

A close-up photograph of a person's hand holding a single, ornate brass key. The hand is positioned in the center of the frame, with the key held between the fingers. The background is a dark, textured surface, possibly a desk or table. In the upper left corner, there is a vibrant, abstract graphic with streaks of orange, red, and yellow, resembling a flame or a stylized ribbon. The overall composition is clean and professional, emphasizing the concept of a key to success or personal development.

Your Personal Development
Begins with You!



RESULTS
FORMULA

Copyright Notices

Copyright © 2021 by Derick Mildred & Results Formula.

All Rights Reserved.

This publication is copyright, no part may be reproduced by any process except in accordance with the provisions of the Copyright Act 1968 and with the express permission of Derick Mildred and Results Formula.

No part of any of the information contained within this workbook and publication may be reproduced or transmitted in any form by any means, mechanical or electronic, including printing, photocopying and or recording, or by any information storage and retrieval system, without the express permission in writing of either Derick Mildred and or Results Formula.

Published by Results Formula.
6/18 Westbury St
East St Kilda.
Victoria. 3183
Australia

Telephone: 1300 55 61 65

E-mail: contact@results-formula.com

Manufactured and printed in Australia.

Legal Notices

While all attempts have been made to verify information provided in this workbook and publication, neither the author nor the publisher assumes any responsibility for errors, omissions or contrary interpretation of the subject matter herein.

This workbook and publication and its contents is not intended for use other than that which it is intended. The publisher wishes to stress that the information contained herein may be subject to varying state and/or local laws or regulations. All users are advised to retain competent counsel to determine what state and/or local laws or regulations may apply to the user's business.

The purchaser or reader of this workbook and publication assumes responsibility for the use of these materials and information. Adherence to all applicable laws and regulations, both federal, state and local, governing professional licensing, business practices, advertising and all other aspects of doing business in Australia or any other jurisdiction, is the sole responsibility of the purchaser or reader.

The author and publisher assume no responsibility or liability whatsoever on the behalf of any purchaser or reader of the information contained within the workbook or publication.

If you would like a copy this publication in a PDF format, please email contact@results-formula.com

About Derick Mildred



- Business Author:** In 2007 wrote The Entrepreneurs Guide to Business Development & Marketing which achieved sales in excess of \$75,000 within just 6 months of publication.
- Business Consultant:** Aged a young 54, has been consulting to businesses for over 20 years with clients in Hospitality, Health and Beauty, Finance, Retail, & Services industries.
- Seminar Presenter:** Has presented seminars on Business Development, Marketing, Productivity to a diverse range of industry groups.
- Website Developer** For over 4 years has been designing and building websites that rank on Page 1 on Google for clients all over Australia.
- Online Consultant:** For over 4 years he has been advising clients on how to improve their results on Facebook and LinkedIn.
- SEO:** In 2014 he shocked the SEO industry with a **1st Page on Google Guarantee in writing** which has been delivered on every time for every client without a single claim on this guarantee so far.
- Martial Artist:** Currently with over 21 years experience in martial arts including Judo 7 years (Brown belt) & Kyokushin Karate 17 years + (San Dan 3rd Degree Blackbelt).
- From LinkedIn** Has been generating business from LinkedIn for since 2014
Over 50,000 Connections / Followers
Over 270 Recommendations
5.6 Million Content views in 2021
SSI consistently between 84 – 87
Consistently in the top 1% of profile views among his connections
Published over 190 articles on LinkedIn.

Service & Support



Do you need help implementing any of these chapters or strategies?

You can contact me personally via

Email: contact@results-formula.com

Personal Development



You Choose...

Contents

Your Personal Development Workbook

Chapters:

Introduction

Plan of Action

Mindset

The Qualities of a Strong Leader

Be Honest with Yourself

Self Analysis

S W O T Analysis

Your Distractions

Your Current Financial Position

Your Ultimate Lifestyle

Goal Setting For Increased Results

Affirmations & Achieving Your Goals

Time Management

A Change in Beliefs

Seminars Worth Attending

Books Worth Reading

Your 'Wow' Moments

In Summary

Introduction

Hello and welcome to Your Personal Development Begins with You! - Workbook.

Firstly let me introduce myself.

My name is Derick Mildred and for over 20 years as a business consultant I've been helping people in many industries get more of what they want. Whether that be

More Sales

More Prospects

More Referrals

Or just a 'Rev Up' towards achieving the results they would really like.

Today I'm going to share with you some simple to apply techniques that are all tried, tested and proven, are already working for others generating real results and making their professional lives easier to manage, more successful and much more rewarding.

I'd like to congratulate you on engaging in two of the most powerful influences that can literally change and improve your working lives. 'Information and Taking Action'.

Simply put.

Information without implementation is useless, but information with action and implementation can be highly rewarding to you both personally and professionally.

The key is to Just Get Started.

I can promise you that the action you are undertaking to read and apply as much of this workbook as possible, to make simple, Step X Step and straightforward improvements to yourself and your area of business over a short period of time, will lead to measurable results.

I know for a fact that by just applying you will be impressed with what you accomplish.

And I invite you to call me in the future to share with me your experiences about what you have achieved.

Kind Regards

Derick Mildred

Plan of Action



After you have thoroughly read through this workbook, you should come back to this section and start by completing your 'Plan of Action'.

Think of it as a Step X Step 'Things to Do List' and just get started.

Remember:

Information without Implementation is Useless.

However

Information Applied Produces Results.

Importantly:

Don't delay, don't put it off until tomorrow or next week, don't fall for that voice that says 'I'll come back to it later'. Because you and I both know, based on past experience, if you put it off it will never happen. You know I'm right!

Just get started and apply. Get Started Immediately.

The First step is

Fill out Your Plan of Action

Your Second step is

Your Plan of Action

- 1.) _____

- 2.) _____

- 3.) _____

- 4.) _____

- 5.) _____

- 6.) _____

- 7.) _____

- 8.) _____

- 9.) _____

- 10.) _____

Mindset



Consider some of the most successful people in the world today, people like

Andrew Forrest, Bill Gates, Warren Buffett, Richard Branson etc

We all have just 24 hours in each and every day, so apart from their self-made wealth, what actually separates these highly successful people from the rest of us?

Answer:

They think differently!

The way we think literally defines the

- 1) Results we achieve,
- 2) Life we enjoy.

Most of us believe that the way we think on a daily basis defines the person we really are, our psychology, our attitudes, our personality and our core beliefs. Yet we can all change the way we think very easily and very quickly literally by controlling our thoughts and thought processes.

For anybody to change their results there are key areas of their thought process that will determine if they will benefit from everlasting change.

Controlling your thought process towards thoughts that

- 1.) *Empower you,*
- 2.) *Motivate you,*
- 3.) *Build and maintain your levels of confidence,*
- 4.) *Allow you to manage your time and efforts efficiently and effectively,*
- 5.) *Minimize and even eliminate distractions,*
- 6.) *Allow you to manage your emotions,*
- 7.) *Keep you positive.*

Manage your thoughts towards thoughts that empower you and wherever possible eliminate thoughts that leave you disempowered or restricted.

Are you aware of how easily you can change your way of thinking? Yes / No

Today you will experience
just part of what your mind is truly capable of.

What are the areas of your life that you would like to change or improve the most?
(Please be 100% honest with yourself, there are No right or wrong answers here)

Areas of your life you would like to change.

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____

Areas of your life you would like to improve.

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____

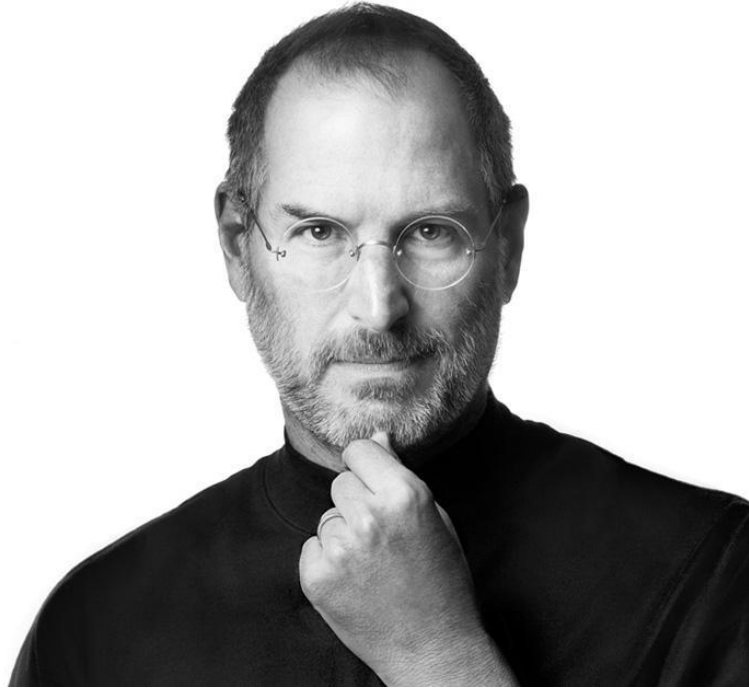
*It's Your Attitude,
More than Your Aptitude,
That Will Determine
Your Altitude.*

Zig Ziglar



The Qualities of a Strong Leader

In order to be successful in business you must decide if you have what it takes to be a leader, because followers follow and leaders lead.



Steve Jobs 24/2/1955 – 5/10/2011

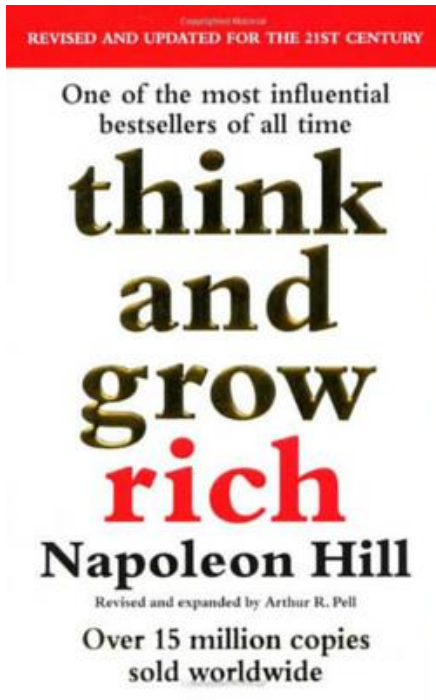
When Steve Wozniak started Apple with Steve Jobs in his garage and built it into one of the most respected brands and one of the largest companies in the world today.

Walter Isaacson, described him as the "creative entrepreneur whose passion for perfection and ferocious drive revolutionized six industries: personal computers, animated movies, music, phones, tablet computing, and digital publishing."

Just like Bill Gates and Mark Zuckerberg, Steve jobs actually dropped out of college to pursue his dream and his passion.

'Being the richest man in the cemetery doesn't matter to me. Going to bed at night saying we've done something wonderful, that's what matters to me.'

'Your time is limited so don't waste it living somebody else's life.'



Napoleon Hill 26/10/1883 – 8/11/1970

Napoleon Hill met the famous steel magnate Sir Andrew Carnegie who arranged for Napoleon to be introduced to some of the most successful people in the world at the time. Through meeting these people, he researched their habits, their beliefs and their thoughts about achieving success and wealth. As a result of over 25 years of research Napoleon Hill wrote the book 'Think & Grow Rich' which remained on the all time best seller list for over 70 years with over 70 Million copies sold.

'Think & Grow Rich' provides the following insight into the qualities and attributes of leaders.

- 1.) Unwavering Courage based upon knowledge of self and one's occupation. No follower wishes to be dominated by a leader who lacks self confidence and courage. No intelligent follower will be dominated by such a leader for very long.
- 2.) Self Control. People who cannot control themselves can never control others. Self control sets a mighty example for one's followers, which the more intelligent will emulate.

- 3.) A Keen Sense of Justice. Without a sense of fairness and justice, no leader can command and retain the respect of his or her followers.

- 4.) Definiteness of Decision. People who waver in decisions show that they are not sure of themselves. They cannot lead others successfully.

- 5.) Definiteness of Plans. The successful leader must plan the work and work the plan. A leader who moves by guesswork without practical definite plans is comparable to a ship without a rudder. Sooner or later it will land up on the rocks.

- 6.) The Habit of Doing More Than Paid For. One of the penalties of leadership is the necessity of willingness, upon the part of the leaders, to do more than they require of their followers.

Write down the areas you need to improve or work on?

- 7.) A Pleasing Personality. No slovenly, careless person can become a successful leader. Leadership calls for respect. Followers will not respect leaders who do not score highly on all factors of a pleasing personality.

- 8.) Sympathy and Understanding. Successful leaders must be in sympathy with their followers. Moreover, they must understand them and their problems.

- 9.) Mastery of Detail. Successful leadership calls for mastery of details of the leader's position.

- 10.) Willingness to Assume Full Responsibility. Successful leaders must be willing to assume the responsibility for the mistakes of their followers. If they try to shift this responsibility, they will not remain leaders. If followers make mistakes and become incompetent, it is the leader who has failed.

- 11.) Cooperation. Successful leaders must understand and apply the principle of cooperative effort and be able to induce followers to do the same.
Leadership calls for power, and power calls for cooperation.

Write down the areas you need to improve or work on?

The Major Causes of Failure in Leadership

- 1.) Inability to organise details.
- 2.) Unwillingness to render humble service.
- 3.) An expectation of payment for what they know instead of payment for what they do with what they know.
- 4.) Fear of competition from followers.
- 5.) Lack of imagination.
- 6.) Being selfish.
- 7.) Disloyalty.
- 8.) Too much emphasis on the authority of leadership.
- 9.) Too much emphasis on their 'Title'.

Write down the areas you need to improve or work on?

A black and white close-up portrait of Steve Jobs, wearing his signature round glasses and a goatee. The image is set against a dark background. On the left side of the portrait, the text "STEVE JOBS" is written in large, bold, white capital letters, with "1955-2011" in smaller white capital letters below it.

**STEVE
JOBS**
1955-2011

“We don’t get a chance to do that many things, and every one should be really excellent. Because this is our life. Life is brief, and then you die, you know? And we’ve all chosen to do this with our lives. So it better be damn good. It better be worth it.”

Be Honest with Yourself

What is hurting you and your business the most right now?

- 1.) Your Character.
- 2.) Your Culture.
- 3.) Your Competence.
- 4.) Your Distractions.
- 5.) Your Self Belief.
- 6.) Your Products or Services.
- 7.) Lack of Planning.
- 8.) Your Marketing.
- 9.) Lack of Follow Up.
- 10) Your ability to 'Close'.



Self Analysis

To be effective and improve the marketing and supply of your products or services, an annual self inventory is considered essential.

Following are a list of questions that you should ask yourself or better still have somebody that will hold you to account ask you these very questions. Be sure to be 110% honest with yourself, only then can you be 100% honest with others.

1.) Have you attained the goal that you set for yourself this year? Yes No

If not, then why?

2.) Have you provided your products or services to the best of your ability?

Yes No

If not, then why?

3.) What areas of providing your products or services could you improve?

4.) Have you provided your products or services in the largest quantity that you could supply? Yes No

If not, then why?

5.) Has your conduct towards your clients or customers been cooperative and harmonious at all times? Yes No

If not, then why?

6.) Have you suffered from procrastination to the detriment of your efficiency?

Yes No

If so what has caused me to procrastinate?

7.) In what ways have you improved your personality?

8.) Have you been persistent in the pursuit of your goals and your plans through to completion?

Yes No

If not, then why?

9.) Do you always make your decisions quickly and decisively?

Yes No

If not, then why?

10.) Have you been either over-cautious or under-cautious or reckless in your business dealings with anybody?

Yes No

If so, then how?

11.) Has my relationship towards my work colleagues been pleasant or unpleasant?

Pleasant Unpleasant

12.) If you have been unpleasant have you been to blame?

Yes No

If so, then how have you been to blame?

13.) Have you failed to concentrate or apply yourself towards the task at hand? Yes No

If so, then how?

14.) Have you been open minded and tolerant? Yes No

15.) Have you showed any signs of ego? Yes No

If so, then how?

16.) Have you treated my colleagues in a way that induces them to respect you? Yes No

17.) Has your opinions and the decisions you've made been based on guesswork or on proper analysis and consideration of the relevant facts? Yes No

18.) Have you organised your time, budgeted your expenses and your income and have you been conservative when doing so? Yes No

19.) Have you wasted time and effort that could have been used more wisely? Yes No

If so, then how?

20.) Can you re-budget your time and change your habits so you will be more efficient during the coming year? Yes No

If so, then how?

21.) Have you been guilty of any conduct that would be considered unconscionable? Yes No

If so, then how or in what way?

22.) How have you provided more service and better service than you were agreed to be paid for? Yes No

23.) Have you been unfair to anyone? Yes No
If so, then how?

24.) If you had been the purchaser or buyer of the products or services that you provide, would you have been more than happy with my purchase? Yes No

If not, then why?

25.) Has the purchaser or buyer of your products or services been satisfied with their purchase every time? Yes No

If not, then why not?

26.) Are you in the area of business that is right for you? Yes No

If not, then why?

27.) What area of business do you think you would be better suited to?

28.) Out of 10 how would you rate yourself on the fundamental principles of business? _____ /10

29.) What are the key areas that you should improve?

Your complete understanding of these questions and more importantly your answers provided will demonstrate the areas of your business that should be worked on, developed, fine tuned or improved.



S W O T Analysis



Develop a strategy to overcome your weaknesses.

In order to improve you need to be able to identify all of your strengths, weaknesses, opportunities and threats so you can find solutions and benefits to these and put in place steps to achieve.

This session is about you identifying your:

S trengths

W eaknesses

O pportunities

T hreats

Remember: To be strong, you must recognize and deal with all your weaknesses...

Note:

Please be honest with this, there are no write or wrong answers, it is not a test. It is about being honest and true with yourself, only then can you improve and achieve the results you deserve.

Your Personal S W O T Analysis.

Your personal STRENGTHS are:

Areas and action steps you can put in place to further improve your strengths.

Date to implement action steps by: _____/_____/_____

Your personal WEEKNESSES are:

Areas and action steps you can put in place to reduce your weaknesses.

Date to implement action steps by: _____/_____/_____

Your personal OPPORTUNITIES are:

Areas and action steps you can put in place to improve your opportunities.

Date to implement action steps by: _____/_____/_____

Your personal THREATS are:

Areas and action steps you can put in place to improve and reduce your threats.

Date to implement action steps by: _____/_____/_____

Your Distractions



Distractions are something that all of us have suffered from at one time or another. The biggest problem with distractions is that they can lead from one distraction to another and another, then before you know it, several hours have gone by. These are hours that could and should have been used constructively towards further improving your productivity, your results and your revenues.

Please be 100% honest with yourself.

Write down what your 5 biggest distractions are

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____

Think about what distracts you versus what you want to achieve, then ask yourself were the distractions really worth it?

When your working day is planned and without any distractions whatsoever, you will be surprised at just how much you can actually get done, furthermore you will have far less pressure or stress and feel a greater sense of satisfaction for what you have achieved.

Distractions literally cost you RESULTS.

What steps can you put in place to reduce or ultimately eliminate your distractions?

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____

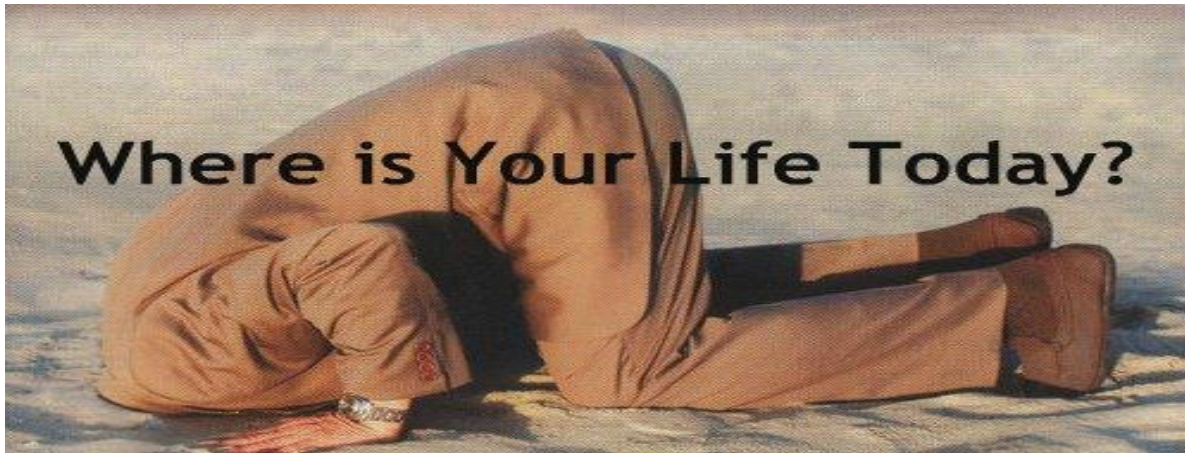
Here are some examples:

- 1.) Start the day with a 'Things to Do' List.
- 2.) Only check your emails once a day at the beginning of the day.
- 3.) Schedule all meetings for afternoons only.
- 4.) Check all social media, news, websites of interest either first thing in the morning or lunch time only.
- 5.) Focus on your objectives and your desired outcome. With every task ask yourself if your actions are actually moving you closer towards your goal.



Your Current Financial Position

In financial terms



Vs

Where Would You Like Your Life to Be?

Before you can plan where you would ultimately like to be financially, you need to establish your current financial position.

Do you have a monthly budget? Yes No

Each month are you Cashflow Positive or Negative? Positive Negative

(A) List all areas of revenue that your monthly income is derived from.

	\$ Per Month
Wages	\$ _____
Commission	\$ _____
Bonuses	\$ _____
Profit share	\$ _____
Interest	\$ _____
Dividends	\$ _____
Other Payments Received	\$ _____
Add up and total =	
(A) = Your Total Monthly Income (Revenue)	\$ _____

(B) List all your current monthly debts, monthly expenses and payments.

Description	Monthly Payment Amount
Rent/Mortgage Repayments	\$ _____
Gas	\$ _____
Electricity	\$ _____
Water	\$ _____
Phone	\$ _____
Mobile Phone	\$ _____
Internet	\$ _____
Life Insurance	\$ _____
Car Insurance	\$ _____
Credit Card Repayments	\$ _____
Food (for household)	\$ _____
Expenses	\$ _____
Petrol or Transportation	\$ _____
Medical	\$ _____
Lunches/snacks, coffee, etc	\$ _____
TV (pay or cable)	\$ _____
Dry cleaning, laundry	\$ _____
Education expenses (including books)	\$ _____
Church/religious donations	\$ _____
Charity and other donations	\$ _____
Pet expenses	\$ _____
Hair Salon, Beauty Treatments	\$ _____
Allowances (including children)	\$ _____
Daycare	\$ _____
Cigarettes/beverages (including alcohol)	\$ _____
Newspaper/magazines, etc.	\$ _____
Sports, Clubs, Recreation or Hobbies	\$ _____
Entertainment & Eating Out (including babysitting expense)	\$ _____
Clothing, Shoes etc	\$ _____
Gifts	\$ _____
Birthdays, Anniversaries etc	\$ _____
Holidays	\$ _____
Emergency Savings	\$ _____
Saving for other	\$ _____
Retirement Fund	\$ _____
Monthly Payments Other	\$ _____

Add up and total =

(B) Your Total Monthly Payments (Outgoings) \$ _____

$$(A) - (B) = (C)$$

(A) = Your Total Monthly Revenue \$ _____

Subtract

(B) = Your Total Monthly Expenses \$ _____

=

(C) Your Monthly Cash Flow Positive or Negative \$ _____

Cashflow Negative Vs Cashflow Positive

In simple terms Cashflow Negative is when your monthly outgoings exceed your monthly revenue. When this occurs you either have to find or borrow money from elsewhere to make all your payments or otherwise payments will be missed.

When you are Cashflow Negative it's vital to take steps to ensure that next month you're not in the same situation and instead are cashflow positive.

Cashflow Positive is when your monthly revenue exceeds your monthly outgoings. It is the first important step towards building and increasing your cash savings and reserves to allow you to move towards the lifestyle you really want.

Are You Cashflow Positive at the end of the month? Yes No

Steps to take immediately to make sure you are 'Cashflow Positive' next month.

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____

(Accounting & Tax Disclaimer) You should always seek professional accounting advice relating to your responsibilities and which monthly expenses may be claimed or offset as a tax deduction.

Quarterly Financial Review



Every 3 months you should assess your

- 1.) Monthly Budget.
- 2.) Current Financial Position.
- 3.) Total Level of Debts.
- 4.) Total Amount of Monthly Debt Repayments.
- 5.) Ability to Service Your Monthly Debt Repayments.
- 6.) Areas Where Interest May Be Reduced.
- 7.) Areas Where Repayments May be Consolidated and or Reduced.
- 8.) Savings.
- 9.) Investments.
- 10.) Review your Financial Goals, Target and Objectives Achieved.

Your Ultimate Lifestyle



*Do You Have in Writing
a Plan to Achieve
Your Ultimate Lifestyle?*

Your / No

If you don't, then here it is...

When you really think about it, all the effort, planning and work that you put into your career is for what?

Your Lifestyle!

Therefore, you should define your ultimate lifestyle and put in place an action plan to make it happen.

Create your Be, Do, Have and How List, remember to put a cost on each one.

Ask yourself

“What Do I Really Want?”

“Who do I want to Be?”

“What do I want to Do?”

“What do I want to Have?”

“How will I accomplish it?”

Important to your motivation and success are the ‘Why’ and ‘How’ factors.

Why do you want to live your ultimate lifestyle?

How will you accomplish your ultimate Lifestyle?

How will you feel when you have achieved your ultimate lifestyle?

As an exercise, just sit back, close your eyes and visualise that you are already living and ‘breathing’ your ultimate lifestyle. Think about absolutely everything that you would like be, do have and experience, think about how you actually feel as if it was real and as if you are actually there. Now how do you feel?

Your Ultimate Lifestyle:

What do you really want as your ultimate lifestyle?

What does your ultimate lifestyle include?

Why do you want your ultimate lifestyle?

How will you accomplish your ultimate lifestyle?

How will you feel when you have achieved your ultimate lifestyle?

How much \$\$\$ per month will your lifestyle actually cost\$ _____

Your Ultimate Day:

What do you really want as your ultimate day?

What would your ultimate day include?

Why do you want this in your ultimate day?

How will you accomplish your ultimate day?

How will you feel when you have achieved your ultimate day?

How much \$\$\$ will your ultimate day actually cost \$ _____

Your Ultimate Location:

What is your ultimate location? (location, country, climate etc)

Why do you want to live at your ultimate location?

How will you accomplish living at your ultimate location?

How will you feel when you're living at your ultimate location?

How much \$\$\$ per month will it cost to live at your ultimate location \$ _____

Your Ultimate House:

What do you really want as your ultimate house?

What does your ultimate house include?

Why do you want your ultimate house?

How will you accomplish your ultimate house?

How will you feel when you have achieved living in your ultimate house?

How much \$\$\$ per month will your ultimate house cost\$ _____

Your Ultimate Recreation:

What do you really want as your ultimate recreation?

What would your ultimate recreation include?

Why do you want this in your ultimate recreation?

How will you accomplish your ultimate recreation?

How will you feel when you have achieved your ultimate recreation?

How much \$\$\$ per month will your ultimate recreation actually cost \$ _____

Your Ultimate Holiday:

What do you really want as your ultimate holiday?

What does your ultimate holiday include?

Why do you want your ultimate holiday?

How will you accomplish your ultimate holiday?

How will you feel when you are enjoying your ultimate holiday?

How much \$\$\$ will your ultimate holiday cost\$ _____

Your Ultimate Friends:

What attributes and qualities do you want in your ultimate friends?

Why do you want these attributes and qualities in your ultimate friends?

How will you accomplish meeting your ultimate friends?

How will you feel when you are enjoying your life with your ultimate friends?

How much \$\$\$ per month will your life with your ultimate friends cost\$ _____
Compile a list of your ultimate friends. (Be realistic)

- | | |
|-----------|------------|
| 1.) _____ | 6.) _____ |
| 2.) _____ | 7.) _____ |
| 3.) _____ | 8.) _____ |
| 4.) _____ | 9.) _____ |
| 5.) _____ | 10.) _____ |

Your Ultimate Friends in Business:

What attributes and qualities do you want in your ultimate friends in business?

Why do you want these attributes and qualities in your ultimate friends in business?

How will you accomplish meeting your ultimate friends in business?

How will you feel when you are enjoying your life with your ultimate friends in business?

How much \$\$\$ per month will your life with your ultimate friends in business cost

\$ _____

Compile a list of your ultimate friends in business. (Be realistic)

- | | |
|-----------|------------|
| 1.) _____ | 6.) _____ |
| 2.) _____ | 7.) _____ |
| 3.) _____ | 8.) _____ |
| 4.) _____ | 9.) _____ |
| 5.) _____ | 10.) _____ |

Your Ultimate Ways to Enjoy Your Spare Time:

What do you really want to ultimately enjoy your spare time?

What does ultimately enjoying your spare time include?

Why do you want to ultimately enjoy your spare time?

How will you accomplish ultimately enjoying your spare time?

How will you feel when you are ultimately enjoying your spare time?

How much \$\$\$ per month will ultimately enjoying your spare time cost \$ _____

Your Ultimate Foods:

What ultimate foods do you really enjoy?

What are the ultimate foods that you would like to try?

Why do you enjoy these ultimate foods?

How will you feel when you are enjoying your ultimate foods?

How much \$\$\$ per month will your life with your ultimate foods cost\$ _____

Your Ultimate Place to Enjoy a Meal:

What is your ultimate destination, place, venue to enjoy a meal?

What makes it your ultimate destination, place, venue to enjoy a meal??

Why is this your ultimate destination, place, venue to enjoy a meal?

How will you accomplish enjoying a meal at your ultimate destination, place, venue?

How will you feel when you are enjoying a meal at your ultimate destination, place, venue?

Who would you most like to enjoy a meal at your ultimate destination, place, venue?

How much \$\$\$ per month will your life with your ultimate foods cost\$ _____

Your Ultimate Health:

What do you really want to achieve your ultimate health?

What do you need to do to achieve your ultimate health?

Why do you really want to achieve your ultimate health?

How will you accomplish your ultimate health?

How will you feel when you have achieved your ultimate health?

How much \$\$\$ per month will your life with your ultimate health cost\$ _____

What else would you like included in your life to create your ultimate lifestyle?

- 1.) _____
- 2.) _____
- 3.) _____

Why do you want these included in your ultimate lifestyle?

- 1.) _____
- 2.) _____
- 3.) _____

How will you accomplish these as part of your ultimate lifestyle?

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

How will you feel when they are included in your ultimate lifestyle?

- 1.) _____
- 2.) _____
- 3.) _____

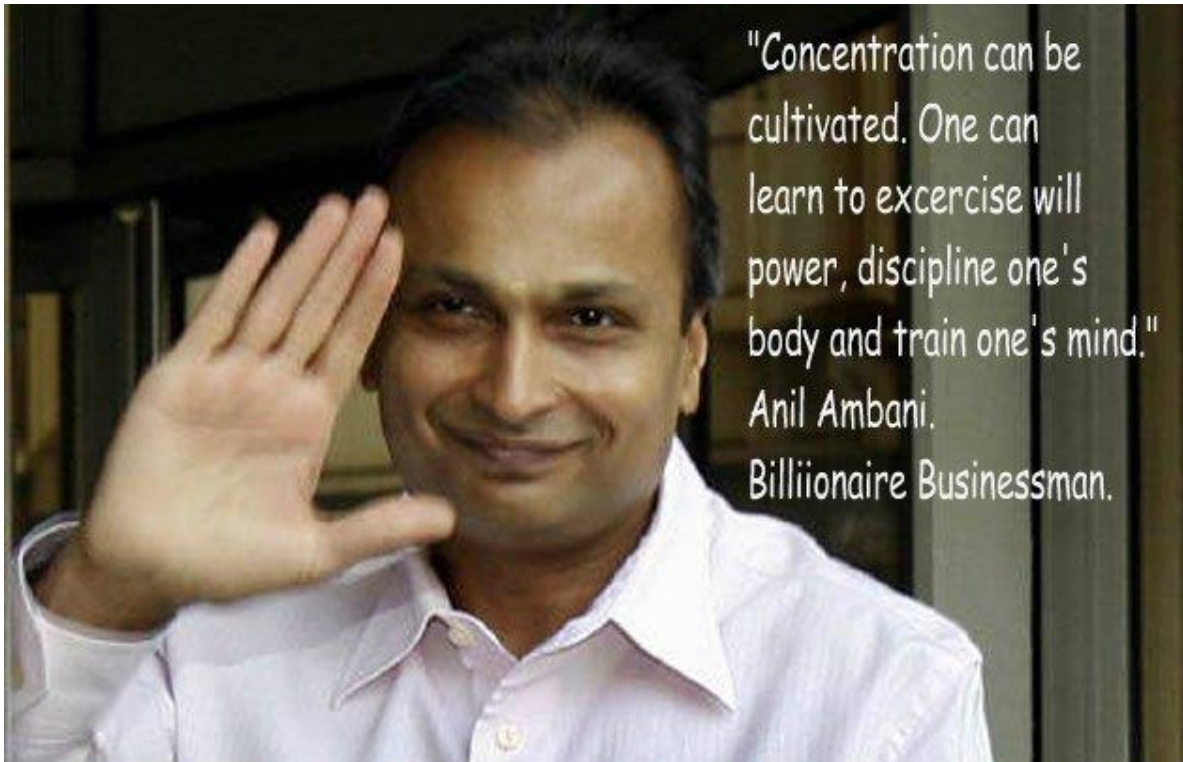
How much \$\$\$ per month will they cost to be included in your ultimate lifestyle?

- 1.) \$ _____
- 2.) \$ _____
- 3.) \$ _____

Important Note:

Some of these points will involve concentrated effort and thought on your part, remember this is all about you and creating an action plan to work towards the achievement of your ultimate lifestyle. Once these points are complete, your ultimate lifestyle will be clearly defined, and you will be a vital step closer to accomplishing your dream, importantly with a Step X Step Plan of Action to actually make it happen.

Goal setting with regular progress assessment is vital to keeping you on track towards achieving the ultimate lifestyle that you desire.



Concentrate on the problem and you will always have a problem.

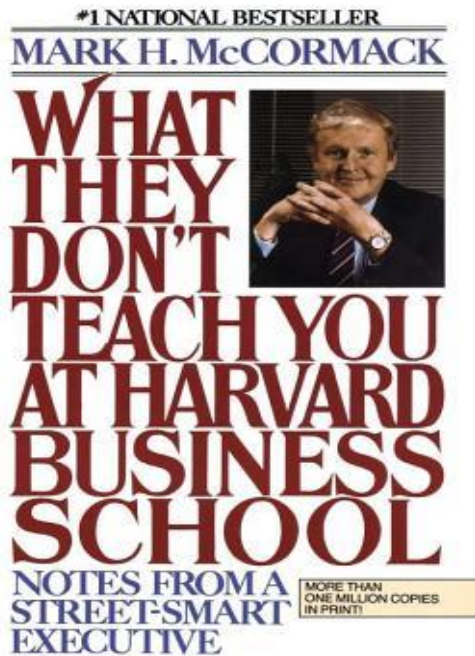
Focus on finding a solution and you will find a solution.

Goal Setting for Increased Results

Harvard Business School Goal Story,
Study about goals at Harvard MBA program, 1979.

From the book '*What they don't teach you at Harvard Business School*'

by Mark McCormack:



In his book Mark McCormack tells of a study conducted on students in the 1979 Harvard MBA program.

In that year, the students were asked,

"Have you set clear, written goals for your future and made plans to achieve them?"

Only 3% of the graduates had written goals and plans;

13% had goals, but they were not in writing;

and a whopping 84% had no specific goals at all.

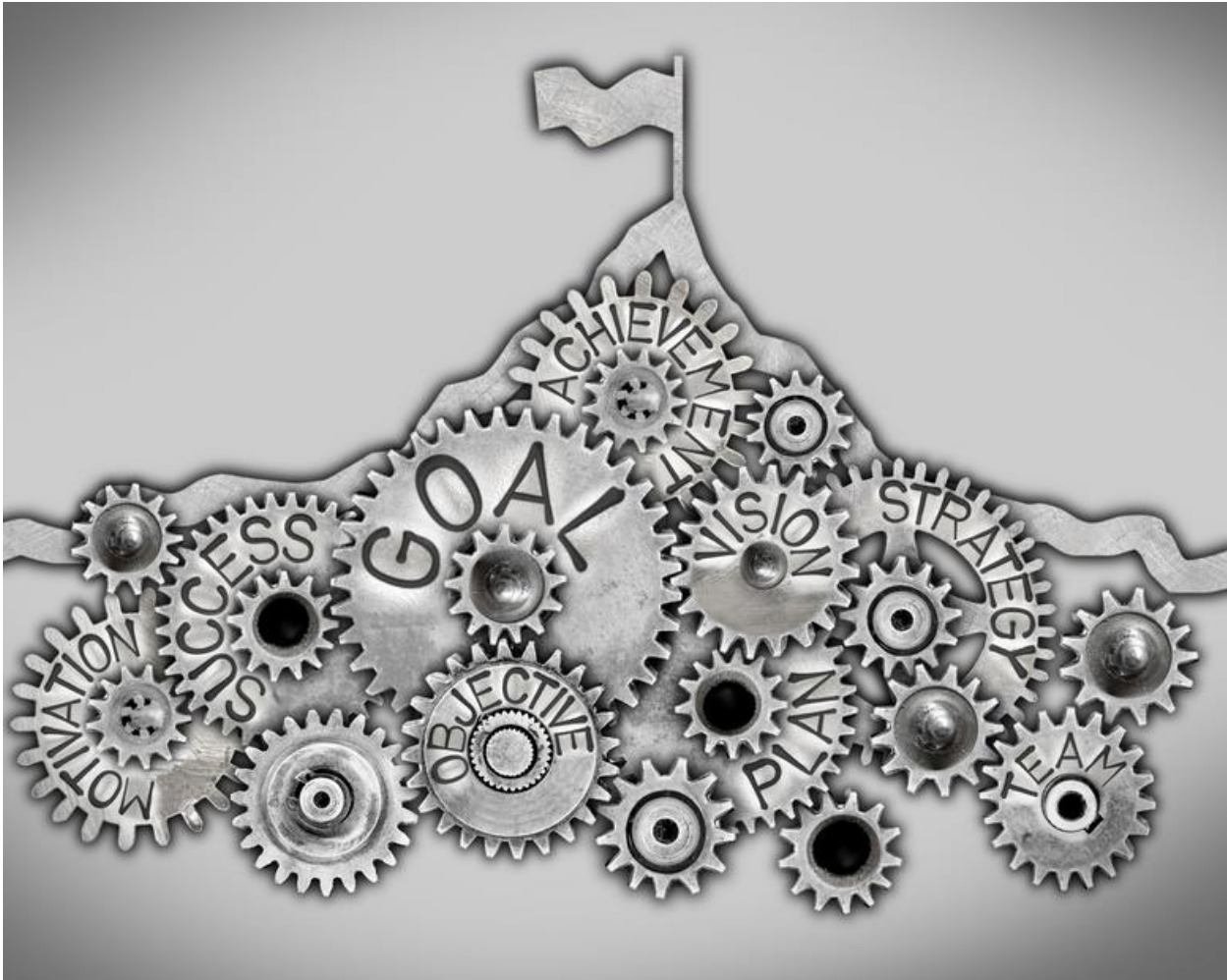
Ten years later, the members of the class were interviewed again, and the findings were nothing short of astonishing.

The 13% of the class who had goals were earning, on average, twice as much as the 84% who had no goals at all.

The 3% who had clear written goals and a plan to achieve them were earning, on average,

ten times as much as the other 97% combined. WOW!

Goals & Targets:



A Proven Strategy to Achieve Your Goals.

- 1.) Clearly define your goals in writing.
- 2.) Set a date to achieve them by.
- 3.) Develop the step X step process to achieve each of your goals.
- 4.) Don't get Distracted.
- 5.) Don't get Deterred by Setbacks.
- 6.) Get Started and Keep Going. Never Ever Give Up.

Your Career Goals

12 Month Career Goals

12 Month Total Sales Target \$ _____

12 Month Income & Commission Target \$ _____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Weeks Remaining. noted in your diary Yes No

Steps to implement towards achieving these goals.

Date to be Achieved By: ____/____/____

6 Month Career Goals

6 Month Total Sales Target \$ _____

6 Month Income & Commission Target \$ _____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Weeks Remaining. noted in your diary Yes No

Steps to implement towards achieving these goals.

Date to be Achieved By: ____/____/____

3 Month Career Goals

3 Month Total Sales Target \$ _____

3 Month Income & Commission Target \$ _____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Weeks Remaining. noted in your diary Yes No

Steps to implement towards achieving these goals.

Date to be Achieved By: ____/____/____

1 Month Career Goals

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Weeks Remaining. noted in your diary Yes No

1 Month Total Sales Target \$ _____

1 Month Income & Commission Target \$ _____

Steps to implement towards achieving these goals.

Date to be Achieved By: ____/____/____

1 Week Career Goals

1 Week Total Sales Target \$ _____

1 Week Income & Commission Target \$ _____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Weeks Remaining. noted in your diary Yes No

Steps to implement towards achieving these goals.

Date to be Achieved By: ____/____/____

List Your Career Goals.

1.) _____

2.) _____

3.) _____

4.) _____

5.) _____

6.) _____

Your Lifetime Goals

Write Down 5 Lifetime 'Lifestyle' Goals

Lifetime 'Lifestyle' Goal #1:

Date to be Achieved By: _____/_____/_____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Lifetime 'Lifestyle' Goal #2:

Date to be Achieved By: _____/_____/_____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Lifetime 'Lifestyle' Goal #3:

Date to be Achieved By: _____/_____/_____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Lifetime 'Lifestyle' Goal #4:

Date to be Achieved By: _____/_____/_____

Goal to be Achieved by Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Lifetime 'Lifestyle' Goal #5:

Date to be Achieved By: _____/_____/_____

Goal to be Achieved By Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Write Down 5 Annual 'Lifestyle' Goals

Annual 'Lifestyle' Goal #1:

Goal to be Achieved By Date noted in your diary Yes No
Goal Deadline, Time Remaining. noted in your diary Yes No
Steps to implement towards achieving this goal. _____

Date to be Achieved By: ____/____/____

Annual 'Lifestyle' Goal #2:

Goal to be Achieved By Date noted in your diary Yes No
Goal Deadline, Time Remaining. noted in your diary Yes No
Steps to implement towards achieving this goal. _____

Date to be Achieved By: ____/____/____

Annual 'Lifestyle' Goal #3:

Goal to be Achieved By Date noted in your diary Yes No
Goal Deadline, Time Remaining. noted in your diary Yes No
Steps to implement towards achieving this goal. _____

Date to be Achieved By: ____/____/____

Annual 'Lifestyle' Goal #4:

Goal to be Achieved By Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Date to be Achieved By: ____/____/____

Annual 'Lifestyle' Goal #5:

Goal to be Achieved By Date noted in your diary Yes No

Goal Deadline, Time Remaining. noted in your diary Yes No

Steps to implement towards achieving this goal. _____

Date to be Achieved By: ____/____/____

Write down the desired annual income each year for the next 5 years.

Income Year 1: \$ _____

Income Year 2: \$ _____

Income Year 3: \$ _____

Income Year 4: \$ _____

Income Year 5: \$ _____



List Your Lifetime Goals.

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____
- 6.) _____
- 7.) _____
- 8.) _____
- 9.) _____
- 10.) _____

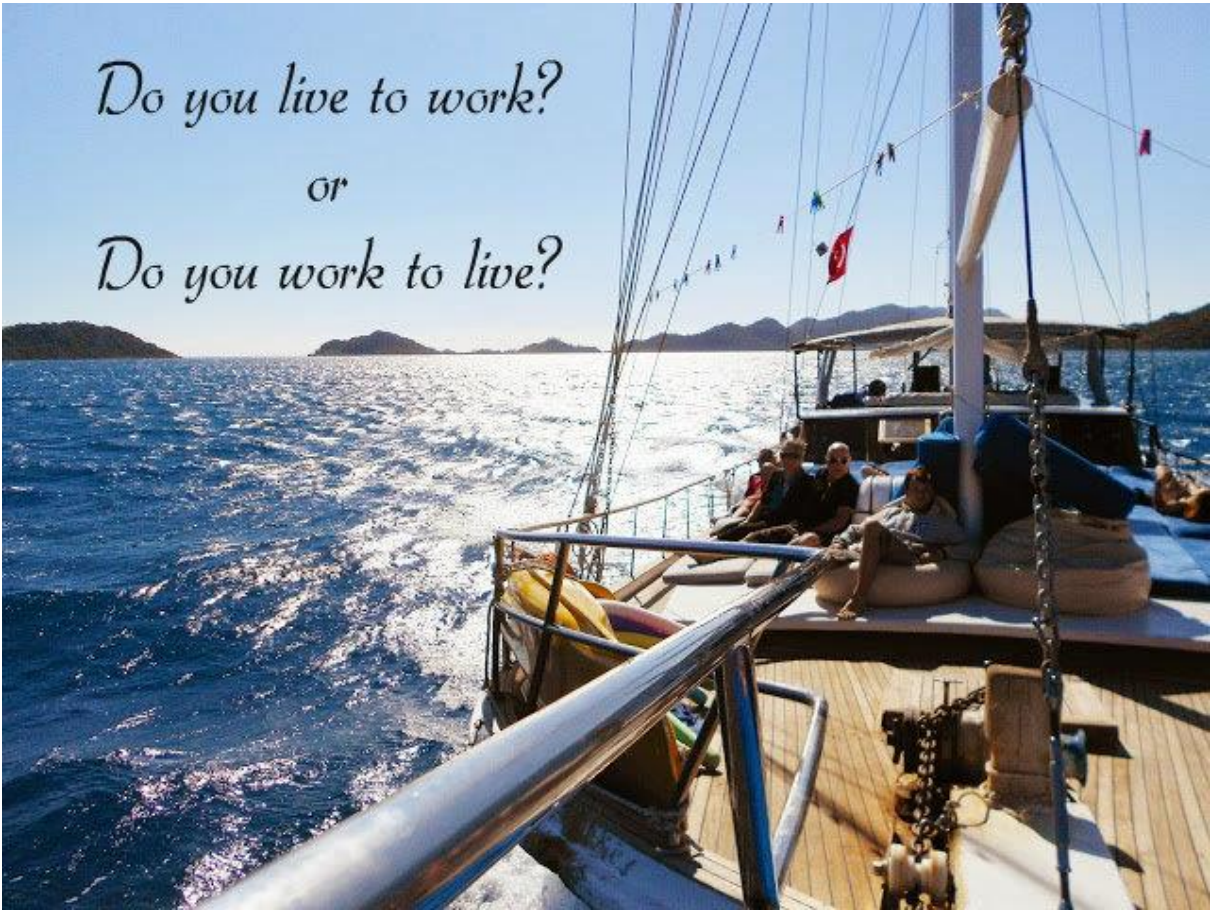
The achievement of short-term goals and targets is directly related to the achievement of your longer-term goals.

Therefore, the setting and achieving of weekly and even daily targets is vitally important to the achievement of your long-term goals.

It's essential to realise that when setting goals and targets for you to achieve that you have in place the appropriate 'tools' or a Step X Step plan in place to achieve your goals and a 'Date' to achieve them by.

Note: Each and every fortnight you should assess what you have done and the progress you have made towards achieving your goals. **This is ESSENTIAL.**

An Important Phrase Worth Your Consideration....



Affirmations & Achieving Your Goals



Positive affirmations are all about influencing your sub-conscious mind towards thought practices that will further empower you towards achieving your goals. They help you keep your mind on track and focused towards achieving your goals.

They may be based on improving your

Self confidence

Self Belief

Discipline

Focus

Reducing Distractions

Determination

Overcoming Obstacles

Discipline

Positive self-talk every day makes a huge difference to your attitude!! Your sub conscious will focus on whatever you give your attention to . . . Positive or negative.

Here are some examples of a few affirmations you can use to focus and improve your mindset:

- 1.) *I only think positive thoughts.*
- 2.) *I am really good at what I do.*
- 3.) *I get R E S U L T S*
- 4.) *I am focused, disciplined and determined.*
- 5.) *I am a person who never gets distracted*
- 6.) *I attract success like a magnet.*
- 7.) *I love talking to people.*
- 8.) *The more people I talk to = the more money \$\$\$ I make.*
- 9.) *People are instantly attracted to my happy personality.*
- 10) *Success comes to me easily and effortlessly.*

These and any affirmations you use should be **written out in the morning and upto 5 times per week by hand**, not typed into a computer, the process of physically writing out your affirmations will influence your sub conscious and thought processes much more effectively.

Your Affirmations

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____
- 6.) _____
- 7.) _____
- 8.) _____
- 9.) _____
- 10.) _____

Keep Focused:

Read motivational books, listen to tapes and above all use affirmations and positive self talk.

If you don't work at feeding positive goals, attitudes and thoughts into your subconscious mind, life's negativity will have greater influence over your life and will affect the way you think and react to daily challenges.

Your mind is like a computer, if you put good information in you will get good information out, if you put bad information in you will get bad information out. Imagine how you will think if you actually 'load' your mind with as much good and positive information as possible. You will become more positive, more confident and competent within your daily life.

Some words that you may use as part of your affirmations.

I am

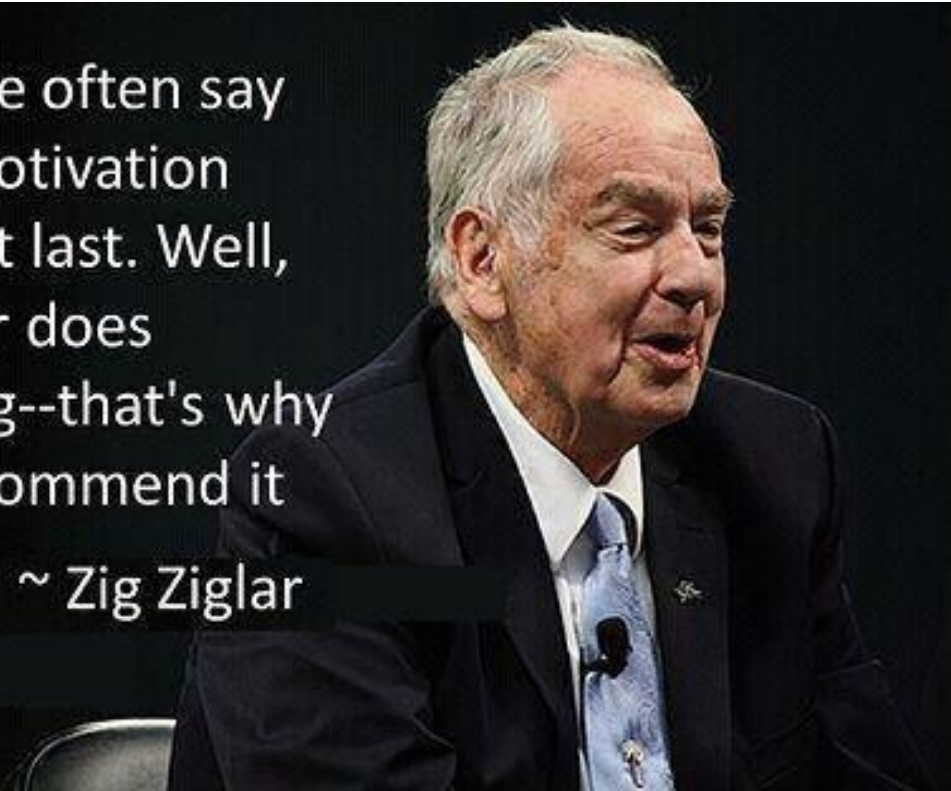


This next statement deserves your full attention.

"If you can constantly focus on the things you want and close your mind tight against the things you don't want, before long you'll start to see things happen in your life you once only dreamed of."

By Napoleon Hill

“People often say that motivation doesn't last. Well, neither does bathing--that's why we recommend it daily.” ~ Zig Ziglar



Time Management



Time Management is all about becoming more Proactive.

Proactive = refers to identifying areas that can be improved, taking control And implementing strategies or techniques that will provide greater efficiencies and results. (E.g. by changing the way a core task is completed to be more efficient).

Working Proactively is considered to be working **on** the business, working on ways to improve efficiencies, operations and profits.

Reactive = refers to only completing a given task only when it is required to be completed. **Working Reactively** is working **in** the business.

Being 'proactive' instead of 'reactive' literally means to work on improving yourself and your results instead of just doing what you are asked to do and nothing more.

You won't ever achieve your tasks for any given day as well as your goals unless you manage your time effectively and efficiently.

It's easy for people to get caught up in the life that they themselves have created instead of concentrating on what they need to do to work towards a better life and lifestyle for themselves.

Achieve more and enjoy greater job satisfaction.

It's been said that only 20% of our productive time is actually spent on the things that are really important or that produce results.

Therefore, if one spends 80 % of their time on the things that will produce results a massive gain in productivity, a significant improvement in achievements and results in business and in life are sure to follow as a result.

Work smarter instead of harder and see some better results with more success and most importantly an improved lifestyle for yourself.

Do you have a Things to Do List for each day?

Do you ever wonder if you will ever get on top of all the work you have to do?

Do you have endless piles of paperwork growing on your desk or counter?

Do you ever feel like you're never going to get it all done?

Remember: 'Information without implementation is useless'

To benefit from anything you learn you need to put it into practice.

What you have implemented from life has made you what you are today.

Notes:

The Time Management Steps of Highly Successful People

1. Start Every Day by Writing a 'Things to Do List'.



Date _____ COMPLETED

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____

Include in order of importance the 6 most important or the most profitable things to be done should be at the top of the list and the least important should be at the bottom.

Anything not on your list don't do it until you have crossed off the 6 most important things you need to do on that particular day.

Try not to let anything interrupt you or stop you from completing the 6 most important tasks on your list. No excuses, except for your clients or customers, and of course any emergency.

Do not to allow fellow workers, colleagues, interruptions and phone calls unless from clients, customers or prospects distract you from completing your Things To Do List.

It's important to complete the hardest, most important and most profitable tasks first and to then work of the easiest tasks last. It's human nature to do the reverse and to work on the easy tasks, unfortunately this leads to the hard tasks being pushed aside until they never get done and it becomes too late.

Be strong with this and you will be surprised at how easily you can get so much more of those more important and more profitable tasks completed.

2. If Possible Plan and Set A Time Period to Complete Each of the Most Productive Items.



Schedule a time and a time period to work on your particular tasks or items from your 'Things To Do List'.

Start with the hardest or most important items first and work your way through the list to the easiest and least important tasks last.

Get the hardest tasks done and out of the way first. Completing the 6 most important tasks or jobs every day is the objective.

Focus on what is important.

Don't allow yourself to get tied down to one item for too long to complete it at the cost of other tasks that may have similar importance that need to be completed as well.

If you find you still get interrupted make sure as soon as possible, that you go back to completing the tasks on your list. Completion of the tasks is your number 1 priority for each day.

Any tasks not completed be sure to work on them each day until they are either finished or completed as much as possible.

Be Focused: 'Focus on what is important'

Do the Most Important Jobs or Tasks with the Highest Priority First.

= More tasks completed.

3. Put an End to All Unscheduled Interruptions.

Do NOT allow your staff or colleagues to interrupt you at random or at will, especially over minor details.

As an exercise,

take a note of the amount of time spent on each interruption over a day and in total.

The answer = how much time each day that is being subtracted from your own productivity.

Don't let the minor day to day issues distract and take time from completing a task that is far more important.

The more important a task = the higher the priority to complete it.

Make sure your priorities overcome those minor distractions and interruptions.

Try to manage the interruptions and actually allocate specific time periods to them so they will not interrupt your work and productivity.

If you can't control when the interruptions arise, then if possible take care of those interruptions or problems during the scheduled time periods or breaks.

Make sure your priorities overcome the minor distractions = More time to concentrate on what's important. Be firm about this with your others.

Only if the matter is urgent or of extreme priority should you interrupt what you are currently working on.

4. Throw Away All Junk Material.

Have a clean out; get rid of all the clutter, all the junk.

If it doesn't help you make money within the next 30 days,
file it or throw it away.

= A smoother operating and working environment.

Does this look familiar!



Ask yourself,

Do you really need it?

Does this benefit you right now?

Is it important to helping you increase your revenue?

If the answer is NO, then don't keep it amongst all the other junk.

Don't collect piles of junk papers. Get rid of all junk NOW!

Clean out. Get rid of all unnecessary distractions

5. Get Organised

Does this sound familiar?

Your desk is a mess,

You have several piles of neatly stacked paperwork,

Your office actually looks like a bomb has hit it,

You know where everything is, and you also know that occasionally things get pushed aside because they are not getting done, until it's too late and they just get forgotten about.

All this eventually leads to an unorganized mess of paperwork. The result is missed or lost opportunities, sometimes for more business, the occasional lost order, or paperwork, etc and maybe even bills or invoices not being paid or just complete unorganized chaos and a more stressful working environment.



It's time for a fresh start.



Only have on your desk, counter or in your briefcase what you will be working on that day or that week.

Files, paperwork, administration, tools of the trade, from last month or non-essential materials etc. that are irrelevant to that day's work are only clutter getting in the way and serve as a distraction and an annoyance.

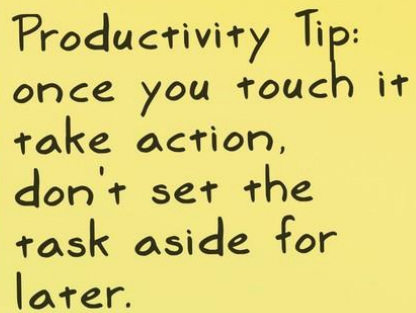
Place or store all unrelated material elsewhere that is easily accessible.

Set aside a time or a day to concentrate only on getting completely organized; throw out all the junk, clutter and unused material.

The objective is to make your desk, counter, brief case, materials, working environment etc as easily accessible and useable as possible, therefore making your working environment easier, more organized, more efficient and more enjoyable to work in.

Once you get into an organized and efficient routine, work becomes easier, more enjoyable and certainly more productive.

6. Touch It Only Once.



Productivity Tip:
once you touch it
take action,
don't set the
task aside for
later.

Instead of doing a little bit of work on this and then a bit of work on that, always try to complete as much as possible any given task or ideally complete that task before moving onto another. It's the completed tasks that generate the results.

Pick it up once and try to finish it.

Any administration, book, document, docket, file, receipt, order, etc Don't pick it up to work on and put it down only to later pick it up and put it down again and again.

If you find yourself not getting things done, as an exercise, every time you touch something put a cross on it and at the end of the day or week count the number of crosses you have.

The crosses will equal the number of times you had the chance to get that task or job done.

Every time you touch a file or a task that needs to be completed make sure you work on it with the intention to finish it completely as soon as possible.

Concentrate on one item at a time.

Finish it as soon as Possible, Don't get distracted. = More work or tasks being completed.

Then you can easily achieve a lot more in the same time period or over an entire day.

Get Yourself into a Routine = An Easier and more productive workload.

Work becomes more efficient, more enjoyable and more profitable.

4 Things You Can Do Each Month to Improve Your Productivity

Productivity Improvement #1: _____

Steps to improve your productivity. _____

Productivity Improvement #2: _____

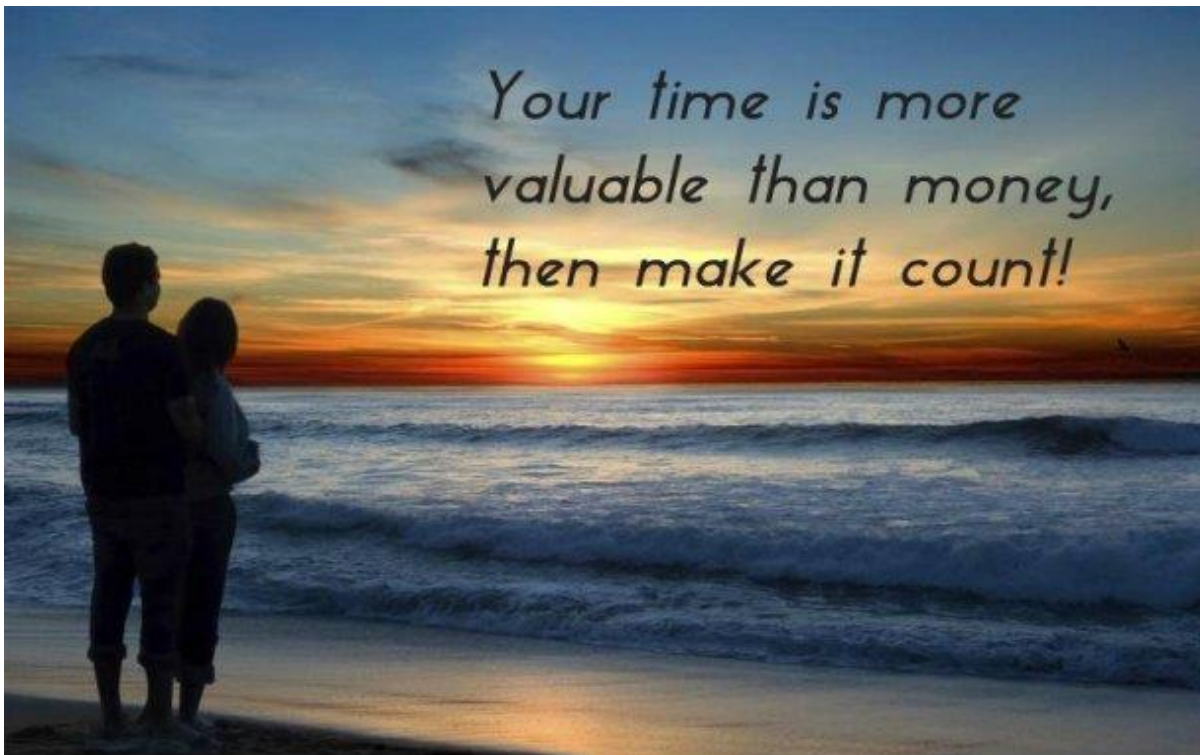
Steps to improve your productivity. _____

Productivity Improvement #3: _____

Steps to improve your productivity. _____

Productivity Improvement #4: _____

Steps to improve your productivity. _____



A Change in Beliefs

learn more about making a...
Personal Breakthrough

The very minute you begin to question were you are in business and in life right now, or when you say to yourself

'if other people can do it then so can I'.

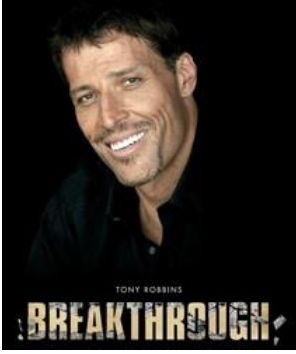
The moment you begin to want more is the moment you empower yourself to change your ways of thinking and to build on your desire with new beliefs and strategies that support a new direction in your life.

To start with if you develop a firm and strong self belief in your own abilities with a sense of absolute certainty, then you can reach higher levels of achievement than ever before and accomplish things that you previously thought were almost impossible.

Here are ten examples of empowering beliefs to try:

- 1.) The past I cannot change, the future I can build, I can create it.
- 2.) There is always a way if I believe, if I'm focused, if I just try.
- 3.) Even if I fail, I still learn something; I learn what not to do next time.
- 4.) Become better not bitter.
- 5.) Depending on how you look at it, there is a positive and a negative to everything.
- 6.) I give more to others than they expect of me.
- 7.) If I focus on a solution I will find a solution.
- 8.) I am the only person who is responsible for the life I create.
- 9.) How I think about what I think makes the difference.
- 10.) Everyday I'm alive is a great day.

Seminars worth Attending



UPW by Tony Robbins (Unleash the Power Within)

www.tonyrobbins.com

This is NOT like your "typical" seminar. The use of music, lightning, and energy gets the 5,000 participants fired up and ready to play full out. The energy piece is huge, because the information you consume gets ASSOCIATED to the emotional state that you're in. So if you learn something amazing and you're in a passive state, then that gets linked to it, and you're not likely to apply it. Whereas if you learn something amazing and you're in a state of ACTION, then you're more likely to apply what you've learned.



Telephone Strategies by Jenny Cartwright

www.telesalestraining.com.au

"Thanks Jenny, the information you gave us on your 1-day course is going to give us a return on investment of at least 100%. We now have much tighter and improved scripts and we know how to overcome any objections easily. To think of all those advertising dollars we wasted in the past makes me shudder, I highly recommend your course to everyone in sales."



BNI

www.bni.com.au

Last year members of BNI in Australia generated business referrals that resulted in more than \$233 million in new business. (In that same period BNI worldwide passed over 6 million referrals, this translates to over A\$3.1 billion of business).

BNI provides a structured system of giving and receiving business. It does this by providing an environment in which personal relationships can be developed with dozens of other qualified business professionals. By establishing this 'formal' relationship with other people, each member has the opportunity to substantially increase his or her business.



Siimon Reynolds

<http://siimonreynolds.com>

Siimon's incisive thinking and brilliant business mind has driven him to the top of the fiercely competitive advertising industry. His ability to communicate what he knows in simple yet powerful ways clearly makes him a leader amongst our profession.



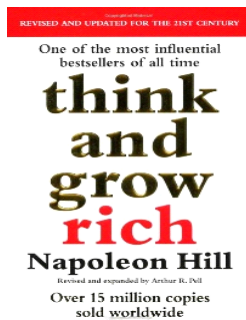
Spin Selling by Neil Rackham

<http://neilrackham.com>

Neil Rackham is known throughout the world as a speaker, writer and seminal thinker on sales and marketing issues. Three of his books have been on the New York Times best seller list and his works have been translated into over 50 languages. He has been Chairman and CEO of three international research and consulting firms.

Notes:

Books worth Reading

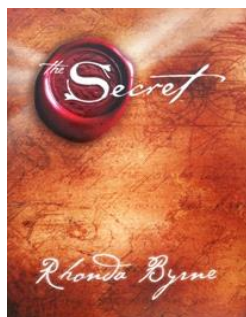


'Think & Grow Rich'

By Napoleon Hill, revised and expanded by Dr Arthur Pell.

Think and grow rich is the most important financial book ever written. Napoleon Hill researched more than 500 of the most successful people, to find out what made them the men that they were.

In this book he imparts that knowledge to you. Once you've read this book you will understand what gives certain people an edge over everyone else.



'The Secret'

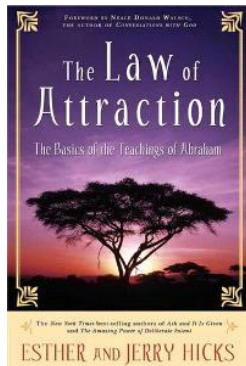
by Rhonda Burn.

Fragments of a Great Secret have been found in the oral traditions, in literature, in religions and philosophies throughout the centuries. For the first time, all the pieces of The Secret come together in an incredible revelation that will be life-transforming for all who experience it.

In this book, you'll learn how to use The Secret in every aspect of your life -- money, health, relationships, happiness, and in every interaction you have in the world. You'll begin to understand the

hidden, untapped

power that's within you, and this revelation can bring joy to every aspect of your life.

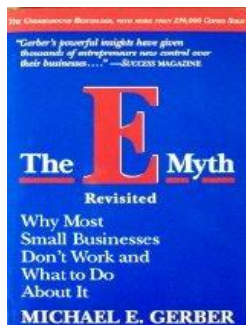


'The Law of Attraction, The Basics of The Teachings of Abraham'

by Esther & Jerry Hicks.

This book presents the powerful basics of the original Teachings of Abraham. Within these pages, you'll learn how all things, wanted and unwanted, are brought to you by this most powerful law of the universe, the Law of Attraction. (that which is like unto itself is drawn).

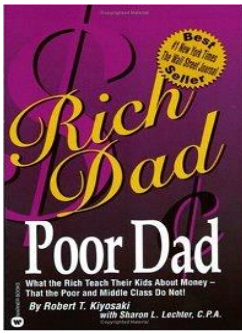
The Law of Attraction has been alluded to by some of the greatest teachers in history, it has never before been explained in as clear and practical terms as in this latest book by New York Times best-selling authors, Esther and Jerry Hicks.



'The E Myth'

by Michael Gerber.

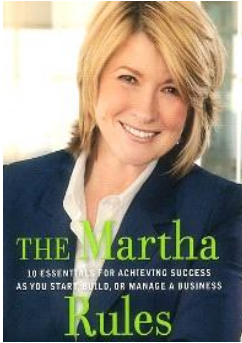
Michael Gerber walks you through the steps in the life of a business from entrepreneurial infancy, through adolescent growing pains, to the mature entrepreneurial perspective, the guiding light of all businesses that succeed. Finally, Gerber draws the vital, often overlooked distinction between working on your business and working in your business.



'Rich Dad Poor Dad'

by Robert Kiyosaki.

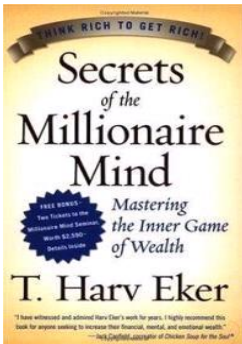
Anyone stuck in the rat-race of living pay check to pay check, enslaved by the house mortgage and bills, will appreciate this breath of fresh air. Learn about the methods that have created more than a few millionaires. The full-length edition has sold millions as a New York Times bestseller. As proven by the runaway success of *The Secret* and like titles, changing one's thinking to influence one's fortune sells big, and forms the basis of rich dad's advice. Learn to think like a rich dad and let your money work for you!



'The Martha Rules'

by Martha Stewart.

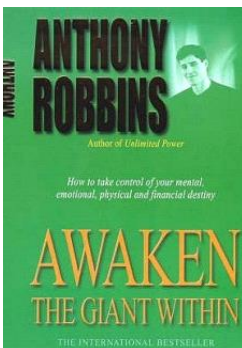
Martha Stewart is an undeniable force in the business world. One of the world's greatest entrepreneurs, she turned her personal passion into a billion dollar business. Now, for the first time, Martha Stewart shares her business knowledge and advice in this handbook for success. Tapping into her years of experience in building a thriving business, Martha will help readers identify their own entrepreneurial voice and channel their skills and passions into a successful business venture.



'Secrets of The Millionaire Mind'

by T Harv Eker.

In his groundbreaking *Secrets of the Millionaire Mind*, T. Harv Eker states: "Give me five minutes, and I can predict your financial future for the rest of your life!" Eker does this by identifying your "money and success blueprint." We all have a personal money blueprint ingrained in our subconscious minds, and it is this blueprint, more than anything, that will determine our financial lives. You can know everything about marketing, sales, negotiations, stocks, real estate, and the world of finance, but if your money blueprint is not set for a high level of success, you will never have a lot of money—and if somehow you do, you will most likely lose it! The good news is that now you can actually reset your money blueprint to create natural and automatic success.



'Awaken The Giant Within'

by Anthony Robbins.

Anthony Robbins, the nation's leader in the science of peak performance, shows you his most effective strategies and techniques for mastering your emotions, your body, your relationships, your finances, and your life. The acknowledged expert in the psychology of change, Anthony Robbins provides a step-by-step program teaching the fundamental lessons of self-mastery that will enable you to discover your true purpose, take control of your life and harness the forces that shape your destiny.

When you read these books or any books on personal development and improvement; REMEMBER TO APPLY.....

Your 'Wow' Moments

Tony Robbins has a saying which is

'Every day above ground is a great day'

When you think about it he has a point, obviously what is really important is enjoying and living your life to the full.

During our lifetime we all have what can best be described as our 'Wow' moments. Experiences that have such a profound impact upon us that we are left enjoying that particular moment with extraordinary feelings and emotions that the word 'Wow' only begins to describe. It's these 'Wow' moments that make our lives extraordinary.

A Journal of Your 'Wow' Moments.

Imagine if you actually kept a journal of all the experiences during your lifetime that left you with the feeling of 'Wow'.



Your Journal of Your 'Wow' Moments would

Be great reading,

Be inspirational,

Be motivational,

Be emotional for all the right reasons,

Make you smile in so many ways,

Be a recollection of the greatest moments of your life,

Represent all the best things about YOU.

What are some of your own 'Wow' moments that you could include in your journal?

- 1.) _____
- 2.) _____
- 3.) _____
- 4.) _____
- 5.) _____

Your journal should literally be the most enjoyable reading you have ever done. Think about all the great times you have enjoyed during your lifetime until now, all the moments that you love to share and reminisce about with your closest friends, the stories, the laughs, the smiles and those moments that are truly some of the most memorable of your life.

They are all definitely worth remembering and recording in a journal to be remembered and enjoyed again and again.

And as you begin your journal and start writing out your 'Wow' moments so many more will come to mind that also should be included.

They are the moments that define your life and in reality, what it's all for....

ENJOY.

In Summary

Congratulations on taking a step towards some of the easiest and most rewarding experiences of our lives.

The fact that you are willing to read this material proves that you deserve and have a desire for better results both personally and professionally along with greater rewards and increased revenues.

Like most people in business, there is probably a gap between where you are in business right now, versus where you would like to be. Or maybe your professional life has not turned out to be the 'dream' you had when you first started. Another possibility maybe you're going really well, you would just like to examine ways to achieve and enjoy even more.

All the methods and strategies detailed in this workbook are all tried, tested and proven by a variety of different people and businesses or companies to help improve their results and increase their revenues substantially.

The decision to take action to implement these tested and proven strategies will allow you to benefit and grow personally, professionally and financially, it will also improve the enjoyment, the quality and self satisfaction of your life as a whole.

Considering all the hours and hard work you have put in over the years, isn't it time you reaped the rewards you crave, and more importantly deserve. Now, using this system, you have the knowledge to achieve those rewards and ideals.

Business can be incredibly enjoyable and profitable, as well as being a lot of fun.

I look forward to hearing about your imminent results and success.

Wishing you all the success you truly deserve.

Kindest Regards

Derick Mildred

After you have read through this workbook I am certain that you will find it just makes perfect sense, then to achieve the results you deserve

Just

Apply It!

It's that

Simple..