

The Template for Success

Chapter One

Define Your WHY!

Ok so lets get started..First step. Define your why.

Now, we need a why. What is a why?

The why is the reason you're looking for the change.

Whatever it is, whether your current circumstances are missing something or whether your current circumstances are ok but you feel driven by an ambition to make a difference, or whether you want to pay off your credit card debt, pay off your house, buy a house, make sure the children's education fund has enough in it to guarantee they can go to university,.....whatever it is but it has to be a big powerful why.

It can't be something that is just transient.

It has to be something solid.

Now people say to me, "I can't think of anything. I've really tried but I can't think of anything that I think I can achieve powerful".

Well right now you can achieve anything so think big.

1) Look deeper in your current situation, maybe that's where it lies. Look deeper.

2) Look what you could do for someone else, what a great outcome for you could benefit other people.

For example, if you are already a charitable person, maybe you give to a charity that looks after cataract blindness in the third world.

Well imagine what you could do if more income. You could donate more money. You could help more people to be able to see instead of living a life of blindness because of lack of funding.

But if you really got it right, if you really took it to the level, that is doable, you might be able to build another hospital. Or if you give to a charity that does micro loans for a village, buys a goat for a village or buys a cow for a village. Maybe you could build a school in that village.

Think big. It has to be something that is a burning desire, a real reason to get out of bed in the morning.

Something to weather the storm when times get tough.

Something to stay with you for the whole journey in your change.

See, there's moments when it is going to be tough, when you are going to question whether you can do this and a really strong and determined 'why' is the one thing that will carry you through that, because you'll deflect everything to stay on track to reach that clear goal.

So think big, think deep and think sideways, whatever is necessary but really define a really strong goal, you need a strong reason, a driven moment that will stay with you for the whole journey.

So step #1 Define your why.

CHAPTER 2

The 6 Principles.

I want to share and expand upon 6 principles that helped transform my life. I know they work because they worked for me and I've seen them work for many many other people. From better businesses to better grades, to more successful personal relationships.

If you seriously adopt these principles, I have absolutely no doubt that you will be on your way to a fruitful and happier life.

Principal 1Courtesy

So what do we hear all the time now.

We hear 'whatever happened to courtesy?'

Whatever happened to people being polite, saying 'please' or 'thank you' and showing appreciation?

You know what happened, people forgot to do it, that's all. Life got too busy, life got too hectic, the weight of trying to keep up with the pace of life today, the noise out there, trying to filter all the noise, trying to deflect and stay on track, just got too hard.

People forgot about other people.

They just started to think about themselves.

Now there is nothing wrong with that.

But if it is going to have a negative impact on somebody else, then there is absolutely something wrong with that.

And if you are trying to build a more successful existence, if you are trying to improve a business situation or relationship situation, not thinking of other people is the best way to fail that I can really think of.

So, courtesy.

It's not that hard. It is just an awareness situation with courtesy.

It is just saying 'please' and 'thank you'. Showing appreciation when someone does something for you. Being helpful.

For example, things like . . . if you order a coffee and it's a good coffee, let the person that made it know. Tell them, 'I really appreciate that coffee that you made me. It was really great'.

Do you think they are going to want to make you another coffee the next day you are in? Of course they will!

Because you will be the first person that has actually taken time out of your life to put something into their life in an awful long time.

It is just an awareness situation with Courtesy.

It's as easy as holding a door open for somebody. Even if they don't say thank you. You don't do things for gratitude, you do them for yourself.

If you do things expecting just a gratitude return, you'll be disappointed all the time and you'll become bitter.

Maybe that's what happened and maybe that is why people have stopped doing it.

You do it for yourself, so you know that at that moment there was a choice where you know that you could do something to help somebody or you could do something that didn't and you made a positive choice and that was . . . help.

It might be walking into a bank and not walking faster than the older person, who actually got into the bank before you, to beat them to the queue.

How do you think that makes them feel? Even running up a flight of stairs next to somebody who's on crutches or something.

Great that we can still have that mobility, but we don't really need to display it in places where it makes somebody feel inferior.

So that's the thing.

For people trying to improve their business situation or even their relationships, courtesy is a key factor because . . . it involves thinking about and considering the position of somebody else.

Empathising with the person in their position and it is as simple as thinking . . . “Now if I was in this position, what would I like to happen?”

Having that choice, because you are aware of it.

You are consciously being courteous, and that’s the difference.

You have the choice because you are aware of the moment and the easiest way for this to become just the way you are, is by doing.

So when the situation occurs, where the conscious decision is there . . . be fully aware whether you made the decision to be courteous, and give yourself a pat for that, and if you missed it, don’t beat yourself up but be aware of what the factors were that became involved at that point where the decision was made, consciously or subconsciously and took you off track.

Then change the way you think of that and the next time that happens, you will recognise it before it’s about to happen and you will choose the higher path and you will display the courtesy that was your intention.

Now, the more times you do that, the more times it just becomes you.

Now bring that into play and you will see such a fast and dramatic change to the way people perceive you and interact with you that you will just wonder why this didn’t happen before.

Why did people ever drop this? Isn’t this the better way to talk to each other, a better way to react and interact with people?

If you are a tradesperson, the #1 thing that I hear about people dealing with tradespeople is that they are never on time, their quote is never accurate and the work is never finished on time.

Now, do you want to double your business as a tradesperson?

What do you think that tells you?

It tells you that if you add courtesy to your business model, you will be on time, you will consider the person who is a customer or client, you will quote accurately and stick to the quote even if you made a mistake and it hurts a little and you will finish the job on time.

Who do you think they are going to call next time.

Who do you think they are going to recommend?

That is just one tangible example of the benefits of bringing courtesy into your life.

Now the more you bring it in, the more it just becomes what you do. You will need to be conscious of it to start with but the more you do it, you'll just do it. Because it's what you do. You will notice that when somebody drops something at another table at a restaurant or café, you will actually bend over and pick it up. Look at their face when you do, see if you didn't just brighten them up just that little bit. And that's really all we're here for isn't it? To take the load off other people. Be "user friendly" in society. If we all interacted positively, just imagine what the world would be? And, it can be that. At least in your world. And this is only principle #1. You can bring this factor in and it can make a change so fast, you will be amazed. Some people won't react positively, they just won't react. But remember, I said before, don't do it for the other person, do it because you have the power to choose, courtesy or discourtesy, (and ignoring somebody's situation is passive discourtesy so it still counts). So do it for yourself and be pleased that this is one big step that can happen straight away and it is one big step forward to your new you.

Principal 2Modesty

Have you noticed how many people are screaming for attention these days? The look at me? You know, most of it is for negative stuff that just gets attention in the press or something else. It doesn't really send a great message or set a good example for people to look up to but they are just desperate for that validation of attention. I think it goes back to what we were talking about before. The lack of interaction with the courtesy between human beings. So there's no warmth between people so therefore someone's trying to jump out to get the validation that normally just being a part of a positive community would give you. When we say 'modesty', what we mean is 'humility'.

People will love you for being successful but they really don't want it waved in their face.

They just don't like it and there's no dignity in that.

So maintain humility with success and humility with interactions with other people.

In some way everybody on Earth is our superior, at some point in time. Regardless.

Because we don't know everything.

No one person knows everything.

Even a quantum physicist is inferior to a labourer when he needs that job done, because he doesn't know how to do it!

He can learn because there is something you can learn from every human being.

Now keep hold of that thought and the right level of humility of action will become step 2 in your forward step.

Principal 3 Integrity

Ok, now this is the big one. This is bottomless.

There is no end to the amount of 'integrity' you can develop and there shouldn't be.

Integrity is the gift that you give yourself.

No one else can give you integrity and no one else can take it away from you.

It is a characteristic that is of the highest purpose and is completely owned and operated by you.

When people interact with someone with integrity, they feel comfortable, they feel that they can just be themselves, that the psychic damage that has occurred in their life previously and that they are guarded from and self-protection can dissipate.

That big wet overcoat can come off when they interact with someone with integrity.

How do you think that makes them feel?

How do you think it makes business customers and clients feel?

How do you think it makes partners and relationship partners feel, and just people that you bump into on a daily basis.

They can feel it.

It's a big warm vibration that comes from the heart and it wraps around people.

When you walk into a room with it, they feel it, people feel the warmth and they also feel when it isn't there.

Integrity can have many many levels because it has to be complete.

It has to be unconditional and it has to be natural.

It has to be who you are because at the end of the day it actually is.

You know Buddha said “. . . the only true knowledge is the knowledge that lives with you after death”.

Integrity lives with you before birth during life and after death.

It is the key element of all that we are.

Without integrity you have nothing. Nothing.

It doesn't matter how big your house is. Whether you've got a flash car.

Whether you've got a big boat. Whether you've got a big ticket job description on your business card.

That's all irrelevant.

If you have no integrity, you have 'no'. Full stop!

It is something that is a constant passion and a hobby to work on and develop, and it keeps developing.

It's like a floodgate when you open that floodgate.

When you become conscious of it.

Now I know I am talking to people who have integrity, or you wouldn't be reading this book, but what I am talking about is, let's have some more!

Let's see how high we can fly this kite!

Because there's no limit to it and I think maybe that's the thing that people don't realise.

This is something that is inherent in all of us.

Some people switch it off and some people don't switch it off.

Some people are consciously aware of it and some people and some people are not consciously aware of it.

Some people are consciously aware that it is a limitless source and you can develop it forever, and I mean 'forever' and some people aren't.

The first step is to be consciously aware of that.

Now when you bring that into your actions, interactions, work, business building, the sky is the limit . Because there is no limit.

People know when they are dealing with someone with integrity.

They feel it, they feel it.

Because it is from the heart and it hits their heart. You know the term "you can feel it in your heart".

We've all heard that how many times and we know.

You see great people in the world that you know have integrity and when they speak or when you see them even in a news report, there's something that happens in your heart and there's a reason because their heart is talking to your heart, and that is our centre.

It is like a relationship between a mother and a child.

Does anyone question the integrity between a mother and a child?

The connection between their heart? No. And that's how it will be with you and your interactions when you develop the higher levels of integrity. And it's a lot of fun. That's the whole thing about these 6 principles.

They're fun! All the way! Because every time you dial it up, just a fraction, the day just got better.

Your surroundings got better.

Everything around you gets better. Every time.

We've known since kids that you feel better doing a good deed than a bad deed. If you can help someone out you always feel better than not. A lot of people are driven by doing things for other people more than they are doing things for themselves. And that's the thing. When we're talking about building a better way of earning a living or developing your business so that it's expanding rather than contracting, integrity is an absolute key. So you owe it to your potential customer, client, candidate, whatever the term is in the industry that you are in, that you present your product or service with utmost integrity. So if something is going to fall apart in 6 months time, you've got to tell them.

"One thing to watch, if you don't do that service at 3 months, that's going to fall off in 6 months".

Don't try and hide it!

They'll respect that so much that they will want to do business with you and when you've got something else to show them that doesn't have that factor, they'll know that what you are showing them is bulletproof because you haven't told them anything to watch out for so there can't be because they trust you.

One thing though.

Don't abuse this because, you know, action reaction.

Kharma and stuff.

If you are going to use integrity as an angle to dupe people, it's a very short journey. You'll find the slap on the back of the head will come around real fast so be careful of that. It's got to be in your heart. You've got to do it with the best intention.

It's a gift you give to yourself to share with others.

Now apart from having integrity in the presentation, then you have to have the integrity in the follow up. You have to have the integrity in the service, after sales service or in a situation where someone has joined your team, in after enrolment training and support. Not sign up, burn them and smoke them and move on! There is no integrity in that. If you don't interact with somebody in a way that they feel that you have their best interests at heart, you are costing yourself not only the precious gift of integrity but a fortune. You think about it. There's only so much money spinning around. If it's not landing in your lap, it's landing in your competitors

If you want to be the purple cow in a world that's full of scams and shonks and scheisters bring integrity into play.

Principal 4 Perseverance

Ok, making the changes that you want to make will take a little bit of time, of course.

Businesses aren't born overnight.

Big changes take a bit of time and you want them to take a bit of time because you need to be on the ride to get your mindset so that it's not just a one day thing.

It is a change that you can maintain and develop and this is where perseverance comes into it.

Perseverance . . . everybody knows, yeah I know, have perseverance, yeah yeah, means don't quit.

Well that's right, don't quit.

The game's not over until the final whistle.

If you blow the whistle, the game's over. This change will take some time.

So it'll have some tough times. Life is life.

Ups and downs and everything else.

There'll be growth spurts in your business. There'll be plateaus. There will be times when you feel like the more I do the less I am getting. . . of feeling really quite frustrated.

Well you know, what they say.

Success is on the other side of frustration. You never know when you are 3 steps away from success.

When that wall comes up, that plateau, that feeling of not getting anywhere.

That's the time to do more because that is the sign that you're about to break through.

But most people don't feel that. Most people read that the wrong way around. You've got to stay optimistic. I think optimism and perseverance, they work together really well. You know they say "an optimist sees an obstacle as a challenge and a pessimist sees a challenge as an obstacle". And that is the big difference. When you feel that that wall has come up and you're just pushing against it, getting nowhere and feel frustrated, that's the time to just dig deeper and go harder. Some people try to sort of dig under it and that doesn't work, and some people try to find a way around it, but they just change direction and start heading in the wrong way, and that doesn't work. By the time they come back to where they were, they've lost a lot of time and a lot of ground. So when you've got your clear goal, when you've got a razor sharp focus on where you're heading and you're doing it according to the principles, that's the time to just dig down and keep going because there's only one way through the wall and that's through the wall.

And what happens is, you hit a plateau of frustration but the breakthrough is about 3 notches higher than where you thought you should be. It's like a reward for hanging in there. It's like there's a test to see if you are worthy of moving up to the next level.

This is the area where 99% of people quit and this is the area that actually defines that you are so close now to achieving the goal.

And people just misread it because they become so subjective. You can't become subjective in a big opportunity. You have to stay objective.

The biggest opportunity you have is you, so you need an objective view of your positivity and your development and your life journey and your goals and your desires and your needs and the people around you and the responsibility to the people around you. Hold that dear.

This is why we defined your 'why' in the beginning. This is now. You need your 'why', when the going starts to feel like it's uphill.

See, the steepest part of the hill is at the top. Right?

Once you get over that hill. Think about that?

Everest.

Think about the guys that climb Everest. I've met a couple, actually, of guys that have climbed Everest. I've heard their stories. It just blows you away, that any human being has the amount of drive and perseverance that these guys have. The 'never say never.'

You know, they sit it out and sit it out, for a run at it.

They get so close, they can be 100 metres away from the summit and know they can't go there.

But they'll come back and they'll go again, and they'll go again, and they'll persevere until they reach it and that sets these guys in a league of their own.

If you are ever fortunate to hear or meet one of these guys, just keep the mouth closed and let both ears work double time, because their stories will absolutely knock you out. They are so inspiring.

It is such a lesson of perseverance against all odds.

Of keeping their goal in place, in clear vision – the summit.

Now, that's what you have to do. That's the way, through the barrier, through all obstacles to reach your goal.

Principal 5Self Control

Let's start with an easy one.

God gave you one mouth and 2 ears.

Listen twice as much as you talk and you'll be surprised what you hear.

Now that's self control, because a lot of the time when people interact or people show interest in you or show interest in your product or your service, you gush, you see their eyes glaze over, and it's all over.

That's one level of self control.

Another level of self control is, literally, self control.

If you've got a big appointment tomorrow morning, behave yourself tonight.

It's too important.

People go across the world to major conventions, major business appointments, and just party and then when they show up with people who are expecting something. I mean if you've flown across the world, people are expecting something from you, and you don't deliver, it gets right back to the first thing, the courtesy. Promising Xplus and delivering Xplus plus. That's what it comes down to and self control is a major factor there.

I've had people ring me to cancel an appointment and then later you find out it was because they were out all night. What message does that give? Even if you understand it, 'oh well life's for living. We've got to have fun'. Well, of course we do, but not at the expense of professionalism. Not at the expense of integrity, because there's no integrity in that behaviour. Not at the expense of courtesy because there's no courtesy in it either. Self control, so many levels of self control but so many are so critical to building this new outlook by absorbing the principles. Self control is #5. Self control can be, 'don't get angry', 'don't even think about getting even'. Just forget about it. Hiccups are transitional. No matter what happens today that's upsetting, you wake up tomorrow. Nothing changes. It didn't matter. Sometimes people blow things way out of proportion because of lack of self control. Become subjective to the moment, make irrational decisions at the time because they are being subjective and this can happen with your business too.

Now you know some of the things that you hear from the bad old days of MLMs where people just signed up and move, sign up and move, sign up and move, well you know, what about having some self control and sign up and support. It might have been a different outcome.

You know, everyone that leaves a scorched earth behind them doesn't have true success, right, and there's no integrity to it, so it's a failed plan to start with.

So self control can be the discipline of eating well, the discipline of thinking well, the discipline of being well, the discipline of exercise, the discipline of positive interactions, the disciplines of punctuality, the disciplines of support, the disciplines of training, the disciplines of staying on track.

Principal 6 Indomitable Spirit

Ok, this is number 6. 'Indomitable Spirit'.

What's indomitable Spirit?

It's never say never. Never quit.

Once you start, you finish. Nothing gets in your way.

This is the 'why', the burning desire, the fire in the belly, the passion.

Indomitable spirit comes from the gut. The fire, combined with the focus of the mind to get to the goal, no matter what gets in the way, it's temporary, it's transitional, it moves.

You can ignore it, you can deal with it, it doesn't matter what you do with it, it doesn't become a problem. That's indomitable spirit. No matter what knock down, you get up again. No matter what skill set you need to develop, you develop it. Whatever it takes, is indomitable spirit. Accepting nothing other than success, is indomitable spirit.

If you think about it, whatever area you are in . . . If you settle for nothing other than success, what have you got? It has to be success. It can't be anything else, and this is indomitable spirit.

This is #6. So we've had Courtesy, Modesty, Integrity, Perseverance, Self Control, Indomitable Spirit.

That is a template for success.

Life is a multi choice exam.

How they used to mark multi choice exams?

They had a template.

It had the holes cut out for the right answer so when they put it over the exam paper, if there was a tick where the hole was, that was correct, next one, tick, that was correct, next one, yes.

Well, life's like that.

These 6 principles, well they are the template.

Whatever you are trying to achieve in life, whatever you are trying to do with your life, if you're having a problem, get the 6, get the template, lay it on top, over the problem, and the right answer will show through.

It's been doing it for a long long time for a lot of people and it will do it for you too.

There's a purpose to getting better.

If you want things to change, you have to change.

If you want things to be better, you have to be better. Things have to be different. These 6 principles will allow you to achieve that change. To make that difference. I've seen it happen so many times before and I know it will happen with you.

So say to yourself every day.

Courtesy, Modesty, Integrity, Perseverance, Self Control, Indomitable Spirit.

Say it over and over until it becomes you, until it is not something that you are consciously programming, it is something you are subconsciously doing.

Your non-conscious mind, your subconscious works 24/7. It doesn't sleep. You imprint your desire on your non-conscious or subconscious mind and it will develop that into a reality for you.

When you have these 6 principles, when you are these 6 principles, your life will be vastly different to what it is now.

So will those closest to you, so will those nearest and dearest that you want to look after, because when you apply these principles to your life, you'll have a successful life. When you apply these principles to your business, you will have a successful business. When you apply these principles to a new venture that you may be looking at, and a lot of people at the moment are looking for a better way, more spare time, get out from under, more time with the children, a validated life built on substance, making a difference, not just existing, not just clocking on and clocking off and doing something that a monkey could do with enough training, but really something that takes humanity. When you take these things on board that is the life you will have. And that is the difference you will make.

Chapter Two

Mindset of a Champion

Ok, so let's think about what we've been through so far.

We've identified your 'why'. We've identified that burning desire within, the cause, the need.

We've been through the template of success: Courtesy, Modesty, Integrity, Perseverance, Self Control, Indomitable Spirit.

Now what's the next thing we need to do? What's the next thing we need to have to move towards success? What do you think it is?

Well what it is . . . is a successful mindset.

You have to have a game winning attitude. You can't be grey about this. It's got to be all or nothing.

There's no such thing as 'Oh I'll give it a try'. Don't waste your time.

If you're just going to give it a try, you're just going to fail. So that's not an option

If someone steps up to face a hundred mile an hour fast ball, what mindset do you think they have when they step up?

And when they hit it out of the ground, how much determination, focus and practice do you think that has actually taken?

But look at the effect. Everything can change just on that one action.

And that's true here too. Everything can change just on this one action.

See, everybody has a vision.

Millions, have a neutral vision, 'Oh I'll get by until Friday, it will be the weekend soon'.

Millions more have a negative vision, which brings out the if onlys. 'If only I had more money, if only I had a better car, if only I lived closer, if only I lived further. If only I had, if only I had.'

But they never say, 'If only I stopped saying, if only'.

You know even if only they had a better car and they had a better car and then they got booked for speeding at double the speed limit, they'd probably say, 'If only I didn't have such a good car'.

It's just excuses.

In reality, there's no such thing as an excuse, and a 'reason' is just an excuse that you have actually started to believe yourself.

Now that's a dangerous thing as far as motivation and moving forward.

When you start to believe your own story and your own excuses to justify your own inactions.

It's a natural thing that all humans do, but training is about training out the negative elements that just happen to occur because of lack of due diligence or awareness, and that's what we're talking about here.

You see, the drag of life is backwards. There's no such thing as a neutral position. You're either moving forward or moving backward. If you think about it, if you wash your car today, you might do an amazing job. It might look like showroom condition, but you don't need it for a week so you park it under a tree. When you go to get into the car, what's it going to look like? It won't look like it does today. See, nothing stays the same without constant development and maintenance.

If you washed your car every day then every day it would be ready to use. It's just a great example. You can't just do something once, get it right and leave it, because it will go backwards. Things deteriorate unless you are constantly overworking and overhauling the situation. Things deteriorate, unless you're constantly reviewing and making sure that the maintenance is there and the development and the process stays in place.

You can't have a 'lottery ticket' mentality.

Nothing happens by chance like that.

Even people with a lottery ticket mentality, if you look at the percentages of people who win a few million bucks in the lottery and they're broke within 3 years. Sometimes they've got less in 3 years than they had before they won the lottery. And it's not bad luck or bad circumstances, it's bad mindset.

If somebody has a mindset of only having enough money in their wallet to get by until Friday, they'll do everything they can to get rid of that large amount of money they won to get back to where they feel comfortable, which is, "only having enough money in their wallet to get by until Friday". That's just a fact.

The statistics back that up.

It makes no sense to think small in a big opportunity. It's one of the worst things you can do. Plug into something with huge potential and think small.

There's nothing bigger in the world as far as an opportunity, than yourself, so think big about yourself too, but think in pictures.

Visualise you in your new life. Visualise it in the 'now', like it's already happening.

Your subconscious mind doesn't work on a time line. Your subconscious doesn't understand the concept of time. It's constantly in the 'now'. It works on images, thoughts that create images, visualisations. If you can adopt a very clear, and I mean very clear, it has to be a very clear picture of your new life, your subconscious mind will work 24/7 to make that a reality because it is seeing it as a reality.

So you must also see it as a reality with firm conviction and absolute belief and then the non-conscious mind, the subconscious will do everything it can to bring that into being.

Now the tricky part here is, that the people you care about a lot, some of the very closest will be the most unsupportive of this new you.

There are a number of reasons for this. Sometimes they are being overprotective. Sometimes they themselves fear the change and sometimes they just simply are quite happy with having you exactly where they've got you. They've relegated you to a position in their filing system of life that they're comfortable with and when you go to move out of there, not only does it make it uncomfortable because they don't know now where to put you but if you decide to step up and move forward, you're removing their excuses for staying right where they are.

The number one thing that human beings dislike is change and people will do everything to resist change. When you're starting to move forward with a successful mindset and you're starting to make a change, you'll feel uncomfortable. You'll feel nervous, anxious, this is normal. This is just a signal to say, keep going, you're over the line, you're starting to break out and people retreat under these uncomfortable feelings and then they'll find a reason to rationalise it away, and I once heard it described as 'rational lies'.

They'll tell 'rational lies' to themselves and justify why they couldn't move forward.

Why they couldn't get out of the zone they're in now and it's not true. But of course they'll believe it. This is the danger of believing your own stories because you'll be right every time. No one can talk to you like yourself. And the doubting, the self-doubting side of your mind knows exactly how to get through to you. It can reach you at any time with the best story in the world. But it is just fiction. You can't believe it. You've got to tell it 'Hey, I'm moving forward. Get over yourself. Change is coming. You're going to be more comfortable.'

The body is lazy. It is inherently lazy. It's driven by the mind. That's why you need a strong mindset. To shake the body out of its comfort zone, to move forward. You know when you start to exercise for the first time or something like that, you go for a run. What do your legs do the next day, and the day after that? They throw up all the pain in the world to stop you from ever doing that again. 'What did you do that for? I've been sitting on the couch watching TV. I'm happy and you took me out in the park and ran me and made my legs hurt. You don't want to do that again, do you?' And you know, you've just got to say 'Well yes I do, so you listen to me because I'm your boss.'

That's what you have to do with your mindset and that's how you have to approach the change within yourself and that's how you have to approach the change within your business.

It's just the same thing elite athletes do on a daily basis.

There is no elite athlete in daily training that's not hurting on a daily basis. Getting up at dawn on a rainy, cold morning and just having to go for that run, not because they're obsessed, but because they have to maintain that edge to be competitive.

It's the same with you as you try to break free into your new area.

Now the people who are trying to hold you back, some of them mean well for you.. "Oh look what they're trying to do. That's not going to work.

They're just such nice people. What do they want to change for?"

Well, they don't pay your bills, do they?

If you said to them, "Well ok, I won't change, I'll just stay the way I am. You take over my mortgage and you buy me the new car."

Are they going to do that? "You pay for the children to go to university."

See if they put their hand up or down!

So it's just a mechanism that they're voicing out loud.

That is their comfort zone saying, "No No No! Don't let them change. It's going to make you uncomfortable".

Their body doesn't want it either, so their mind is going to talk to them and their self doubts, and need to stay in their comfort zone is going to imprint on you because they will voice that, but you'll change and they'll respect you for it and love you even more and they'll get used to the idea.

So don't ever worry about other people holding you back.

If you bring in the template to success, Courtesy, Modesty, Integrity, Perseverance, Self Control, Indomitable Spirit, any change you make can only be positive.

You will only appear better to people who know you the best.

Now within this mindset, there are some points that I want to make, some areas that we need to go over. One I touched on, thinking big, think big.

Don't think small, think big. Think as big as you can. I don't like to use the word 'dream' because dream has a non-reality to it. Visualise.

Visualisation is the secret to all development. Think in pictures. Think in big pictures. Start living the new lifestyle. Obviously I'm not saying go and buy a bigger house! What I'm saying is, dress it up a little. Go and get a coffee uptown. Spend a day walking around. Think about what it is you want.

If you want more time in the country, take a drive in the country. Experience what it is that you want to be. You can work that in and then just wait for the paperwork to catch up.

Live that new life, visualise that new life, it will become a reality. Don't have a lottery ticket mentality waiting for someone else to do it for you. And if you get involved in a new business venture, an opportunity, again you have to take responsibility for that. It's your business!

You wouldn't open a department store in the mid city area and then expect everybody else to create your business for you, and it's the same thing.

The Holy Grail of making things change, of getting things to work well, is a long term passive residual income stream.

Now for people who say, "What the hell is he talking about now?"

Well, you think about it. Think of an artist with hit records from the 60's. They're still making money from those records now. The royalties.

Or an author? Somebody buys the book today. The book could have been written 25 years ago but they still make money on the royalties today, and that's a passive residual income flow.

You can create that. With the right business opportunity, you can have that. Now based on that passive residual income flow, here's an interesting concept – Virtual Millionaire.

Depending on the interest rates in the country that you are in, the amount of money that you would need in the bank to generate \$5000 per month, in interest, would be what? I mean basically, where I am at the moment in Australia, it's about 5%, so it would mean you would need one million dollars in the bank, just sitting in the bank, tied up in the bank, for you to earn \$5000 a month roughly in interest every month which would be a passive residual income stream.

But do you have a million dollars?

Even if you had a million dollars, would you like it just tied up sitting in the bank, not being put to work, not doing any good for anybody, just 5% coming through for you to make a dividend, but that million dollars is not actually helping anybody out, it's not moving around the community at all. It's just locked up. But if you built even a part time business that was earning you \$5000 a month in a passive residual income stream, you see it's the same thing.

So that's all it takes to be a virtual millionaire.

If you make \$10,000 a month, it's like having two million dollars in the bank. If you are in a country that's on 2% interest, it's like having two and a half million dollars in the bank, it's like having five million dollars in the bank etc, so you get the idea.

Now that's something you can do but it takes what we said before.

It takes dedication, application, goals.

Action plus goals equals success.

That's a mantra you should really lock down.

Action plus goals equals success..Dreaming plus goals equals dreams.

That's all. Nice thoughts. "Oh I remember when I thought about that. I remember when I thought I could have done that. I'm too old to do it now. I'm too young to do it now."

You'll hear that depending which age demographic you talk to. You're never too old to do anything and you're never too young to do anything, are you, in business.

You know you see everyday in the paper or when BRW put out their top list, 25 year olds who are millionaires and 85 year olds who are millionaires. So in business, you're never too young, you're never too old. It's just about action, goals and diligence and hanging in there.

Never saying never. You've got to act on purpose. You can't just randomly move around expecting business to work. If you opened a shop downtown, a clothes shop say, and everyday you moved the clothes shop to somewhere else, do you think that would be successful? No. You have to be in your zone and focused and build in that zone, constantly.

But think about this. Doing it this way, what you can achieve in 5 years could save you 30 years of hard work.

I saw just recently, someone said to me, the concept of 20 years study, 40 years work, 5 years retirement or 20 years study, 5 years smart work, 40 years plus 20 because the stress of earning over 40 years didn't kill you! So that's the thing, a 20 plus 40 plus 5 or a 20 plus 5 plus 40 plus!

It sounded so rational when I heard it voiced that way. It's like 'of course'.

It's a bit of an irony that people in their first stage trade their health to create their wealth and in their last stage, trade that wealth to try and buy back their health. Now that doesn't make sense, and they're intelligent people doing it but they are just not thinking in a non-traditional way.

They've been processed into thinking within the square, but you've got to think outside the square.

New thoughts, new inventions, new creations come from outside the square not within the square. So think outside your square.

You have to have product passion with whatever you do. It doesn't matter whether you sell cars, whether you sell shirts, whether you sell shoes.

Whatever it is! You've got to be passionate about that product or you just won't do what you need to do.

You have to enjoy doing whatever it is you're doing or you'll never do it often enough to be good enough at it to make the big change.

You know there is a school of thought that says work on your weaknesses. Well I don't really agree with that. You can develop your weaknesses but you should work on your strengths. Become extremely good at what you are good at, and become good at what you're not good at so far. Don't waste time trying to become extremely good at something you're not good at. The reason you're not good at it is because you don't enjoy it. And naturally when growing up, you haven't done it as much. So forget about that one. Identify what it is you really like doing and become the best at that. Your weaknesses, work them up so there useable but don't dwell on them because that is not your high ticket return there. Your strengths are your high ticket return.

The world does celebrate excellence.

So you need to become excellent at whatever it is you enjoy doing.

That's another Holy Grail, making a living from a passion.

See work is the concept of somebody else telling you what you should do.

And busy is you doing something that you want to do.

I don't like work! I can tell you. I really don't like work, but I like to be busy and that is the difference. Work is someone telling me what to do and busy is me doing what I like to do and a lot of it.

It's a completely different scenario. It's a totally different dynamic in your lifestyle and your health as well.

You need to be liquid in the mind, not rigid.

You have to be open to change. Even in nature, it's adapt or die. The market changes all the time and this is what we do, we monitor the market.

We filter them through to a system that's simple , that works, that we will go into in the next phases of the DVD. But we are liquid in the way we look. You can't possibly stay rigid in today's society.

And that's the mindset for success. That's what all champions have from where we started so far to where we are right now. That's all you need to be as successful as you want to be. The only other thing you need now is action, and methodology and that's where we're heading next.