to ask yourself: First, what could I do? Second, what could I read? And third, who could I ask? (Jim Rohn)
- When God wants to send you a gift, he wraps it up in a problem. The bigger the problem he wraps it up in, the bigger the gift that it contains. (Norman Vincent Peale)
- You can't talk your way out of problems you behave yourself into. (Stephen R. Covey)
- You may find it hard to recognize that time is cause of your suffering or your problems. (Eckhart Tolle)
- Your ability to solve problems effectively determines how high you rise in your career. (Brian Tracy)

## **CHAPTER 37: FAILURE**

The definition of failure is not only the lack of success but the neglect or omission of expected or required action. Which in short failure is the lack of taking correct actions to achieve your goals and success you aim for. Remember your success is the definition YOU give it based on the outcomes and goals YOU want to achieve.

The word failure carries so much negative connotations that people fail to realize that success is built upon a path of failures. Let me explain. In course of living and life in general you will meet with so called failure. I name this, “so call” failure, because in life there is no such thing as failure, only results. If your goal was to lose 12kg’s in 12 months but you only lost 10kg’s, are you a failure or a success? I’ll let you answer that one, all I can say is that if you lose 10kg’s you would feel and look better than you did carrying around those extra kg’s. Get the idea out of your head that there is such a thing called failure. The only thing that exists is results. Jim Rohn says it best, “Results are the name of the game.” At the end of the week, the month, the year, you look back on the results you produced.

The only time you fail at something you are aiming for, is when you stop taking action towards its attainment. The way to success is simple math, keep moving forward taking small actions, continually, adjusting as you go, not stopping until you hit your goal.

### **FAILURE IS A SCHOOL**

Failure is a great school; you learn from failures, you evolve from failures, you readjust your actions, your timeframes, you’re thinking and your commitment. You don’t quit when failures happen you regroup and start again more intelligently. Not achieving your goals by your deadlines does not mean success is

not within reach, it just means a) You incorrectly calculated the amount of work that would be required. b) You incorrectly calculated the amount of time would be required to achieve your goal. Two things you can control, your action and your time perspective. Live and Learn from failure, have patience, work hard, never give up and one day in the future you will achieve your goals and dreams.

Success takes time and effort and many times you will fail before you are successful. The difference between success and failure is your reaction to it. It is not always reaching the destination but the journey that is taken to get there. The biggest successes have gone through the biggest failures.

### **LEARN THE GIFT OF FAILURE FROM THE GREATS**

- Thomas Edison failed thousands of times when trying to create the lightbulb. His famously said, “I have not failed. I’ve just found 10,000 ways that won’t work.”
- Elvis Presley’s first recordings went nowhere. He was told he couldn’t sing and he was going nowhere.
- Michael Jordan once didn’t make his high school varsity basketball team and famously quoted “I’ve missed more than 9,000 shots in my career. I’ve lost almost 300 games. 26 times I’ve been trusted to take the game winning shot and missed. I’ve failed over and over and over again in my life. And that is why I succeed”
- Vincent van Gogh sold only one painting while alive and died a failure.
- Stephen King was rejected 30 times for his manuscript of Carrie before his wife pushed him to try one more time.
- Abraham Lincoln failed forward by failing in business, having his sweetheart die, having a nervous breakdown, defeated as a speaker and deferred for nomination for Congress, Defeated for U.S Senate twice all before becoming the President.
- JK Rowling was a divorced mother, living on welfare, overcome depression and lost while writing the first Harry Potter book.

- Colonel Sanders was 65-years and rejected 1,009 times before his idea was accepted.
- Seuss first manuscript was famously rejected 28 times prior to being accepted. By the time he died he has sold 600 million copies of his books, making him by far one of the most famous failures to have ever lived.

## QUOTES ON FAILURE

- A failure is a man who has blundered, but is not able to cash in on the experience. (Elbert Hubbard)
- Act as though it were impossible to fail. (Earl Nightingale)
- Be willing to fail in public, and you have jumped the hurdle holding most people back. (Felix Dennis)
- Behind every successful person there's a lot of unsuccessful years. (Unknown)
- Cultivate your desire for success to be greater than the fear of failure; failure is merely a pit stop between where you stand and success. Failure allows you to learn the fastest; failure inspires winners and defeats losers. (Unknown)
- Defeat is a state of mind; no one is ever defeated until defeat has been accepted as a reality. (Bruce Lee)
- Don't worry about failure. One big victory will outweigh 1000's of failures. (Patrick Bet-David)
- Every failure will teach you a lesson that you need to learn if you will keep your eyes and ears open and be willing to be taught. Every adversity is usually a blessing in disguise. (Napoleon Hill)
- Every strike brings me closer to the next home run. (Babe Ruth)
- Failing does not make us failures, and the only time we do become a failure is when we decide to stop trying anymore. (Unknown)
- Failure is a great teacher if you're open to it. (Oprah Winfrey)
- Failure is a merely an indication that you missed the amount of effort necessary. (Grant Cardone)
- Failure is just another opportunity to more intelligently begin again. (Henry Ford)
- Failure is only an attitude. You only become a failure when you pronounce that judgement on yourself. (Jack Collis)
- Failure is rarely the result of some isolated event. Rather, it is a consequence of a long list of accumulated little failures which happen as a result of too little discipline. (Jim Rohn)
- Failure is the condiment that gives success its flavor. (Truman Capote)
- Failure should be our teacher, not our undertaker. Failure is delay, not defeat. It is a temporary detour, not a dead end.

Failure is something we can avoid by saying nothing, doing nothing, and being nothing. (Denis Waitley)

- Fall seven times, stand up eight. (Japanese Proverb)
- Great successes are almost always preceded by many failures. (Brian Tracy)
- If you set your goals ridiculously high and it's a failure, you will fail above everyone else's success. (James Cameron)
- Many of life's failures are people who did not realize how close they were to success when they gave up. (Thomas Edison)
- Most people fail in life because they major in minor things. (Anthony Robbins)
- Never let success get to your head and never let failure get to your heart. (Unknown)
- One's best success comes after their greatest disappointments. (Henry Ward Beecher)
- Only those who dare to fail greatly can ever achieve greatly. (Robert Francis Kennedy)
- Our so-called failures serve us well when they teach us valuable lessons. Often, they're better teachers than our successes. (Jim Rohn)
- Success is stumbling from failure to failure with no loss of enthusiasm. (Winston Churchill)
- The person who never made a mistake never tried anything new. (Albert Einstein)
- The season of failure is the best time for sowing the seeds of success. (Paramahansa Yogananda)
- What would you attempt if you knew you could not fail? (Robert Schuller)
- Would you like me to give you a formula for success? It's quite simple, really. Double your rate of failure. (Thomas J. Watson – Chairman of IBM)
- You always pass failure on the way to success. (Mickey Rooney)
- You can fail at what you don't want, so you might as well take a chance at doing what you love. (Jim Carrey)
- You never lose. You either win, or you learn. (Unknown)
- You want to know the difference between a master and a beginner? The master has failed more times than the beginners has even tried. (Unknown)

## **CHAPTER 38: FEAR**

Fear does not exist outside the human body, it only exist within. It is a natural biological emotion the body releases when it perceives a danger or treat to keep it safe. There is nothing wrong in listening to fear if it is keeping you safe and out of bodily harm. The problem begins when fear is keeping you away from growth and living the life you want.

We tend to internalize mind-made fears about a not-yet existent future we perceive to be painful, such as fear of death, public speaking, heights, what people think of us and even fear of failure. Fearful thoughts and fearful beliefs is one of the biggest difficulties you will have to overcome mentally on your way to personal success. It is time to take note of your fears and get them under your control.

### **GROW THROUGH FEAR**

For you to control your future and destiny it is important you work with and grow through fear. Start by first taking note of what your top fears are in life? What scares you the most? What is holding you back living the life you want to live? What fearful thoughts do you repeat to yourself over and over? Make a list of all your fears and get them out of your head.

Now make a decision that you will not be held back any more by these mind-made fear beliefs you have created in your head. Make a conscious effort to start taking action towards the elimination or management of these fears holding you back. By taking action and stepping into your fear you will grow through fear instead of being held back by fear. Realize the thought of fear was worse than the actual fear itself.



## **ACT WHILE AFRAID**

The way to kill fear and drive it into a small corner is by acting out our fears until fear loses its grip on you. Our current comfort zone is made up of the things that we were once fearful, afraid or uncomfortable doing in the past. But through repetition and action we build competence and confidence to easily do the things that were once hard and scary. Where there once was fear, now becomes comfort. Growth in life lives on the other side of fear, there is no other way. You cannot sidestep fear, the only option is straight through it. Confront your fears and step into fear and you will realize you had nothing to fear all along.

## QUOTES ON FEAR

- A man who is not afraid is not aggressive, a man who has no sense of fear of any kind is really a free and peaceful man. (Jiddu Krishnamurti)
- All men have fears, but the brave put down their fears and go forward, sometimes to death and sometimes to victory. Throw down a challenge. (Motto of the King's Guard in Ancient Greece)
- As soon as the fear approaches near, attack and destroy it. (Chanakya)
- Avoiding danger is no safer in the long run than exposure. (Helen Keller)
- Breaking through your fears makes you free. (Spencer Johnson)
- Change can be scary, but you know what's scarier? Allowing fear to stop you from growing, evolving, and progressing. (Mandy Hale)
- Don't let your fear of what could happen make nothing happen. (Unknown)
- Everything you want is on the other side of fear. (Jack Canfield)
- Expose yourself to your deepest fear; after that, fear has no power, and the fear of freedom shrinks and vanishes. You are free. (Jim Morrison)
- Fear and growth go hand in hand. When you courageously face the thing you fear, you automatically experience the growth you have been seeking. (Sandra Gallagher)
- Fear defeats more people than any other one thing in the world. (Ralph Waldo Emerson)
- Fear does not prevent death. It prevents life. (Naguib Mahfouz)
- Fear has two meaning: Forget everything and run or Face everything and rise. Which will you choose? (Unknown)
- Fear is just your judgement of your own thoughts. (Kyle Cease)
- Fear is the most subtle and destructive of all human diseases. Fears kills dreams and hope. (Les Brown)
- Feel the fear and do it anyway. (Unknown)
- He who fears he will suffer, already suffers because he fears. (Michel De Montaigne)
- He who has overcome his fears will truly be free. (Aristotle)

- I recognized that it was excessive fear and self-doubt that were the greatest detractors of personal genius. (Robert Kiyosaki)
- It is better by noble boldness to run the risk of being subject to half of the evils we anticipate than to remain in cowardly listlessness for fear of what may happen. (Herodotus)
- It is not death that a man should fear, but he should fear never beginning to live. (Marcus Aurelius)
- It was a high counsel that I once heard given to a young person. Always do what you are afraid to do. (Ralph Waldo Emerson)
- Its fear that keeps most people working at a job. (Robert Kiyosaki)
- Life begins where fear ends. (Osho)
- Look inward and face the possibility that it is your own fears and doubts that are your biggest roadblocks to success. (Brian Tracy)
- Most fears cannot withstand the test of careful scrutiny and analysis. When we expose our fears to the light of thoughtful examination they usually just evaporate. (Jack Canfield)
- Never let the fear of striking out get in your way. (Babe Ruth)
- One of the greatest discoveries a man makes, one of his great surprises, is to find he can do what he was afraid he couldn't do. (Henry Ford)
- Stop being afraid of what could go wrong, and start being excited of what could go right. (Tony Robbins)
- The cave you fear to enter holds the treasure you seek. (Joseph Campbell)
- The great thing about fear is that it isn't real. I know that when you are experiencing fear it might feel real, but it actually does not exist in the physical universe. (Grant Cardone)
- The greatest fear in the world is of the opinions of others. And the moment you are unafraid of the crowd you are no longer a sheep, you become a lion. A great roar arises in your heart, the roar of freedom. (Osho)
- Thinking will not overcome fear but action will. (Clement Stone)
- What we fear doing most is usually what we most need to do. (Timothy Ferriss)

## **CHAPTER 39: LIFE**

The dictionary defines the word life as the condition that distinguishes people, animals and plants from inorganic matter, including the capacity for growth, reproduction, functional activity, and continual change preceding death. We find ourselves here on this planet in this culture living a life. Why, when and how life came about will probably never be 100% answered, but the reality is you exist right here right now 100% living in the flesh. So the question you should ask is “what is the meaning for my existence and what should I do with this one life I have?” For everyone who asks this question to themselves will have individual answers that is unique to them. Everyone’s life is different to everyone else’s life and its your duty to live your own unique life in the fashion of your choosing.

Contemplate your existence here on earth and really think deeply on how finite your life is. Think about what you want to be, what you want to do, what you want to see, what you want to achieve and what do you want to create. Think of the person you want to be remember as and think about the contribution your life can have on others.

### **WRITE YOUR OWN OBITUARY**

At some point in the future someone else is going to write your obituary, an account of the person you were, the life you lived, your accomplishments and the people you loved and loved you. This exercise of writing your own obituary when you are alive will bring you clarity on the person you want to become, the life you want to live, the accomplishments you want to achieve, your loving life partner, the family you have or want to create, the friends you enjoyed life with and the people you want to touch. Writing a paragraph that sums up your whole life before you die will also give more meaning to your life as it’s a reminder that we are not here forever, there is an end point for your life. Your legacy will continue to live on depending on the legacy that you

leave. Life continues and life moves on, people will miss you and people will forget you. Don't let your obituary say you didn't live, go out and live, live your life on your own terms. There is an old Italian Proverb that says, "At the end of the game, the king and the pawn go back in the same box."

## **LEARN FROM THE PAST AND LIVE IN THE PRESENT**

Your life right now is an accumulation of your past. It was a time that once was and never will be again, with thoughts of past, scars of the past, objects from the past, the past does somewhat exist in the present even though people say the past does not exist. We are all affected from our past because it is the life we have lived that has made the person you are today. The future you will be a product of the current you and current you can be anything you wish to be, the choice is in your hands everyday. Everyday you wake up and you can choose a different direction for your life and set a better sail to blow you a new destination. Don't waste your time looking back on what you have lost. Move on, life is not meant to be travelled backwards and don't live in the past lane. Be aware of the present and know it's a gift, every second, minute, hour, day, week, month, year, decade, life you have on earth is a blessing.

## **LIFE IS LIKE...**

Life is a comparison to many things, here are some quotes on life is like...

- Life is like a camera. Focus on what's important. Capture the good times. Develop from negatives. And if things don't turn out, take another shot. (Unknown)
- Life is like a piano. The white keys represent happiness and the black shows sadness, but as you go through life's journey, remember that the black keys also make music. (Unknown)
- Life is like a roller coast. It has its ups and downs, but it's your choice to either scream or enjoy the ride. (Unknown)

- Life is like an elevator. Sometimes, on your way up, you have to stop and let some people off. (Unknown)
- Life is like an ice-cream cone, you either lick it or it drips on your shoes. (Mike Porter)
- Life is like playing a violin in public and learning the instrument as one goes on. (Samuel Butler)
- Life is like riding a bicycle. To keep your balance you must keep moving. (Albert Einstein)

## QUOTES ON LIFE

- A high-quality life starts with a high-quality you. (Cheryl Richardson)
- A man sooner or later discovers that he is the master-gardener of his soul, the director of his life. (James Allen)
- All life is an experiment. The more experiments you make the better. (Ralph Waldo Emerson)
- All of life is in a constant state of change. (Buddhism)
- Get off the bench and step into the game of life. (Anthony Robbins)
- He who has a why to live for can bear with almost any how. (Friedrich Nietzsche)
- I promise you this: at the end of your days, you will discover that the things you now perceive to be the big things in your life will be seen as little things, and all those things that you now believe to be the little things, you will realize were really the big things. (Robin Sharma)
- I think I've discovered the secret of life you just hang around until you get used to it. (Charles M. Schulz)
- In three words I can sum up everything I've learned about life: it goes on. (Robert Frost)
- It is not length of life, but depth of life. (Ralph Waldo Emerson)
- It is the voyage and the adventures on the way that count, not the arrival itself. (Constantine Cavafy)
- Life has many chapters. One bad chapter doesn't mean it's the end of the book. (Jim Rohn)
- Life is 10% what happens to me and 90% how I react to it. (Charles R. Swindoll)
- Life is a great big canvas, and you should throw all the paint on it you can. (Danny Kaye)
- Life is a mirror and will reflect back to the thinker what he thinks into it. (Ernest Holmes)
- Life is a series of ever-changing and shifting circumstances and experiences. (Napoleon Hill)
- Life is difficult. This is a great truth, one of the greatest truths. It is a great truth because once we truly see this truth, we transcend it. (Les Brown)

- Life is made up of situations and circumstances calling for ‘yeses’ and ‘noes’. The person who negotiates his way through life successfully learns to use each in its proper place. (Napoleon Hill)
- Life is not a problem to be solved, nor a question to be answered. Life is a mystery to be experienced. (Alan Watts)
- Life is not just the passing of time. Life is the collection of experiences and their intensity. (Jim Rohn)
- Life is painting a picture, not doing a sum. (Oliver Wendell Holmes)
- Life is the art of drawing without an eraser. (John Gardner)
- Life is the dancer, and you are the dance. (Eckhart Tolle)
- Life is the most difficult exam. Many people fail because they try to copy others. Not realizing that everyone has a different question paper. (Unknown)
- Life may not be the party we hoped for, but while we’re here we may as well dance. (Jeanne C. Stein)
- My life is a performance for which I was never given the chance to rehearse. (Jack Collis)
- My life is my message. (Mahatma Gandhi)
- Not a shred of evidence exists in favor of the idea that life is serious. (Brendan Gill)
- The best things in life are not things. (Art Buchwald)
- The difference between school and life? In school, you’re taught a lesson and then given a test. In life, you’re given a test that teaches you a lesson. (Tom Bodett)
- The essence of life is opportunity mixed with difficulty. (Jim Rohn)
- The meaning of life is to find your gift. The purpose of life is to give it away. (Pablo Picasso)
- We’re living in the most empowering age in human history. (Terence McKenna)
- When something goes wrong in your life, just yell “Plot twist” and move on. (Unknown)
- You can’t stop the waves, but you can learn to surf. (Jon Kabat-Zinn)
- Your attention please. No one is coming to save you. This life of yours is 100% your responsibility. (Unknown)
- Your life is a perfect reflection of you. (Grant Tappe)



## **CHAPTER 40: BECOME**

Become simply means begin to be. Begin to become the person you envision yourself to be in the future. Don't fake it till you make it, work at it until you are it. Develop yourself with all your unique talents and gifts that make you who you are. Become the best version of yourself not only for you but for others.

Becoming the best version of yourself is the best thing you can do for yourself and the best gift you can give others. Becoming better than your previous self and becoming all that you can be enables others to become all that they can be and on and on growth continues.

Each year you should be shedding your skin of your old self and be morphing into the new you. Like a caterpillar transforming into a butterfly, completely changing from your old self into the new. Life is always becoming, with an ever-new present moment giving us the opportunity to become what we want to be. The present moment being a gift gives you the opportunity to become a better person and walk a different path. Leaving the past behind and forging ahead into the future to become whatever you want to be.

## **BECOME MORE THAN YOUR ARE**

Becoming more than you are so you can fill the cups of others is a core principle in the evolution of the human species. Without the minority of the few becoming more than they are to lift the majority of many to higher heights we wouldn't have the society we have and enjoy. Becoming more than you are by achieving as much as you can, learning as much as you can to educate others, creating more than you need to give to others, earning more to give more. Everyone benefits when you become more than you are. Nobody benefits when you become less than can be, nobody benefits from poverty, nobody benefits from negativity. The world right now needs more people becoming their very best,

chasing and achieving their dreams, filling their cups up to overflow into the lives of others for the betterment of humanity.

## QUOTES ON BECOME

- Aging is an extraordinary process where you become the person you always should have been. (David Bowie)
- As we become adults, we then seem to tend to choose to associate with those most like us. The weak attract the weak; the poor are most comfortable with the poor; the successful are drawn toward those who are successful; those of optimistic views and attitudes select those of their own. What we have become largely determines the kind of people, events, books, and lifestyle that we select. (Jim Rohn)
- Be the best at what you do and the world will beat a path to your door. (Sam Walton)
- Be the type of person you want to meet. (Unknown)
- Be who you are. Not who the world wants you to be. (Unknown)
- Become a possibilitarian. No matter how dark things seem to be or actually are, raise your sights and see possibilities. Always see them, for they're always there. (Norman Vincent Peale)
- Become a student of your interests. (David Deangelo)
- Become curious instead of judgmental. (Abraham Hicks)
- Before they can 'have', they have to 'be.' (Robert Kiyosaki)
- Don't let someone else's opinion of you become your reality. (Les Brown)
- If you wish the world to become loving and compassionate, become loving and compassionate yourself. If you wish to diminish fear in the world, diminish your own. These are the gifts that you can give. (Gary Zukav)
- It is the person you become, not the things you achieve, that is most important. (Les Brown)
- It's not what we get that makes us valuable it's what we become. (Jim Rohn)
- Maybe the journey isn't so much about becoming anything. Maybe it's about unbecoming everything that isn't you so you can be who you were meant to be in the first place. (Unknown)
- Most of us become what we study. (Robert Kiyosaki)
- Stop trying to look for the right person and start trying to become the right person. (Unknown)

- Success comes from knowing that you did your best to become the best that you are capable of becoming. (John Wooden)
- The only person you are destined to become is the person you decide to be. (Ralph Waldo Emerson)
- The privilege of a lifetime is to become who you truly are. (Carl Jung)
- The roots of true achievement, lie in the will to become the best that you can become. (Harold Taylor)
- The self is only that which it is in the process of becoming. (Kierkegaard)
- Those who seek a better life must first become a better person. (Jim Rohn)
- To become different from what we are, we must have some awareness of what we are. (Eric Hoffer)
- Try not to become a man of success, but rather try to become a man of value. (Albert Einstein)
- We become what we behold. We shape our tools and then our tools shape us. (Marshall McLuhan)
- We work to become, not to acquire. (Elbert Hubbard)
- What you become directly influences what you get. (Jim Rohn)
- When I let go of what I am, I become what I might be. (Lao Tzu)
- Who you become in the journey is what matters, it's not the finish line that's important it's the character building that makes you become different. (Unknown)
- You become what you envision yourself being. (Lewis Howes)
- You can have more than you've got because you can become more than you are. (Jim Rohn)
- You will become as small as your controlling desire; as great as your dominant aspiration. (James Allen)

## **CHAPTER 41: COURAGE**

Courage is defined as the ability to do something that frightens us. We all can utilize the courage inside us but most times we don't. On the way to realizing your dreams in life you will need to develop the muscle of courage through use, through faith, through persistence, through discipline and through plain old hard work. Escape the life of the old and move into the new. Live your dreams and not your past. Leave behind the mediocre and live out your greatness. Courage doesn't grow by taking the safe and comfortable route, it grows by risking failure, rejection, criticism and risk standing out from the crowd.

Having the courage not to give up when it gets hard, pushing that extra bit, studying that little more, doing what your scared to do, making that call you need to make, seeing that person you need to see, having that chat you have been dreading and the courage to try that one more time. To climb the mountain of personal success you will be meet with obstacles that will require courage to overcome. The success you are after requires courage, first the courage to dream and believe it can be achieved and the courage to act in spite of circumstances standing between you and your goal. Be courageous or live a life of victimhood.

### **COURAGE TO BE YOURSELF**

With the world bombarding you constantly with the lives and lifestyle of other people, it is becoming harder to have the courage to be yourself. Having the awareness first that you are unique, you are different, you are you, you don't have to be like anyone else. Having the courage to live your life the way you want, fashioning the lifestyle you want to live takes courage. Not conforming, not listening to others and not being a carbon copy of social media and the likes takes courage. Be yourself authentically unique and realize the world needs more independent thinkers, doers and creators. The world needs courageous people to change the old into the new, the false into

the truth, the ugly into the beautiful and leave a trail for those to walk a better path.

### **IF ONLY I HAD THE COURAGE TO...**

Can you imagine how many people go through life only to find themselves at the end period of their lives looking back with regrets and asking themselves, “If only I had the courage to...” The courage to dream bigger, the courage to go back and do things differently, the courage to live a life true to myself, the courage to walk away, the courage to stand up, the courage to speak up, the courage to seek help, the courage to take action. Instead of waiting for your final years to look back and ask yourself the question “If only I had the courage to...” Ask yourself right now, “If I live a long life and look back on my life, what will I regret most not doing?” In other words, your biggest regrets in life will be not your failures, but the failure to even try. What do you have to lose when you choose courage over fear, action over inaction? Jim Rohn said it best “We must all suffer from one of two pains: the pain of discipline or the pain of regret. The difference is discipline weighs ounces while regret weighs tons.”

## QUOTES ON COURAGE

- A great part of courage is the courage of having done the thing before. (Ralph Waldo Emerson)
- A warrior is not about perfection. Or victory. Or invulnerability. He is about absolute vulnerability. That is the only true courage. (Peaceful Warrior)
- All our dreams can come true, if we have the courage to pursue them. (Walt Disney)
- Change and growth comes down to one thing, the courage to act. (Mel Robbins)
- Courage can't see around corners but goes around them anyway. (Mignon McLaughlin)
- Courage does not mean fearlessness. Fearlessness happens if you go on being courageous and more courageous. That is the ultimate experience of courage, fearlessness. (Osho)
- Courage doesn't always roar. Sometimes courage is the quiet voice at the end of the day whispering, 'I will try again tomorrow.' (Mary Anne Radmacher)
- Courage doesn't mean you don't get afraid. Courage means you don't let fear stop you. (Bethany Hamilton)
- Courage is an inner resolution to go forward despite obstacles. (Martin Luther King Jr.)
- Courage is being scared to death but saddling up anyway. (John Wayne)
- Courage is contagious. When a brave man takes a stand, the spines of others are often stiffened. (Billy Graham)
- Courage is doing what you're afraid to do. There can be no courage unless you're scared. (Eddie Rickenbacker)
- Courage is going from failure to failure without losing enthusiasm. (Winston Churchill)
- Courage is resistance to fear, mastery of fear, not absence of fear. (Mark Twain)
- Courage is risking the known for the unknown, the familiar for the unfamiliar, the comfortable for the uncomfortable. (Osho)
- Courage is the first of human qualities because it is the quality which guarantees the others. (Aristotle)

- Courage, a truly courageous person is not someone that never feels fear, but who fears the right thing at the right time in the right way. (Aristotle)
- Forget safety. Live where you fear to live. Destroy your reputation. Be notorious. (Rumi)
- He who is not courageous enough to take risks will accomplish nothing in life. (Muhammad Ali)
- It is curious that physical courage should be so common in the world and moral courage so rare. (Mark Twain)
- It takes courage to grow up and become who you really are. (E. Cummings)
- Life shrinks or expands in proportion to one's courage. (Anais Nin)
- Man cannot discover new oceans unless he has the courage to lose sight of the shore. (Andre Gide)
- Often the difference between a successful person and a failure is not one has better abilities or ideas, but the courage that one has to bet on one's ideas, to take a calculated risk and to act. (Maxwell Maltz)
- One man with courage makes a majority. (Andrew Jackson)
- People may hate you for being different and not living by society's standards but deep down, they wish they had the courage to do the same. (Unknown)
- Taking action on those things you fear is how you build courage. Courage is an exercise in action, it's not just a trait. Everyone has the ability to be courageous; you just have to take action. (Grant Cardone)
- The paradox of courage is that a man must be a little careless of his life even in order to keep it. (Gilbert K. Chesterton)
- To look at something as though we had never seen it before requires great courage. (Henri Matisse)
- We need to find the courage to say no to the things and people that are not serving us if we want to rediscover ourselves and live our lives with authenticity. (Barbara de Angelis)
- What a new face courage puts on everything. (Ralph Waldo Emerson)
- What would life be if we had no courage to attempt anything? (Vincent Van Gogh)



## **CHAPTER 42: MOTIVATION**

The word motivation broken down is simply the motive to action. What are your motives for acting in the way you do? What motivates you? Is it habit, money, success, recognition, fame? How do we keep up the motivation to continue to bring about dreams when we lose momentum and passion? When you lose focus, become distracted on secondary activities and procrastinate?

I recommend creating daily winning habits you do habitually instead of waiting for motivation to strike you. Don't rely on motivation to do the things that need to be done, rely on discipline and daily habits to achieve. Yes, use motivation like you would putting salt on a meal for taste but you wouldn't consider salt as a meal. A lot of people get all motivated and pumped up after reading, watching or listening to something motivational and think they have achieved something without taking action. I call this mental masturbation. The act of mentally getting off on information without taking action, an addiction most people don't know they have. It can be TV, Books, Movies, Music, TV Shows, Audiobooks, Social Media, YouTube, Seminars, anything that gives you a mental information high without you taking action. Let the motivation move you into action and move you into the game of life, instead of watching on the sidelines pumped like a sports game without being on the field.

### **THE POWER OF I'LL SHOW YOU**

The best motivation often comes when people tell you, "You can't do this or you can't that." People rejecting you, people laughing at you, people talking behind your back. The best fuel we need to motivate ourselves sometimes comes from a vengeful state of "I'll show you." Or "You just wait and see." Proving yourself to others and the world has been the fuel of motivation for many of the greats we have come to know. Without

pushback to prove themselves it's likely the greatest people would of only became good. Use this power of I'll show you to motivate you in action, motivate you into the game of life, motivate you into goal completion and motivate you into pushing yourself through pain and discomfort when the going gets tough.

## **USE A JOURNAL TO MOTIVATE YOURSELF**

Another great practice to keep up the motivation on your goals, is by using a journal. If you have been keeping a journal for some time you can look back at the years that have passed. Reviewing and planning your life with a journal gives you the motivation to keep working on your goals. You can look back at your life, see the goals you had and the personal growth you have achieved. You can look back a year and see what you did this day last year and the year before that. See the changes you have made and see the direction your life is going. See the growth in yourself and the changes you have made. Use your journal to review the week you had every Sunday and see what you achieved and plan for the next week. Write your goals down daily, weekly, monthly and keep up the forward momentum you need to keep grinding away on your goals to success. Don't wait for someone to come along and turn you on and motivate you. Motivate yourself and be your own cheerleader.

## QUOTES ON MOTIVATION

- Giant goals produce giant motivation. (Anthony Robbins)
- He found that necessity was a great motivator. (Edward Bok)
- I believe pain is a much better motivator than pleasure. (Larry Winget)
- If you had enough motivation you could do incredible things. (Jim Rohn)
- Imagination is the key to motivation. (Rene Descartes)
- In my experience, there is only one motivation, and that is desire. No reasons or principle contain it or stand against it. (Jane Smiley)
- Motivation is self-perpetuating. It gathers speed as it rolls along. Living out your motivation gets easier because it becomes a habit. (Jim Cipriani)
- People often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily. (Zig Ziglar)
- The ability to self-motivate is a cornerstone of true wealth. (Bob Proctor)
- The fact that you aren't where you want to be should be enough motivation. (Unknown)
- The pursuit of pleasure. We're all motivated by things that bring us pleasure. (Dexter Yager)
- The whole idea of motivation is a trap. Forget motivation. Just do it. Exercise, lose weight, test your blood sugar, or whatever. Do it without motivation. And then, guess what? After you start doing the thing, that's when the motivation comes and makes it easy for you to keep on doing it. (John C. Maxwell)
- What is motivation? Motivation is that what induces action or determines choice. It is that which provides a motive. A motive is the 'inner urge' only within the individual which incites him to action, such as an idea, emotion, desire, or impulse. (W. Clement Stone)
- You must find a powerful motivation to drive you. (Les Brown)
- Your motivation depends upon your motives, your reasons for acting in the first place, and the more reasons you have, the more motivated you will be. (Brian Tracy)

## **CHAPTER 43: PERSISTENCE**

Persistence is continuing a course of action in spite of difficulties and opposition. Persistence is not sexy, is not easy, is time consuming, repetitive and monotonous. Persistence with you taking action on your goals, working on them each day, week, month, year and grinding is what it takes to reach your success. Remember, many small blows of the axe will fall the largest oak. It's not what you do once in a while that counts, it's what you do persistently that counts.

Persistence and grinding is what makes winning worth it. Only through consistent action and perseverance do our dreams start to shape in front of our eyes. Remember, it takes 10 years of persistent work to create an overnight success. Persistence is the key that unlocks all of your dreams. Failure to persist and you persistently fail.

### **NOTHING GREAT IS ACHIEVED WITHOUT PERSISTENCE**

Think for a moment of all the greatest wonders of the world that man has built. From The Great Pyramid of Giza, The Taj Mahal, The Great Wall of China, The Colosseum, The Burj Khalifa and many more wonderful engineering masterpieces man has built. Now without the magic of persistence none of these wonders would not have been built. The persistence to overcome obstacles, the persistence to overcome criticism, the persistence to overcome lack of resources, the persistence to work without seeing results right away. The best and greatest achievements, feats and records only come about through constant applied persistence. Becoming so singly focused on one task that nothing can stand in your way. Become the type of person that doesn't give up and become the type of person that persist in spite of external circumstances.

## **PERSIST UNTIL**

Persisting until is the only thing you can do to achieve your dreams. The only other choice is failure, which only occurs when you stop persisting and give up on your dreams. Remember failure is usually feedback to start again more intelligently. Persist until you did what you set out to do. Persisting is what sets the doers apart from the rest who tried, failed and stopped trying. Let the below illustrate how persistence directly correlates with the chances of success.

“I won’t” – 0%

“I can’t – 10%

“I don’t know how” – 20%

“I wish I could” – 30%

“I want to” – 40%

“I think I might” – 50%

“I might” – 60%

“I think I can” – 70%

“I can” – 80%

“I am” – 90%

“I did – 100%

## QUOTES ON PERSISTENCE

- A constant hammering on one nail will generally drive it home at last. (P.T. Barnum)
- A little more persistence, a little more effort, and what seemed hopeless failure may turn to glorious success. (Elbert Hubbard)
- Almost every great achievement has been created by many years of concerted effort. (David Deangelo)
- Ambition is the path to success, persistence is the vehicle you arrive in. (William Eardley IV)
- Back your goals and plans with persistence and determination. Never consider the possibility of failure. Never think about quitting. Decide to hold on, no matter what happens. And as long as you refuse to quit, you must eventually be successful. (Brian Tracy)
- Brick walls are there for a reason: they let us prove how badly we want things. (Randy Pausch)
- By endurance we conquer. (Ernest Shackleton)
- Do you know what dogged determination is? It's getting a heart grip on something and refusing to let go until you've mastered it. Dogged determination is the true mark of a winner. (Dexter Yager)
- Dripping water hollows out stone, not through force but through persistence. (Ovid)
- Failure cannot cope with persistence. (Napoleon Hill)
- Genius, when you look more closely at it usually turns out to be the result of uncommon dedication to a task. (Orison Swett Marden)
- Great works are performed not by strength but by perseverance. (Samuel Johnson)
- How long should you try? Until (Jim Rohn)
- I do not think that there is any other quality so essential to success of any kind as the quality of perseverance. It overcomes almost everything, even nature. (John D. Rockefeller)
- I will persist until I succeed. (Og Mandino)
- Majority of men meet with failure, because of their lack of persistence in creating new plans to take the place of those which fail. (Napoleon Hill)

- Most of the important things in the world have been accompanied by people who have kept on trying when there seemed to be no hope at all. (Dale Carnegie)
- Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination are omnipotent. The slogan 'press on' has solved and always will solve the problems of the human race. (Calvin Coolidge)
- Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time. (Thomas Edison)
- Persistence is actually self-discipline in action. (Brian Tracy)
- Persistence is simply another word for faith. If you didn't have faith, you would never persist. (Earl Nightingale)
- Promise yourself you'll never give up. (Jim Rohn)
- Remember, the easy road often becomes hard, and the hard road often become easy. (Robert Kiyosaki)
- Show me a really great triumph that is not the reward of persistence. (Orison Swett Marden)
- Success seems to be largely a matter of hanging on after others have let go. (William Feather)
- That which we persist in doing becomes easier not that the nature of the task has changed, but our ability to do has increased. (Stephen R. Covey)
- The last dejected effort often becomes the winning stroke. (W.J. Cameron)
- The major difference between the big shot and the little shot is the big shot is just a little shot who kept on shooting. (Zig Ziglar)
- There is no substitute for persistence! It cannot be supplanted by any other quality. (Napoleon Hill)
- Victory is always possible for the person who refuses to stop fighting. (Napoleon Hill)
- When you reach that place where most people would give in and give up, keep giving it another shot. (Karen Salmansohn)
- Will power is but the unflinching purpose to carry a task you set for yourself to fulfilment. (George Clason)

## **CHAPTER 44: DISCIPLINE**

Discipline can be described as doing what you know you should do, when it ought to be done whether you feel like it or not. We all know what we should do but we don't apply self-discipline to push through the excuses to get it done. Excuses are easy, everyone has them.

They are cheap just like opinions, it's discipline that throws excuses to the curb and gets the job done. David Goggins says "Don't talk about it, be about it. The number one discipline that you need for success is never giving up and never stop taking action.

Discipline is the surest way to make your dreams a reality. The discipline of taking action on your highest priorities, not your lowest. Discipline of waking up early and getting after it, discipline of self-education, discipline of reading, discipline to get your body in optimal shape so it can provide you with the strength and energy you need to live an energetic life. Discipline to eat and drink that the right stuff. Discipline to stay on the health track instead of the dirt road to sickness. Discipline of putting yourself out there and dealing with rejection and setbacks while continuing to move forward no matter what. No one who has ever achieved anything worth wild hasn't applied discipline in their life, no one! Remember  $\text{Disciplined Action} \times \text{Time} = \text{Success}$ .

### **DISCIPLINE IS MINUTE BY MINUTE**

Discipline never goes away because discipline is a choice acted upon, and guess what we make choices every minute of every day. Seemly small inconsequential choices of what to do next. The choice of what to do next is a never escaping choice that we are presented with in the now, which is always our present moment. It's your discipline or lack of discipline that is going to



determine if your next actions are goal achieving actions or tension relieving actions. Discipline is minute by minute, action by action, thought by thought.

## **SCHEDULE DISCIPLINE INTO YOUR TOMORROW**

Schedule discipline into your tomorrow today. How simple, yet difficult for most. Most things in life are simple but difficult. Simply prioritize your top 3 goals in life. Break them down into daily actionable steps for achievement and schedule those action steps into your tomorrow. Create time in your tomorrow's schedule to take disciplined goal achieving actions. Simple yes, but most won't. Schedule a workout, schedule a meeting with a client, schedule time to meal prep for health, schedule time to learn, schedule journaling, schedule anything and everything that will move the needle to goal achievement. If you are struggling to make time in your schedule, time to look at your life and pull out your imaginary eraser. Erase your biggest distractions and self-distractions you use to procrastinate on your top 3 goals. Drop TV, drop the internet, drop socializing, drop anything that is taking you away from dream realization and success. Reprioritize your sleep patterns if needed to either wake up early or stay up later, if that's what it takes to work on your goals. As Jocko Willink says, "Discipline equals freedom."

## **USE DISCIPLINE TO CREATE HEALTHY HABITS**

All your habits you have are the result of your habitual thinking, habitual inner dialogue, habitual self-programming and your habitual activity. Constantly doing the same things to create your identity which shapes and molds your behavior. What you do ultimately comes down to the self-identity you carry around in your head. To create a new identity will require you to drop the old you to create the next and better you. New actions require new thinking and new empowering self talk. The simplified formula is  $\text{New Actions} \times \text{Time} = \text{New Habits}$ . Taking new actions requires will power and a large amount of discipline, but

taking repeated actions and converting actions into habits and then into a new identity takes less will power and less discipline over time. Because what was once hard has now become easy due to habit and identity change. New disciplines creates new habits which in turn creates a new identity and ultimately a new you. Remember discipline is what gets the plane up in the air, habit is what keeps the plane flying in the air.

## QUOTES ON DISCIPLINE

- A lack of personal discipline in one area nearly always shows up in other areas. (Larry Winget)
- A new discipline immediately changes the direction of your life, like a ship turning in mid-ocean and heading toward a new destination. (Jim Rohn)
- Concentrate on one thing, the most important thing, and stay with it until it's complete. (Brian Tracy)
- Consistency builds discipline, disciplined actions done consistently create success. (Grant Cardone)
- Discipline comes through self-control. This means that one must control all negative qualities. Before you can control conditions, you must first control yourself. (Napoleon Hill)
- Discipline is the ability to give yourself a command and then follow it. (Bob Proctor)
- Discipline is the foundation upon which all success is built. Lack of discipline inevitably leads to failure. (Jim Rohn)
- Having self-discipline makes a tremendous difference a difference too great to measure. It's not something you're given, not something you inherit, self-discipline is something that you acquire by yourself. (Tom Hopkins)
- He who conquers others is strong. He who conquers himself is mighty. (Lao-Tsu)
- I learned to discipline myself to do things I didn't want to do. (Edward James Olmos)
- If we do not discipline ourselves, the world will do it for us. (William Feather)
- If you want to achieve anything in life, it is not enough to merely wish for it. You must develop that kind of 4:30am discipline that distinguishes you from others. (Armstrong Williams)
- In fact, discipline actually gives us more freedom than we'd have without it. (Dexter Yager)
- It was character that got us out of bed, commitment that moved us into action, and discipline that enabled us to follow through. (Zig Ziglar)
- It's just a matter of understanding what's necessary and discipline yourself to do it. (Arthur Lydiard)

- Possessing the ability to do the most productive thing possible at most given moments requires a high degree of self-discipline. (Tom Hopkins)
- Self-discipline is the most important quality for assuring long term success. The ability to make yourself do what you should do, when you should do it, whether you feel like it or not. Your ability to discipline yourself to pay the price of success in advance and to continue paying it until you achieve the goal is the true mark of the winning human being. Sacrifice in the short term is the price you pay for long term security. (Herbert Gray)
- Self-discipline is when your conscience tells you to do something and you don't talk back. (W K. Hope)
- Start a little earlier, work a little harder stay a little later, discipline yourself when you don't feel like it and persist. You build your self-discipline, self-discipline is the basis for self-confidence. (Brian Tracy)
- Teenagers look at discipline as a drag and a burden. Adults have discovered that it's the doorway to freedom. It freed you to succeed. (Dexter Yager)
- The formula for success; a few simple daily disciplines practiced everyday. Eliminate the errors and replace them with the disciplines practiced. (Jim Rohn)
- The only discipline that lasts is self-discipline. (Bum Phillips)
- Through discipline comes freedom. (Aristotle)
- To develop self-discipline is to take possession of your mind with such strength that your emotions and appetites are brought under control. (Tom Hopkins)
- We all must suffer the two pains, the pain of discipline or the pain of regret, regret weighs tons, discipline weighs kilos. (Jim Rohn)
- Without discipline, it is nearly impossible to be successful. (Unknown)
- You will only become truly prosperous when you have disciplined your mind. (James Allen)

## **CHAPTER 45: SALES**

Sales is the ability to persuade other people to your idea, product, service or your way of thinking. On your path to success you are going to need to acquire the skill of sales to sell people on your dreams and goals. Life is not a one-person show, we live in a society with over 7 billion people living on earth. For your dreams to manifest into existence, it is going to involve people who will need to be sold on your goals, products, services and your vision.

If you cannot sell others on your dreams, chances are they will always stay a dream for you and never become a reality. That is why sales is such an important skill to develop and utilize.

We are all in the sales game, no matter what you do in life. Just look at the natural sales skills a child demonstrates to their parents. Always getting attention, persuading, always pushing, always asking and not taking no as an answer. Child are remarkable displaying their natural sales ability, but throughout the growth stages into adult life it seems to be lost for the many. The beautiful thing about sales is it is a skill and any skill can be developed and learned.

### **SELLING MAKES THINGS HAPPEN**

Understand that nothing in life happens until someone is sold. A man selling himself to a woman, a woman selling herself to a man, a company selling themselves through an ad persuading you to buy their product or service. A person selling themselves in a job interview. The list goes on and on. We live in a world where everything is for sale and you are constantly being sold on what to think, do and buy. Selling makes things happen, without the transfer of selling and buying not much happens in the world. Progress is made through the transaction of selling, persuading and closing.

## **SELL YOU ON YOU**

If no one is cheering for you, encouraging you, pushing you, educating you, supporting you, you have no other choice than to sell you on you. Sell you on your gifts and talents, your work ethic, your attitude, your dreams, your goals, your aspirations and your future. Be your own cheerleader, be your own number one fan. Love yourself if no one out there shows you love. Many people don't sell themselves on themselves and fail to reach their dreams because their lack of belief in themselves, waiting for someone to come into their life with the magic key. Not knowing it's in their own mind not in the pocket of someone else. That key is their mind, your mind is maker or destroyer of your dreams either selling you on why you can or why you can't. The only difference is one little letter t, that t stands for thought. Can or can't is only a thought, not a reality, a reality only when accepted as truth, so sell you on you and be sold on your dreams.

## **SELL PEOPLE ON YOUR DREAMS**

A huge reason why many people don't live their dreams is because their dreams never leave the lips of their mouth, locked up in the mind of the dreamer afraid to tell another soul. Locked up as thoughts in the mind never being heard outside of the head. How are people going to help you achieve your dreams when you never speak into existence the very dreams you daydream about with your eyes open, but heart closed. Open your heart to others and start selling your dreams to people. Talk about your visions, aspirations, goals, dreams and your future. Speak with enthusiasm, speak with confidence, speak with certainty that one day you will achieve. By selling your dreams to people, you in turn sell yourself on your dreams. By explaining to another your thoughts, you in turn clarify your mission. You open yourself up to either criticism or encouragement, feedback or an insult. But most importantly you open yourself to the universe by putting your dreams into words and speaking them into existence. Let people shine a light on your darkness to make the way brighter

for you and the path to dream clearer. Sell people on your dreams and they might just sell you on your dream.

## QUOTES ON SALES

- A positive attitude is a thousand times more important than the product itself. Remember that a product can be shopped, but a great attitude cannot. A price can be beat, but a great attitude is priceless. There's nothing more valuable to anyone than a positive person. (Grant Cardone)
- A salesman cannot know too much but he can talk too much. (Frank Bettger)
- All successful sales professionals utilize listening skills to their fullest. (Zig Ziglar)
- Any form of effort through which one person persuades another to cooperate is salesmanship. (Napoleon Hill)
- Emotion makes the prospects take action now, and logic enables them to justify the purchase later. (Zig Ziglar)
- Every successful person knows how to sell what they offer. Enthusiasm and organization are the basic elements in selling. (Dale Carnegie)
- Everything in life is a sale and everything you want is a commission. (Grant Cardone)
- Force yourself to act enthusiastic, and you'll become enthusiastic. (Frank Bettger)
- If a man attains a high station in life, it is because he has acquired or was blessed with a natural ability as a salesman. (Napoleon Hill)
- If we can give someone a reason for buying and an excuse for buying, the chances are rather dramatically improved that he will buy. (Zig Ziglar)
- It's not what you sell, it's how you sell. (Matthew Dixon)
- Most salespeople I meet spend too much time selling the product and forget that selling is 80 percent people and 20 percent product. (Grant Cardone)
- Never forget a customer; never let a customer forget you. (Frank Bettger)
- None of us buy products. We all buy products of the product which are called benefits or need solutions. In short, we don't buy what the product is; we buy what the product does for us. (Zig Ziglar)



- People buy personalities and ideas much more quickly than they buy merchandise. (Napoleon Hill)
- Salespeople should take lessons from their kids. What does the word ‘no’ mean to a child? Almost nothing. (Jim Rohn)
- Selling is a prerequisite for life. Selling impacts every person on this planet. Your ability or inability to sell, persuade, negotiate, and convince others will affect every area of your life and will determine how well you survive. (Grant Cardone)
- Selling is the art of persuading your prospects to buy your solutions to their problems and wants. (Jack Collis)
- Selling is the art of planting in the mind of another a motive which will induce favourable action. (Napoleon Hill)
- Selling is the easiest job in the world if you work it hard, but the hardest job in the world if you try to work it easy. (Frank Bettger)
- The best salespeople do not “sell” they find out what the other person wants, then help them find the best way to get it. (Frank Bettger)
- The master salesman paints a word picture of the thing he is offering for sale. The canvas on which he paints is in the imagination of the prospective buyer. (Napoleon Hill)
- The most important sale, selling yourself. Only to the degree you are sold can you sell. (Grant Cardone)
- When a salesman stops making enough calls, frequently the real reason is that he has lost interest and enthusiasm for his own sales story. (Frank Bettger)
- When you realize that the prospect is human, you are less likely to be intimidated. (Zig Ziglar)
- Women are the greatest salespeople on earth. They are superior to men because they are more subtle, more dramatic, and use greater finesse. Men often believe they are selling themselves to women in proposals of marriage. Generally, however, it is the woman who does the selling. She does it by making herself charming, attractive and alluring. (Napoleon Hill)

## **CHAPTER 46: LEADERSHIP**

The word Leadership broken down really is lead a ship. What ship? Your ship, your partner ship, your relation ship, your friend ships any and all type of ships. Lead your own ship first before trying to lead other people's ships. Leadership can be displayed in the workplace, in the family, amongst friends and throughout the community. If you cannot be a self-leader and lead your own life you won't be able to lead others successfully. Understand that there is a massive difference between managing people and leading people. Most managers think of themselves as leaders, while most leaders don't see themselves as managers.

Once you become a leader in your own life, you will develop naturally the skills and traits to start leading others without being consciously aware of it. Leadership is a sign that your self-growth has outwardly affected other people in a positive way. If your actions and words inspire others to dream more, to become more, to learn more you are a leader. Lead with no title, lead without being told to lead, lead when no one is looking and lead with no incentive. Become the leader that you would want to be led by in your own life and work life.

### **BE THE WAR GENERAL OF YOUR LIFE**

What if you started to take your dreams seriously and went to war on your personal dreams. You called yourself out and declared war on your dreams. Rallied yourself, put a war plan together and became the war general of your life. You put your dreams on the table and developed a strategy of war for success or death on your dream with a final deadline of completion. What would happen if you became a general instead of a soldier? What would happen if you treated your dream as a war mission and took a life or death approach to the successfully completion of that mission. Your energy would change, your thinking would change, your actions would change, your motivation would sky rocket, your priorities would shift. Why not declare war on your

dreams and get them out of your head into the reality of life. Get off your comfortable behind of mediocrity and lead yourself into an internal battle of success. Lose sleep if you have too, work like your life depends on it because it does, focus like you are defusing a ticking time bomb, do whatever you need to do to pull yourself across the goal line and get the mission complete. Become a war general and be ruthless with making your dreams a reality and be the leader of your own life.

## QUOTES ON LEADERSHIP

- A genuine leader is not a searcher for consensus but a molder of consensus. (Martin Luther King, Jr.)
- A leader is a dealer in hope. (Napoleon Bonaparte)
- A leader is one who knows the way, goes the way, and shows the way. (John C. Maxwell)
- A leader is someone who demonstrates what's possible. (Mark Yarnell)
- A leader leads by example not by force. (Sun Tzu)
- A man who wants to lead the orchestra must turn his back on the crowd. (Max Lucado)
- A successful leader means having the ability to make meaningful decisions quickly and hold them persistently. (John Demartini)
- Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others. (Jack Welch)
- Don't manage people. Lead them by example. (Jack Welch)
- If your actions inspire others to dream more, learn more, do more and become more, you are a leader. (John Quincy Adams)
- In Chinese philosophy, leadership is character. People with great character, developed overtime, naturally become leaders. (Sun Tzu)
- Leaders have no interest in proving themselves, but an abiding interest in expressing themselves. (Warren Bennis)
- Leaders seek results. Many have wishes, but effective leaders act. (Abraham Lincoln)
- Leadership and learning are indispensable to each other. (John F. Kennedy)
- Leadership is action, not position. (Donald H. McGannon)
- Leadership is not about being in charge. It's about taking care of those in your charge. (Simon Sinek)
- Leadership is not something you do to people. It's something you do with people. (Ken Blanchard)
- Leadership is practiced not so much in words as in attitude and actions. (Harold Geneen)
- Leadership is really the challenge to be something better than mediocre, something better than average. (Jim Rohn)

- Leadership is the capacity to translate vision into reality. (Warren Bennis)
- Leadership is unlocking people's potential to become better. (Bill Bradley)
- Leadership, to attract attractive people you must be attractive, personal development is the key to the better future. To attract dedicated people you must be dedicated. To attract positive people you must be positive. To attract loyal people you must be loyal. To attract gifted people you must be gifted. It's a matter of attracting the people you want that's the key to leadership. (Jim Rohn)
- Not all readers are leaders but all leaders are readers. (Harry S. Truman)
- One of the duties of the leader is to lift up those who are not able to advance themselves. (Eleanor Roosevelt)
- Only about 2% of people can work entirely without supervision. We call these people "leaders." (Brian Tracy)
- The few who have the courage to listen to and act upon their mission lead the many. (John Demartini)
- The greatest leader is not necessarily the one who does the greatest things. He is the one that gets the people to do the greatest things. (Ronald Reagan)
- The key to successful leadership today is influence, not authority. (Ken Blanchard)
- The pessimist complains about the wind. The optimist expects it to change. The leader adjusts the sails. (John Maxwell)
- The quality of a leader is reflected in the standards they set for themselves. (Ray Kroc)
- The successful leader must plan his work, and work his plan. A leader who moves by guesswork, without practical, definite plans, is comparable to a ship without a rudder. Sooner or later he will land on the rocks. (Napoleon Hill)
- Those who lead others lead themselves first. (John Demartini)
- To be a great leader, you must be a great listener. (Richard Branson)
- True leaders don't create followers, they create more leaders. (Unknown)

## **CHAPTER 47: RESULTS**

Results are like a scoreboard we use in sports to see if we are winning or losing in our own game we are playing with ourselves. Results are the facts, the numbers, the accomplishments or the disappointments to see if you are on track or off track in the time frame we have given ourselves. Results give you feedback on where you are at in relation to our goals. They show you your commitment, your progress, your actions or lack of actions. They show you if you are on track to success or on track for failure. Current results are not final results, the game continues to be played with each day, week, month and year. Results at the end of a term give you an opportunity to evaluate your performance and adjust your actions towards your final destination, which is goal achievement.

### **JOURNAL YOUR RESULTS**

The best way to view the scorecard of your current results is to use your journal. Start writing in your journal daily and at the end of a week and a month. Take some time to analyze the actions you took or didn't take towards your goals. By doing this simple task of journaling and analyzing the results, you can readjust your actions to put you on the path to your personal success. Break your goals into actionable steps and put a deadline for the completion of the goal with a date on it. Write in your journal your yearly goals, break them up in quarterly goals, monthly goals, weekly goals and daily action steps. Use your journal to keep you on track with your results. Get a result out a day, out of a week, a month, a quarter, a year. Don't let a day go by without nudging yourself closer to your end result, goals achievement. Results are the name of the game in life, know the results you are after and work hard towards their achievement.

### **RESULTS ARE FEEDBACK**

Take a sporting game, at the end of the game when the clock stops, the results are shown on the scoreboard. All games have a completion time and a result. Be it Tennis, Football, Basketball, Cricket, Golf, Soccer or Hockey, you name it all sporting games have a result. At the end of the game someone wins, and someone loses. Both sides get instant feedback, the winner usually confirms themselves with a win and the loser gets feedback on why they lost, what went wrong, the weaknesses, the improvements that can be made to get better next time. Not getting the result you are after comes with a blessing which is feedback to improve. Don't quit when you lose, get better and try again until you win. If you set a deadline for a goal you want to achieve, and you fail to reach the goal in the timeframe you get feedback. Why and how you failed? Either not enough action or not enough time. Increase your action and increase your time perspective. It's much easier to lose 10kgs in 20 weeks than 2 weeks. Results are a measuring stick we use to measure ourselves with. Don't measure your results by anyone else's life, compare yourself to your previous self. That is where you will see your growth and the life trajectory you are on. Welcome results, embrace the facts, get real with yourself, don't be faked out, and work hard to get wins on the scoreboard of your life.

## QUOTES OF RESULTS

- A tree is really measured by the quality of its fruit.  
(Unknown)
- Actions are the source of all results. (Anthony Robbins)
- Check results often to see if you're on track or off track.  
(Unknown)
- Consistent actions creates consistent results. (Christine Kane)
- Deciding to commit yourself to long-term results, rather than short-term fixes, is as important as any decision you'll make in your lifetime. (Anthony Robbins)
- Everything begins on a mental level before it manifests in physical results. (Bob Proctor)
- Facts are better than dreams. (Winston Churchill)
- Forget about style; worry about results. (Bobby Orr)
- I realize that I could change my life and achieve almost any goal I could set for myself if I just found out what others were doing in that area and then did it myself until I got the same result. (Brian Tracy)
- I've always believed that if you put in the work, the results will come. (Michael Jordan)
- If you don't change the cause, you won't change the results. (Jack Collis)
- In all human affairs there are efforts, and there are results, and the strength of the effort is the measure of the result. (James Allen)
- Insanity: doing the same thing over and over again and expecting different results. (Albert Einstein)
- Pareto principle says eighty percent of the results flow out of twenty percent of the activities. (Stephen R. Covey)
- Remember something people are rewarded in public for what they've practiced for years in private. (Les Brown)
- Results are the best measurement of human progress. Not conversation. Not explanation. Not justification. Results. (Jim Rohn)
- Results are the outcome of process. Focus on the result, for it is the only purpose of process. (Anon)
- Small daily improvements are the key to staggering long-term results. (Unknown)



- The difference between knowing and doing can be summed up in one-word results. (Bob Proctor)
- The gratification comes in the doing, not in the results. (James Dean)
- The life you are enjoying today is a reflection of the price you've paid up until now. (Brian Tracy)
- The result is always: you did or you didn't. (Jack Collis)
- The results you achieve will be in direct proportion to the effort you apply. (Denis Waitley)
- There are two kinds of people in the world: those who make excuses and those who get results. An excuse person will find any excuse for why a job was not done, and a results person will find any reason why it can be done. (Alan Cohen)
- There's one big difference between patience and procrastination. That is to take massive action while being patient with the results to show up. Results are a byproduct of massive action. No results are a byproduct of massive procrastination. Choose to take massive action today. (Patrick Bet-David)
- We are the results of what we were, and we will be the results of what we are. (Buddhism)
- You don't get results by focusing on results. You get results by focusing on the actions that produce results. (Mike Hawkins)

## **CHAPTER 48: MONEY**

Money, the one word in which we work most of our lives for and the one word we study the least. We humans live on an abundant planet that provides everything we need to flourish and thrive with one little twist, it's currently an economic planet. We use money as the medium to trade our time (energy) for goods and services to live our life. Regardless of what country you live in or name you call money be it Dollars, Pound, Euro, Yen or Cryptocurrency. We spend most of our waking life working for it, thinking about it, and spending it and wishing we had more of it. Money is a major subject and plays a huge part in our lives. It should be a priority study for anyone who wishes to have control over money instead of money having control over you. There are many great books and teachers out there, with many different philosophies and practical ways to earn money, keep money and multiply money.

### **MONEY ISN'T EVERYTHING**

If your dream in life is purely based on generating money and having a certain amount of money, then money is the yard stick you use to measure yourself with. If your dream is not money related, but instead money is a byproduct of goal achievement, then money is a secondary outcome of your grand dream. The numbers in your bank account don't always reflect success internally or externally in someone's life. Remember everyone has a different idea and scorecard on what success means to them. In life there are people with a lot of money who are failures and there are people with very little money who are successful in their own right. Money is the dominate tool people use to measure success in the money obsessive culture we currently find ourselves in.

Money isn't everything in life, you can't buy family, true friendship, peace of mind, health, dreams, fulfillment and

meaning. Yes, with money you can buy materialistic things and yes you can buy a level of freedom and time. We all want more money in our life as with more money we have more freedom, choices and opportunities to live the life we desire to live. But please don't get confused and put your happiness in your wallet, waiting for your wallet to fatten before you get to feel happiness. Money can give you short term high but not lasting fulfilment and happiness.

## **HOW TO KEEP TRACK OF YOUR MONEY**

To keep your finances on track, you have to keep it on the rails. Be in control of your money, don't let money control you. Remember money doesn't spend itself, you earn it and you spend it. Ask most people what they did with all the money they have earned over the years and you will draw blank stares and get vague answers like house, bills, food, clothes, kids, holiday, cars and fun. But if you asked how much have you spent on each category? Chances are they wouldn't be able to give you an exact figure. People that don't keep track of money are generally side tracked and headed off track when it comes to money.

What if you had detailed records of your last 5 years of economic household income and expenses? What insights would this give you? What would it show? Would it show economic growth in income and balance sheet? Would it show your spending habits and give you a clear picture of your economic philosophy? Yes, Yes and Yes. Why do businesses have profit and loss statements and you individually or as a family don't? If you don't know you have a problem, you will never find a solution. If you have money problems, I suggest you take the time to start tracking your economic activity your income and your outgo.

I suggest once a month on the 1<sup>st</sup> of every month you take 30 minutes out of your life to invest in your financial future. Bring up your online banking accounts and using Microsoft Excel create a spreadsheet called Wealth Management. Go over your previous month and write out all your income and expenses into

a spreadsheet under the categories like home loan, food, bills, clothes, holiday, going out, kids, pets, car etc. Once you have tabulated every item use excel to sort and create your own personalized income and expense monthly report. This will show you the facts, the facts of what you earned and what you spent. Repeat this process for three months and you will have report of your quarterly individual or household income and expenses. Do this for a year and will not only have your own yearly economic report but you will learn more about your own economic philosophy than you would reading books. It's good to study but it's better to study yourself. Get on track with money by tracking.

## **WHAT TO DO WITH MONEY**

What to do with your money all comes down to your age, experience, background and philosophy, needs, dreams, commitments, lifestyle, goals and plan. The 60 year old person and the 20 year old kid will do different things with money due to the above reasons. Anyone can give you money advice on what you should do with your hard-earned income but only you can decide what to do with your money. Everyone has different tendencies with money, some people are shopaholics, some people are tight and save for a rainy day. Some people budget every dollar and some live their life on the credit card always spending their tomorrow's today. However you are wired, every person has a unique relationship with money due to age, experience, upbringing, family, education, society, friends, country and a hundred of others things that form their money philosophy. If what you are doing currently is working for you continue that but if you broke chances are you need to change your money philosophy and learn from the experts.

## **THE BEST AUTHORS AND BOOKS TO STUDY MONEY**

I am no expert in regard to money, but I do know the experts to study. Being the founder of one of the largest free book summaries websites I have summarized dozens of great books on

the subject of money. I have distilled the best book bits from the best money books and have them available in written, video and audio format through the click of a button. Check out my website [Bestbookbits.com](http://Bestbookbits.com) to find hundreds of book summaries for you to get educated. My top dozen books on money I have done books summaries on are the following.

- Robert Kiyosaki: Rich Dad Poor Dad and the Cashflow Quadrant
- Grant Cardone: The Millionaire Booklet
- George Samuel Clason: The Richest Man in Babylon
- Tony Robbins: Money Master the Game and Unshakeable
- Scott Pape: The Barefoot Investor
- Thomas Stanley: The Millionaire Next Door
- David Bach: The Automatic Millionaire
- T. Harv Eker: Secrets of the Millionaire Mind
- Ramit Sethi: I Will Teach You To Be Rich
- Jon Hanson: Good Debt, Bad Debt
- M. J. DeMarco: The Millionaire Fastlane
- Jen Sincero: You Are A Badass At Making Money

## QUOTES ON MONEY

- A man is paid, not merely for that which he knows, but more particularly for what he does with what he knows, or that which he can get others to do. (Napoleon Hill)
- A part of all you earn is yours to keep. It should be not less than a tenth no matter how little you earn. It can be as much more as you can afford. Pay yourself first. (George Clason)
- After you become a millionaire, you can give all of your money away because what's important is not the million dollars; what's important is the person you have become in the process of becoming a millionaire. (Jim Rohn)
- Always remember, money is a servant; you are the master. (Bob Proctor)
- Asked, who is the rich man? Epictetus replied, He who is content. (Epictetus)
- Becoming wealthy involves a set of habits and ways of doing things, some of which seem of minor importance or common sense, although many of us don't do them. (Thomas Stanley)
- Broke is a state of your account, poor is a state of your mind. (Brian Buffini)
- Business, it is quite simple. It is other people's money. (Alexander Dumas)
- Compounding is mankind's greatest invention because it allows for the reliable, systematic accumulation of wealth. (Albert Einstein)
- Do not save what is left after spending, but spend what is left after saving. (Warren Buffet)
- Earned income is money you work for and passive and portfolio income is money working for you. (Robert Kiyosaki)
- Everything that you make above what you spend is your profit. That's your only true income. (Tom Hopkins)
- Financial independence is the ability to live from the income of your own personal resources. (Jim Rohn)
- Folks who never do any more than they get paid for, never get paid for any more than they do. (Og Mandino)

- Form the habit of systematic saving by putting aside a definite percentage of your income. Money in the bank gives one a very safe foundation of courage when bargaining for the sale of personal services. Without money, one must take what one is offered, and be glad to get it. (Napoleon Hill)
- He is richest who is content with the least, for content is the wealth of nature. (Socrates)
- I assure you that the less hung-up you are on money, the easier money will come to you. (Grant Cardone)
- I've not found a single investment that gives higher returns than investing in yourself. Not one. (Patrick Bet-David)
- If you are born poor it's not your mistake, but if you die poor it's your mistake. (Bill Gates)
- If you can grasp the idea that money is not real, you will grow rich faster. (Robert Kiyosaki)
- If you don't find a way to make money while you sleep, you will work until you die. (Warren Buffet)
- If you want to become rich, you must not make a study of poverty. (Wallace D. Wattles)
- Money doesn't change men, it unmasks them. (Henry Ford)
- Money follows eyeballs. (Gary Vaynerchuk)
- Money isn't the most important thing in life, but it's reasonably close to oxygen on the "gotta have it" scale. (Zig Ziglar)
- No man becomes rich unless he enriches others. (Andrew Carnegie)
- People are not born with a millionaire mind. It is a set of attitude and knowledge that anyone can adopt and acquire. (Thomas Stanley)
- People who cannot control their cashflow work for those who can. (Robert Kiyosaki)
- Rich people, in contrast, create things or systems that can earn money for them independently of their time input. (T. Harv Eker)
- The rat race is a trap for people who spend first and then have to work to pay for yesterday's extravagances with tomorrow's earnings. (Steve McKnight)

## **CHAPTER 49: WINNER**

What makes you a winner in life? How do you know if you are winning? Maybe you have already won and you just don't know it. If someone else was looking in on your life from the outside, they may think you have already won. However, you might feel as though you are not even close. Why is that? It is because everyone has a different meaning and idea what winning looks like to them. What winning looks like to some, looks like losing to others and what losing looks like to some, looks like winning to others.

To me being a winner means you have accomplished a dream or goal you have set for yourself. It can be a dream or goal of any size. If your dream or goal was to run a marathon and it took you one year of hard training and you finally completed the event, you would call yourself a winner. If you set a goal to lose a certain amount of weight and you did it, you are a winner. If you overcame an addiction, you are a winner. If you got the job, got married, had a child, built a home, started a business or anything at all that you are proud of, call yourself a winner. Winning comes in all shapes and sizes. Even if your win might seem like a loss to someone else, remember winning is personal and an internal victory not necessarily external. All winners in life follow the same path, first they dream it, second, they believe it, third they take action, fourth they persist and fifth they win.

### **YOU ONLY LOSE WHEN YOU GIVE UP**

If you don't dream, don't act, don't work hard, don't persist, you lose. If you dream, act, work hard, persist and don't give up, one day you will win. Losing is easy, you don't have to do anything. Winning is hard, that's why most people haven't won yet. Winning requires you to go through all the obstacles that stand between you and your dream. First to have the guts to dream a dream that is big enough to scare you and push you to grow. The



guts to keep the dream alive and take action without seeing results. The guts to pick yourself up again after you fail time and again, recalibrate, get feedback and try again. The guts to be misunderstood and run a solo race until one day you meet a victory so sweet it was all worth it. That's what winning is, the sweet personal victory you feel when you go through all the pain to reach a destination you thought about for so long.

### **THERE IS STILL TIME TO WIN**

There is still time for everyone to win, because anyone can dream, anyone can work hard, anyone can persist and that means anyone can win. If you haven't won lately in the game of life don't worry, you have to lose a lot in life to appreciate a win. If winning was easy we really wouldn't call it a win, winning is only winning when the obstacles to win are big. The obstacle to overcome yourself, to push, to grow, to stretch, to sweat, to grind, to hustle, to hurt. Lose if you have to but don't stop dreaming, don't stop working, re-adjust and dust yourself off, shower, eat, sleep and wake up to another day to keep kicking the ball forward and moving the needle a little more each day. You still have time to win. Expand your time frame horizon. Would you still pursue your dream if you knew it would take 5, 10 or 20 years to achieve? We live in a world of instant gratification but winning is about delayed gratification. As Gary Vaynerchuk perfectly put it, "Macro patience, Micro Speed."

### **DEVELOP A WINNER'S MENTALITY**

All winners first win the mental game inside before they are rewarded with the win externally. You see everything is first created mentally before it is externally created. Everything starts first a dream, idea or a goal. Then gets turned into a plan, mixed with a belief, then an attitude, then action, persistence and achievement. All winners carry with them a mindset for victory, an expectation of victory, an appetite for victory, a work ethic for victory, a dog grip for victory and then one day they get

rewarded externally with that victory. Ninety percent of that victory first is achieved in the mind, the 10% is external just a small amount of what people see. People cannot see your mentality, your drive, your belief, your hunger, your dream. Other people might be blind to what goes on in your mind, but not you, you see what others cannot, your vision brightens your path to victory.

## QUOTES ON WINNING

- A quitter never wins and a winner never quits. (Napoleon Hill)
- A winner is someone who recognizes his God-given talents, works his tail off to develop them into skills, and uses these skills to accomplish his goals. (Larry Bird)
- Athletes visualize winning 1000s of times before they step on the track. They've already won. Other people just don't know it yet. (Unknown)
- Don't talk like they talk, don't read what they read, don't watch what they watch, don't go where they go, don't blame what they blame, walk away from the 90% and join the 10%. (Jim Rohn)
- Failures do what is tension relieving while winners do what is goal achieving. (Denis Waitley)
- First they ignore you. Then they laugh at you. Then they fight you. Then you win. (Mahatma Gandhi)
- If you don't quit, and don't cheat, and don't run home when trouble arrives, you can only win. (Shelley Long)
- If you don't see yourself as a winner, then you cannot perform as a winner. (Zig Ziglar)
- If you want to win big, you must be willing to disappear for a while. (Patrick Bet-David)
- Never discuss winning with losers. It's not their language. (Eric Thomas)
- People fall down. Winners get up. Gold medal winners get up fastest. (Zig Ziglar)
- Picture yourself vividly as winning, and that alone will contribute immeasurably to success. (Harry Emerson Fosdick)
- Resolve today to join the top 10% of people in your field. Make a lifelong commitment to excellence. (Brian Tracy)
- The real winners in life are, more often than not, only two or three percent more effective than those who lose. (Bob Proctor)
- The toughest part of getting to the top of the ladder is getting through the crowd at the bottom. (Unknown)

- The winner's edge is not in a gifted birth, a high IQ, or in talent. The winner's edge is all in the attitude, not aptitude. Attitude is the criterion for success. (Denis Waitley)
- There is always room at the top. (Daniel Webster)
- There's not a single winner on earth that took it easy. (Gary Vaynerchuk)
- To re-make your life, you must build a winner's self-image. As soon as you start to alter the image, everything outside will begin to change. (Sandy Gallagher)
- While most are dreaming of success, winners wake-up and work hard to achieve it. (Unknown)
- Winners almost always do what they think is the most productive thing possible at every given moment; losers never do. When you look at what winners and losers actually do moment by moment, the difference between these two divisions of the human race really is that small. But the results of those small differences keep adding to each other at every given moment until they reach a critical size. (Tom Hopkins)
- Winners build on mistakes. Losers dwell on them. (Arnold Mori)
- Winners don't quit. That's why they win. (Unknown)
- Winning begets winning. (Grant Cardone)
- Winning comes about by design, determination, and positive action. (Bob Proctor)
- Winning isn't getting ahead of others. It's getting ahead of yourself. (Roger Staubach)
- Winning means being unafraid to lose. (Fran Tarkenton)
- You can't win physically if you're losing mentally. (Billy Cox)
- You could be winning and feel like you're losing because the scorecard you're using is unfair. (Anthony Robbins)
- You have to be odd to be number one. (Dr. Seuss)
- You were born to win, but to be a winner, you must plan to win, prepare to win, and expect to win. (Zig Ziglar)
- You win when you fall in love with patience. (Gary Vaynerchuk)

## **CHAPTER 50: SUCCESS**

Success; the capstone of achievement and the realization of your dream becoming a reality. The glory, the victory, the pain, the effort and the time you dedicated, to arrive at a moment called success is sweet and finite. The realization of seeing your dreams and goals become a reality is an amazing feeling and should be celebrated, but shouldn't stop you from setting new dreams and new goals to push you further into the future. Let your newfound success change your identity into the successful person you dreamed of. Let your new identity of a winner now produce more wins for you, climbing higher and higher to the next level and stage of your life. Just like the educational system graduating from Primary School to High School to University to a Master's Degree to a Doctor's Degree. Don't let your success stop you, let your success move you and others to higher heights and bigger and better things.

### **SUCCESS IS A MOVING TARGET**

Success is an ever-moving target always being projected into the future with every goal you set. What you want one year is different from the next. This is the nature of success and the nature of the human being. We are a goal striving machine never content with the present, always having a vision for the future. When reaching milestones on your journey to success you need to set up a reward system to reinforce success and winning in your life. When you work hard and achieve you deserve a moment of celebration. Take the time to celebrate and then get back to work, dreaming bigger, planning bigger and acting bigger than you have before. Once you have achieved a level of success your mind goes up another level with you thinking bigger dreams, gaining more confidence and believing in yourself that you are capable of more. Every success in life is like a stepping stone, climbing higher and higher, year after year gaining more experience, wisdom and belief.

## **LET YOUR SUCCESS CHANGE YOU AND INSPIRE OTHERS**

Let your success change you for the better, let success change your thoughts and beliefs on what is possible to achieve. Let your success make you into a high-performance person. A person who thinks big, acts big and achieve big. Someone who doesn't procrastinate on their dreams and works their tail off to achieve their dreams sooner rather than later. Let your success give you the confidence and new identity of a winner to move yourself into a higher and higher gear. Inspire others to think and dream a better life for themselves. Inspire others with your actions and results, to think if he can do it, I can do it. Give people the wisdom, the confidence, the tools and the belief that they can too make their dreams become a reality. Let the world know your old self is gone and your newer and better you is here. Level up your life to the best version of yourself you can be and let that levelled up version of you inspire others to do the same.

## QUOTES ON SUCCESS

- Action is the foundational key to all success. (Pablo Picasso)
- Always bear in mind that your own resolution to succeed is more important than any other. (Abraham Lincoln)
- Don't be distracted by criticism remember the only taste of success some people have is when they take a bite of you. (Zig Ziglar)
- Genuine success is never an accident. The prosperous have a culture of progress that combines curiosity and persistent application. (David Landes)
- I could only achieve success in my life, through self-discipline, and I applied it, until my wish and my will, become one. (Nikola Tesla)
- I have learned that success is to be measured not so much by the position that one has reached in life as by the obstacles which has overcome while trying to succeed. (Brooker T Washington)
- If one advances confidently in the direction of his dreams, and endeavors to live the life which he had imagined, he will meet with a success unexpected in common hours. (Henry David Thoreau)
- If you truly want success, you've got to get around the right people. (Earl Shoaff)
- If you want to be successful, find someone who has achieved the results you want and copy what they do, and you'll achieve the same results. (Anthony Robbins)
- Keep on succeeding, for only successful people can help others. (Robert Schuller)
- Life's six rules for success. Trust yourself. Break some rules. Don't be afraid to fail. Ignore the naysayers. Work like hell. Give something back. Just remember, you can't climb the ladder of success with your hands in your pockets. (Arnold Schwarzenegger)
- Most great people have attained their greatest success one step beyond their greatest failure. (Napoleon Hill)

- Real success is success with self. It's not in having things, but in having mastery, having victory over self. (Stephen R. Covey)
- Singleness of purpose is a quality without which no one may attain to outstanding success. (Napoleon Hill)
- Success compounds. So does failure. Make success a habit. (Patrick Bet-David)
- Success has many prices. One of them is accepting the falling away from your friendships with people who have negative emotions about your growth. (Tom Hopkins)
- Success is 20% skills and 80% strategy. (Jim Rohn)
- Success is dependent upon the glands, sweat glands. (Zig Ziglar)
- Success is learning how to create what you want by transforming what you have. (Terri Maxwell)
- Success is not a doorway, it's a staircase. (Dottie Walters)
- Success is the sum of small efforts, repeated day in and day out. (Robert Collier)
- Success lies in the opposite direction of the normal pull. (Jim Rohn)
- Success seems to be connected with action. Successful people keep moving. They make mistakes but they don't quit. (Conrad Hilton)
- The best revenge is massive success. (Frank Sinatra)
- The secret to success is to start from scratch and keep on scratching. (Dennis Green)
- Treat success as your duty, obligation, and responsibility. (Grant Cardone)
- When you get right down to the root of the meaning of the word 'succeed', you find it simply means to follow through. (F.W. Nichol)
- When you want to succeed as bad as you want to breathe, then you'll be successful. (Eric Thomas)
- Whenever you see a successful person you only see the public glories, never the private sacrifices to reach them. (Vaibhav Shah)