

MANIFEST YOUR DESTINY

THE SIMPLE SYSTEM
FOR ACHIEVING

ANYTHING
YOU CAN IMAGINE



Vincent Smith

About Me	3
Introduction.....	7
Abundance Butterfly Effect	12
Why Most "Wealth Guides" Fail	21
Are you a 30k Millionaire?	25
The Art of Goal Setting	28
The Mindset of Success	31
Part 1: Re-Wiring Your Belief System (And Getting Out Of Your Own Way).....	47
Breaking Imaginary Barriers.....	47
The Rewiring Mindset	50
Action Steps to Rewire Your Brain	55
Part 2: Health	60
No Health No Wealth	60
The Healthy Profession	64
Passion Can Build Health	72
Importance of Sleep	76
Fix Your Health Action Steps.....	80
Guided Breathing Meditation	84
Part 3: Relationships	98
Loneliness Destroys Wealth	98
Good People get Great Rewards	98
How to Make New Friends	99
Relationship Action Steps.....	104
Part 4: Wealth.....	105
The Key to Achieving Wealth	106
Avoid the Poverty Mindset.....	107
Universal Laws That Lead to Abundance	110
Law 1: Power of Failure	110
Law 2: Sift Wisdom	113
Law 3: Time.....	116
Law 4: The Power of Law.....	120
Law 5: Wealth	122
Law 6: Relationships.....	127
Immediate Wealth Action Steps	128

About Me

I was a mess.

My world was falling apart.

I was sick and when you're sick you realize who your real friends are. All of my friends were single serving relationships. We would go out for drinks or go clubbing but when I was sick. Nobody visited me in the hospital.

When you are feeling down and out you need to surround yourself with people that love you. Every doctor will tell you that patients with more visitors get better faster and more often.

But I was alone.

I was texting my friends over and over again. At first they all promised to swing by and visit me. But after a few weeks those promises dried up. They turned from empty promises into an ocean of excuses.

I know that nobody wants to go to the hospital. I sure didn't want to be there. It smells horrible and it's so depressing. The machines, the illness, and the air of desperation are overwhelming.

Most people would say that it was the worst moment in my entire life. But they would be wrong. For me it was a turning point. Everything changed. I realized that I had invested my time and energy in things that would fade away.

I was lying in a hospital bed and I realized that I was suffering in the three main areas of life. I was unhealthy. I only had weak friendships. I was very far from wealthy. Those are the three areas in life that control everything else.

When we have health, wealth and strong relationships everything else in life just falls into place. That realization was the first step in my journey. I didn't have the life I wanted and for so long I had just wandered through life aimlessly. I was so busy living for today that I never considered tomorrow.

Like most of my generation I was living fast and I was living easy. I wasn't saving up for winter; I was just saving up for Friday night. My generation never had to live through a major economic collapse or a war. We lived our lives like butterflies.

We never had to take anything seriously.

That is the perfect way to live in summer, but when winter comes those butterflies all freeze to death. They have short and happy lives. Is that what I really wanted? A short, happy life? Surely there is more to life than that!

The first step on the journey to manifesting your destiny is realizing that you want more from life. That you want to be healthier. That you want to secure your financial future. Or even your family's financial future. And that you want relationships that are strong. The kinds of relationships where people take care of you when your sick or visit you in the hospital and actually come to your funeral instead of making up some excuse about why they are too busy.

That hospital room was my turning point.

If just one of my vapid friends had actually shown up to check on me I would probably still be living that way. Just one visit could have been enough to stop my early motivation. But nobody came. And my determination built up. I needed to rebuild my world from the ground up.

It was in that crucible that I discovered the Abundance Butterfly Effect. Something powerful and wonderful that rewards even the tiniest of actions. I'll explain it in more detail shortly, but I will give you one little morsel for thought.

We always hear about the straw that broken the camel's back. That one last snowflake that caused the entire avalanche. But nobody KNOWS which piece of straw or flake of snow is going to be the ONE. The one that causes all of that change.

I began to read every single book that I could find on wealth creation. That seemed like the best place to start. The hospital

bills were turning into a mountain that someday I would have to climb over. I didn't want to go through life with a giant noose hanging around my neck. So many Americans live with crippling debt out entire lives.

There must be a way to escape that terrible prison. On my journey I discovered that the three key elements of life are deeply intertwined. Health, relationships and wealth. All three of them are deeply connected. If I was weak in one area the others would fall too.

Eventually I climbed out of that hospital bed and rebuilt my life. Along the way there were ups and downs. It was a process of trial and error. Trial and error that you won't have to repeat as I share the secrets I gleaned with you. I don't want you to have to fight as hard as I did. This book is here to help you follow along in my footsteps.

I am going to guide you over the mountain. You don't have to create your own trail. My life is better than I ever thought possible. I have reached a point where I never have to worry about money again. I never even have to work again. My money is now working for me. That's how the rich truly stay ahead. They turn their money into their employees and send it out into the world to go and make even more money.

I'm married and I couldn't be happier. There is a point where most marriages falter. They can't endure the challenges of life, but we have past that. Our relationship is one that will endure

because it is built on the same principles as my other relationships.

And of course I couldn't be healthier. I haven't been back since the day I walked out of that hospital, determined to never return.

Introduction

Most of us are aware of the idea of the "Law of Attraction." This concept has been spread out into the world by a book called *The Secret*. Maybe you have read that book or even seen that movie. If so, that is wonderful.

That book starts you off at a great place. But if *The Secret* was enough just about everyone on Earth would be rich and driving around in Ferraris right now. Yet so many people got caught up in the hype and excitement of that book. They believed that if they willed hard enough the universe would give them everything that they desired.

And once they willed their desire. Once they send this cosmic message into the universe stating what they wanted. That the universe would then deliver to them the desires of their hearts. It made many people start to look at the universe or fate the way most people look at Santa Clause. If they just make a list of what they want for Christmas, then jolly old St. Nick will bring them everything they want.

Now there is nothing wrong with beginning the process of success this way. The problem is that sending Santa a wish list isn't nearly enough. Telling the universe your desires isn't the final step. It is the FIRST step. Unfortunately, many people

used The Secret as an excuse for inaction. They would say things like:

“I don’t have to work hard and go for that promotion. I have already projected my desire into the universe so I know I’ll get it.”

“I don’t have to talk to any of the men who try to flirt with me. I’ve already told the universe what I want in a man and I’m sure Mr. Right is just about to land in my lap.”

“I don’t need to go to the gym. The universe knows my desire to lose weight and the pounds are already starting to melt away. I can see it in my mind.”

Have you heard anyone say these phrases? They think that desire alone will give them what they want. Unfortunately, the universe is not a fairy godmother flying hither and thither granting wishes. That would be a wonderful universe to live in. But that’s not where we are right now.

This book is called Manifest Your Destiny for a reason. It reveals “The Secret BEHIND The Secret.” This secret is known as manifestation.

The Secret, as you may know, is based on “The Law Of Attraction.” But manifestation, the ability to clearly picture the exact destiny you desire, is what must be done in order for “the law of attraction” to work.

Manifestation isn’t simply a matter of closing your eyes and imagining a new house, a car and a loving spouse. You must strip away all the doubts and self-sabotaging behaviors that make this

destiny seem any less than 100% achievable and inevitable for you. THEN you must follow a simple set of steps.

Absolute belief combined with right action leads to results. Let's look at our three examples above. If our office worker combined the desire for a promotion with working harder at work, then the promotion would arrive. They know their goal and they have stated it with their words. But they also need to show the universe what they want with their actions.

How many times have you heard that 'actions speak louder than words'? What do you think the universe is going to do when you say you want a promotion at work and then you start slacking off? You are sending two signals. And the signal from your actions will always be louder.

Then we have the woman who believes she can meet Mr. Right without talking to any men. How will she know who Mr. Right is before he opens his mouth up? That's nearly impossible.

Relationships built on a foundation of magic rarely succeed.

She needs to show the universe that she is serious. She should respond to each man who flirts with her and try to determine if he's Mr. Right. She is looking for a supernatural solution to her problem. Instead she needs to take the correct actions that are in alignment with her stated desires. She needs to put in some effort and accept that maybe Mr. Right is going to walk up to her just like any other guy.

I'm reminded of a joke that I heard a long time ago about a religious man in a flood.

He was sitting on top of his house and the waters were starting to rise. He prayed and heard from God that he would be saved.

A raft came by and the people on the raft tried to save him, but the man said he didn't need to be saved. God would save him.

Then a larger speedboat was coming down the middle of the road. Again the man refused to be saved. He was waiting for God to save him.

Finally, a rescue helicopter came and again the man refused to get on board. He was waiting for his miracle.

Of course the man drowned and then he was able to ask God what happened.

“Why did you break your promise to save me!”

And God replied, “I sent a raft, a boat and a helicopter. Why did you refuse to be saved?”

Now you might not believe in God. You can just replace God with the word Fate or the Universe and see that is exactly what most people do isn't it? They say they want something but then ignore the opportunities that come along to help them.

When you say you want to lose weight but continue to shovel garbage in your face, how can you possibly think that your desire is enough? Refusing to go to the gym or take any of the actions that we all know are a part of a healthy lifestyle. All because you believe that the universe will make the extra weight disappear in your sleep.

The point is that the solution does not always have to be supernatural. The universe responds to your desires by putting you into situation where your desires can manifest. Where you can get what you want if you just take right action.

We are going to do more in this course than explain what the law of attraction is. Because quite frankly, the law of attraction is not enough. We are not “faith healers” or charlatans. We are action takers. And specific actions must be taken in order to actually achieve the things that you desire in life.

Don't worry. Each step of the way I'm going to share with you the exact action steps necessary to achieve your goals. To become a person who has all three areas of life under control.

In this course, we break these actions down into a simple series of steps. Each of these tiny steps is easy to implement. Once step one is completed you then move onto step two. The desire is to make each step something you can easily achieve so you don't feel like you are climbing a mountain alone.

There are two types of actions that we will cover in this book:

- 1 - Mental
- 2 - Physical

If you have read *The Secret* then you understand much of the mental process. We will dig a little deeper to show you how to supercharge your manifestations. Where this book really shines is showing you the physical steps that must accompany the mental. The right actions that show the universe that you are serious about your desires and that you deserve them.

That is how you manifest your destiny.

Abundance Butterfly Effect

Have you ever heard the expression that a butterfly flapping its wings in China caused a hurricane in Des Moines?

The idea is simple but crucial.

Small actions can have big results. And even bigger consequences. Just like straw on a camel's back or snowflakes on a mountain, we don't know which small action is the one that will start the avalanche. This is a cumulative effect. If you have enough butterflies flapping their wings the result becomes inevitable.

There are everyday decisions that can dramatically change your life. Small decisions that can change everything.

Sometimes the tiniest of changes can have massive impacts. Take the way your car is assembled. If the differential is off by simply 3 degrees in the angle over time that will result in a massive 6 meter over steer in a powerful car that will kill you instantly. That's a little technical but think of it this way. If your car is off by just three percent it can kill you!

The everyday little decisions we make can add up over a lifetime to change everything. One little change that alters our course three degrees can be the difference between living into

our nineties or dying in our forties. The choices in action we make in life manifest from our choices of perception.

The way you see the world will determine how you react to it.

I have certain friends from college who are always looking for an excuse to be offended by something. Every time they see a movie or read a book they are looking for an excuse to shout from the rafters that they are offended. Recently a French programmer made a video game where he used the word apartheid. A bunch of white Americans started posting on Twitter that he should be fired and that this white overlord was a racist monster. He must be some sort of imperialist to even use such a word.

The based their comments upon their perception that only white people make video games.

The man who created the game is black and told a story about his own personal experiences of dealing with race. The game was actually about his experiences with the separation between races, which is what apartheid means. When he wrote an article saying that he didn't like people calling him the wrong race, those same people said that now he was racist because he's French.

They are so obsessed with their particular worldview and the need to be offended that they don't even realize they are the

racists. Every single person who complained about his use of a single word was white. They are all offended “on behalf of black people.” They have created this perception and that determines their actions. Reality is nearly irrelevant to them. They ignore all evidence that contradicts their chosen perception.

It’s important to realize how our presuppositions affect our actions. It’s the way we perceive the universe that will determine what we do. If we start out with the assumption that every single person who makes video games is racist or sexist or white, that will determine how we react. It doesn’t matter if the person isn’t the race we thought they were. It doesn’t matter if the person created a game that is critique of apartheid. It only matters that we love to shout our offense from the Twitter rooftops.

The key here is to realize that you can control your perception. You can make a conscious decision to change how you feel about the universe. You can change your choice of perception by aligning yourself with those who experience the perception as reality. It’s not that hard to change your perception.

If often only takes a single experience to change how someone views the world.

When I was younger I believed massively in the right of every American to have a gun to defend themselves from criminals.

Then I visited England where nobody has any guns. It's so peaceful that it's almost amazing. It was only when I saw the other choice of perception that I finally understood the other point of view.

Experience can alter perception.

Most people live in reference to their past. They have a single event that they have let determine how they live the rest of their lives. They are caught up in this one, single moment and it rules them forever. Everyone has had bad experiences. But some people never let go. It becomes their defining moment.

There are only two things in this universe that you have absolute control over - how you feel and what you do.

There is no reason to ever give someone control over either of these things. That is the very definition of slavery. Most of us get caught up in emotional slavery. We let other people determine how we feel. That is us giving up fifty percent of our control in this life. To something that isn't even real.

The universe has no memory, only you do. These events from the past don't actually have the power to determine our actions or feelings. It's only if we have that perception. We can give power to our imaginations. Your past can be accelerative or treasonous. You choose the classification.

I could look at my time in the hospital as the time of ultimate betrayal. I was sick and alone and scared. None of my ‘friends’ came to visit me. I could use that to justify becoming a hermit. Someone who pulls back from the world with a heart full of bitterness. The past could control me.

That would mean that my past negative relationships continue to haunt me. Because they keep me from forming new positive relationships.

I refuse to give the past that kind of power.

If your eyes are transfixed to the past, you can’t become the person you need to become in the future. You can’t look in two directions at once. How many people have you met who are stuck reliving their glory days? Retelling stories from their high school football career. Or they are telling you all about the amazing trips they took in their twenties. These people never move forward.

The past only has the control because they have handed over the reins.

You are exactly where you decide to be. And if that’s unhappiness, you need to start making better choices.

The decisions we make in life can affect the course of our destiny. The earlier we make those decisions the longer they have to grow into something bigger and bigger. As much as the

past should not control your emotions and your perceptions, decisions in our youths can affect the choices we have later in life.

Youthful choices radiate the most strength and fabricate the trunk of your tree of life. As the branches ascend topside through time, they get thinner and weaker. They don't have enough power to bend the tree in new directions because the trunk is thick with age, experience, and reinforced habits.

When I was in high school many other students made fun of me for being a nerd. They thought I was a loser for working hard. I only knew one thing in high school. I wanted to have as many options as possible when I graduated. The first big pruning in the tree of life happens when you turn eighteen.

I had friends who screwed around so much in high school that college was no longer an option for them. They removed that branch from their tree. Now of course there are many people in life who had great success in life without going to college. But that is the exception not the rule. And removing an option means that they can never change their minds.

Most of my friends from high school are stuck in jobs. They don't have careers in front of them. They work in restaurants or retail or call centers. There is nothing wrong with these jobs but there is limited opportunity for advancement. There is no chance to build wealth. They wish they had more options.

There are other places where people make decisions that affect the choices they have in life.

- If you skip classes and are drunk for four years in college, how will that ripple through your choice tree?
- If you're best friend is a drug dealer, where will that branch lead?
- If you don't show up for work at a job you don't like anymore, what will happen the next time you apply somewhere?
- If you get a bunch of credit cards that you can't afford to pay off, how will that affect your destiny?

The leading cause of poverty in America is poor choices. If you surveyed every single poor person in America today, you would discover that the majority of them did not try hard in school. They put in no effort. They made fun of the kids who worked hard. They are harvesting a crop that they planted.

It's hard to feel bad for someone who is the result of their own choices.

Again, some people just have bad luck. They work hard and things fall apart, but that is the minority. Most of those people eventually get back up again. They are the fighters. The people who don't give up.

If life is a car, the choices you make are the steering wheel. You reach moments in life where you can decide where you are

going. What are you going to do with your destiny? The truth is that right now you are exactly where you chose to be in life.

Each tiny decision in life combined to form process. We become the result of our decisions. And this process is what forms our lifestyle.

I see many women who spend their twenties partying it up. They are in the club every night trading on their looks. They date rappers or club promoters or athletes or DJs. They are having so much fun. By the time they hit twenty-nine they are single mothers who are dealing with the ravages of time.

Living that party lifestyle is not without consequences. Over time their relationship options began to dry up. The quality of men interested in them has diminished. On the backside of thirty, those choices they made in their twenties come due. The men they rejected in their twenties - the nerds, the lawyers, the accountants. Those guys are now financially successful and they only want to date women in their twenties.

When I hear one of these women complaining that all the good men are taken, all I can do is wonder. She seems to have forgotten that her choices have led her to this moment. At least own your decisions.

Choice is the most powerful control you have in your life. Treasonous choices forever impact your life negatively. We can make choices that betray our future. Some men will do

whatever it takes to have big muscles and look buff. So they take steroids. And they look awesome. But overtime those choices will come home to roost. Health complications are the eventual result of that choice. The desire to look good in our youths can cost us our entire future.

Your choices have significant horsepower, or trajectory into the future. The younger you are, the more potent your choices are and the more horsepower you possess. Over time, horsepower erodes, as the consequences of old choices are thick and hard to bend.

As we get older our choices begin to limit. You can attempt to go back and correct earlier decisions. You can try to go to college in your thirties. But are you going to become an intern at thirty-six? Can you live on ramen noodles like you did when you were twenty-two? It's hard to correct old decisions without additional consequences.

Each of these choices we make in life is a little butterfly. Right now you have more power than you have had at any other time in your life. Because right now you finally know how the world works. That your actions have consequences.

The purpose of this section is not to have you look at the past with regret. That is a waste of time.

Starting right now you need to look toward the future. You need to make a conscious decision to put positive butterflies into the universe. You can alter the course of your destiny.

It is time to achieve greatness.

Why Most "Wealth Guides" Fail

The universe is cluttered with “Wealth Creation” guides. Spend thirty seconds on Amazon and you can find enough of these to choke a horse. So many of them are written by people who have just read other guides and regurgitating. They are focused on the “big picture.”

But that isn’t enough. When you buy a cookbook you want specifics. You want to know the right ingredients, the right steps and the right order. You need actionable steps that you can follow and will get you the result you want.

Most of those wealth creation books and methods miss out important elements to making you rich. It’s like expecting you to cook, but giving you incomplete ingredients or the recipe is missing the secret sauce, and you are left wondering why you failed.

Those strategies are focused on the road to wealth. That magical path that leads to success, but unfortunately they do

not address anything else. They don't teach you how to drive a car to get onto that road. They expect you to already know that step. Or to just figure it out on your own. The thing is that the learning how to drive a car is by far the most important step. The rest, the road, that is the easy part. Once you know how to drive, even if you get lost, you can find your way to success city. They focus on the wrong bit of knowledge.

I remember reading Rich Dad, Poor Dad. It was all about the secrets that rich parents teach their children. He talked about how you should take your money and use it to buy real estate. Then you make a profit on the real estate and that's the money you can spend. It was all about making your money work for you. But there wasn't one single word about how to pick a property to buy. Not one single word about how to actually do that process. He just assumes that you already know how to flip houses for profit; you just aren't doing it yet.

That assumption takes away so much of the power of that book. I loved the big picture concepts, but when it comes to actionable steps he just left me behind.

I have some good news for you and I have some bad news for you. I'll give you the bad news first. Wealth is a process. It doesn't happen in a moment. Sure you can have an inheritance or win a lawsuit or something that depends on luck, but that isn't wealth. The last thing you should depend on for success is factors outside of your control.

Now for the good news. I know how to supercharge that wealth creation process. I know how to avoid the missteps that slow down and delay that path to success. That process that brings you the wealth you desire.

Wealth is a result of a PROCESS, not a specific EVENT.

It's what you did to get your there. For long term wealth (I'm not talking about the lottery) the process IS the result. The steps you take along the path of wealth creation are all important. The entire journey should be profitable. Making money shouldn't be the destination at the end of some arduous journey. In this guide, what I will show you is the fast track way to get the wealth process down and results you desire.

Unfortunately, most people only see the event. They see wealth as a single moment in time. Like I went to sleep poor and woke up rich. That is how most people perceive success. They look at Bill Gates and think that he just thought up some computer code one morning and became rich. They don't think about the years of struggle and rejection and failures. People forget the struggle.

To build my first business I had to sacrifice. I had to sleep on my friend's couch for a year. In that time I learned how to run and build my first business. My friend was very successful and mentored me. When people saw me a few years later and they saw my success, they assumed it was easy. But none of them were willing to sleep on a couch and give up their safety net.

To put in the hard work for success. They ignored my process. That is why they failed to replicate it.

Unfortunately, those people go hunting for events and quick fixes. They keep buying courses about how to become a millionaire overnight. They ignore the trainings that admit success is a process. They don't want to work hard. They want to push a magical button and money comes out. Most people go hunting for events, which is like chasing unicorns. And unfortunately, unicorns simply don't exist.

Chasing the quick fix leads to failure.

Let's think about cooking a little bit again. What part is the process and what part is the event? For a chef the cooking is the process. The meal itself is the event. Many people come into a restaurant and they see the dish and think that it wasn't hard to create. They forget the training, the school and the sweat on the path to becoming a great chef. The process is easy to forget.

What is your personal definition of wealth? Maybe you've been thinking about a big pile of money for this entire chapter. Like Scrooge McDuck. You are thinking of a vault filled with gold coins.

But let's stop for a moment. Let's really think about this because it's so important. Before you start any journey you need to be sure of your destination. For most of society wealth

means a pile of stuff. Money and jet skis and cards and televisions. Is that what will really make you happy?

The real definition of wealth is health, freedom and family. What good is all the money in the world if you are sick? Who wants to be a billionaire only to die in your early forties? Do you want to be one of those rich people who is surrounded by relatives who hate them? Relatives who are just waiting for you to die so they can pick your skeleton clean.

When we only focus on one area, the others fall down. And we end up unhappy. Our life is out of balance. We spend so long chasing a dream that when we get there we realize it wasn't what we wanted at all.

What I wanted was enough finance to do the things that I always dreamed of. To be able to travel with my family. To spend as much time as I want with my children. To never die in the office.

Those are my definition of wealthy.

Are you a 30k Millionaire?

Here are the signs that you might be one.

1. You LOOK rich, but everything is on credit and you're actually broke.

2. If you have to think “can I afford it”, then chances are you can’t.
3. If you can pay cash for it and it doesn’t affect your existing lifestyle, then you can truly afford it.

These are the three tests to see if you are living upside down. Most people are stuck living this way. They buy the things they want. Things that will impress their friends and neighbors. And then they spend the next three, five or even twenty years paying it off.

When I was younger I worked for a large computer company for a while. I was in phone sales. It was a nightmare but it was the only job I could get. People would call to order a computer and have to pay on credit. They would take out a loan from my company. The loan was for \$1500 and the interest rate was 27.99%.

One day me and some coworkers took out our calculators. If you ordered a computer and took out the full loan, which most people did, it would take you nearly THIRTY YEARS to pay off that computer. Do you know anyone who has a thirty-year-old computer right now?

Here is how you can tell if a computer is thirty years old. It has no hard drive!

Imagine paying off something that you stopped using decades ago. Sure at the time it was exciting to have a shiny new computer. But now you regret that decision.

We live in a world where most people sell off their future in order to enjoy their present. That's what credit cards and debt really are. It's like the you of the past has betrayed the you of the future.

More money doesn't buy more happiness, because most of the time when people get more money it means they are obliged to more servitude and not freedom. What happens when you get that promotion you've been dreaming of? That extra money comes with a lot more responsibility. More late nights at the office. More weekends away from your family.

Are you sure that's going to make you happy?

If people get more freedom with more money, then they will be happier. Let me give you a simple choice right now. What if you could make the exact same money you do right now, but you only had to work half the hours? So if you have a full time job, instead of forty hours a week, you would only have to work 20.

The second choice is that you can make twice as much money but you have to work 25% more hours. So now you are working 50 hours a week but you have twice as much money. Now you have a lot more money but less freedom.

Take a moment to close your eyes and think about this answer. Just before you make a final decision, realize that in option one you are getting paid 20% more per hour. So your time is more valuable AND you have more freedom.

The Art of Goal Setting

How do truly successful people handle goals? There are a million books out there about goal setting. They all tell you to write down your goals. After that their advice diverges in a million different directions. What we really want to do with goals is model people that have the success we desire.

Here are some goal secrets from successful people:

Don't bring emotion into the equation. They don't let ego get in the way of success. Their only focus is on achieving the goal they have set for themselves. I write books for a living. I know a lot of poor authors. They want to write books they are passionate about and find ways to turn that passion into financial success. Their ego won't allow them to write books that they think are "beneath" them. I started from the opposite direction. I wanted to make enough money to give me the freedom I desired. So I wrote books that I knew would be popular. Once I achieved financial success I started out on my passion projects, like this book. Those authors I used to spend

time with? They are still struggling to get anyone to read their books. They put ego and emotion first and it stopped their success.

Before accepting a project or task you should ask yourself some key questions. What is the total risk versus the ultimate gain for me over time? This is the risk versus reward decision-making calculus. You put your risks on one side of a piece of paper and you write the rewards on the other side. You shouldn't let emotion drive your projects and goals. This can lead to trouble. You will get caught up in a project that sounds exciting and then a few months later you are trapped doing something you don't like and working with people that you hate.

Don't make permanent life decisions lightly. You should shy away from making permanent life decisions because nothing in this life is certain and doing so is like signing a gambling contract. Do you want to go "all in" on one opportunity just because it seems exciting? Does that sound familiar to you? That's how people get drawn into get-rich-quick schemes and end up losing their life savings or even worse, their homes.

Poor people have a different mindset. They are overly focused on the short term. This applies to people that are financial poor, have poor health or are even poor in friendships. They look for the quick score. They think about the immediate gains. "What will this do for me now?" That question is the reason so many people never move up in life. They are jumping

from short-term to short-term without every considering the long-term consequences.

You should always approach a project by asking yourself what is the worst that could happen. If the project fails how much might you lose? This is not a negative way of thinking. It's about hedging and limiting your risks. This is the thought process of the truly successful. You should expect success but prepare for failure. Don't join a project where failure would destroy you.

As long as the odds are in your favor, then you can take that ultimate gamble. Lots of people don't want to spend the time to do something because they are afraid it's a waste of time. I would love to tell you that you can succeed your way to the top. But that wouldn't be true. You have to fail a lot on the way to the top. I have learned more from my failures than from my successes.

There is a time to get aggressive. A time to make the big play. That time is when the odds are in your favor. There is a huge difference between a calculated risk and a blind gamble. Professional poker players know the odds of every single hand in the game. They are always managing those odds. Sometimes they win big and sometimes they lose it all. You need to know the odds even better than this if you are going to go big. Controlling risk is the key to success.

Be moderate in most things and only be fanatical about reaching your ultimate goals.

The Mindset of Success

You want to have the correct mindset in order to achieve success. So often we are the one thing standing between us and success. We make poor decisions or let our fears limit us. I can't tell you how many people I know that are limited by their success.

I used to work with a woman who was very proud of her poverty. She was always bragging about how she and her husband were the only white couple in a black neighborhood. She would always talk about how she didn't want to make more money because success would "change" her. She was afraid that she would become a different person if she had more money.

When I was promoted over her, however, she was always complaining. She originally turned down my job. That was the only reason I was even hired. But she never missed a chance to stop by and complain about my office or the new chair. She let her own fears of changing keep her from taking the job, but when she saw what she could have had she acted with childish jealousy.

Do not let fear stop you from making a great life for yourself.

In the game of life you need to have wealth, health, and relationships and for some spirituality. If any of these are out of sync you will feel an imbalance in life and others will too. That's why we are building an important foundation here. You need to work on all areas of your life at once. If you are out of balance, then you will not appreciate your successes nearly as much.

In order to be successful you have to work your way to the top. You have to build your empire one brick at a time. The only job where you start at the top is where you dig a hole. And that's not the kind of job I want!

Sometimes in life you have to make decisions that your friends and family are against. As much as you love the people around you, they are more afraid of your success than anyone else. They will do everything they can't to stop you from changing. They are afraid that the new, successful you won't want to be friends with them anymore. But when you DO achieve the success you have been fighting for, they are the first ones knocking on your door for a handout.

When I achieved success it was my old friends who tried to hold me back. They kept telling me that I shouldn't try new projects. That I could never make it as an author and that I should stick to a nice, safe office job. But when my business was booming, they wanted to come work for me. They were the

worst employees because they didn't respect how hard I worked to get to my success.

They easily forgot about the year I spent sleeping on a couch. The agony as I fought my way up to success.

It's not that you should abandon your friends and family. They are an important part of your life. But they will always see you the way you were, not the way you are. And you just have to learn to accept that. Friends and family kill you with kindness and unwittingly pull you down. They will encourage terrible ideas because they don't want to hurt your feelings and they won't understand when you take calculated risks.

You become the average of the five people you spend the most time with. I bet if you looked at your five closest friends right now and average their income it would be within five percent of what you make. I try this with people all the time and I'm nearly always right. If you surround yourself with people making less than you, you will start to go down yourself. If you surround yourself with people at the same level, your success will freeze.

But if you surround yourself with people making what you want to make. People who have the life you want to get to. That is when your life will start to change. Their knowledge, success and drive will rub off on you. Those friends will support your endeavors and efforts to improve yourself.

Another way to see where your life is going is to take a look at your thought life. You become what you think about. If you spend all your time thinking about business, then that business will grow. If you spend all your time thinking about television, well...

Your thoughts are made from beliefs. Beliefs affect your decisions. Decisions affect your actions. These three steps are the process by which our thoughts determine our actions. If you want to be successful at something, you need to put in thought energy as well as physical energy.

Develop a sense of gratitude. Every one in a first world country is already in the top 20% of the world. We don't need to deal with famine, starvation, or religious persecution on a daily basis. The things that we complain about are so ridiculous compared to real concerns. When was the last time you couldn't find clean water? We all have televisions and computers and the Internet.

Even when things are at their worst, realize how good you have it. You aren't living in a cave in Pakistan or a favela in Brazil. That's real poverty. You are living in heaven compared to the lives that most people on this planet lead.

Successful people do the same things that most people do. They just do them in a different order. They manage other people's time or leverage technology. This allows them to get more work out of something than they have to put into it.

Imagine two people start a sewing business - a poor person and a successful person. The poor person has to do everything by hand and can only so ten things in one day. They are limited by how fast their hands can move. The successful person leverages technology by buying a sewing machine. They can now sew 30 items in a single day. That leverage allows them to achieve success much faster. This allows them to buy more sewing machines and hire more people to run them. In a year they have 10 machines and 10 employees. That means that they are sewing 300 items in single day while the poor person it still just doing ten. That's the way successful people leverage.

There is a rule called the 80/20 rule. Twenty percent of the work you put into a business will generate eighty percent of the income. You might notice that you spend the most time working on things that aren't making you money. This is where we allow ourselves to get distracted. Remember those other authors I talked about before? They spent eighty percent of their time writing books that nobody wanted to read. Always try to determine which things are taking up the most of your time and which things are actually the most valuable use of your time.

Often the things we spend the most time on are not worth the effort. How much of your time at work do you spend just "filling time" or on projects that your boss comes up with that are a complete waste of resources. There are millions of managers out there assigning time-wasting tasks every single

day. Start to assess how you spend your time and which things you do that are valuable at work or at home.

This rule applies in the gym too. Most people spend a lot of time in the gym chatting or messing around the locker room. Very few people are totally efficient. I know many people who spend two hours at the gym accomplishing what should only take forty minutes.

It's important to understand that everything we see consists of rules. Once you understand the rules you can manipulate the system to your advantage. Rich and successful people know and understand the rules. The broke ones complain about the rules being unfair when they don't understand them to begin with. People who complain that something is unfair don't understand that system.

There are people all the time that complain when I have a bestseller and they don't. In fact I'm in a group right now where a guy complained about this the last week. I took a look at his book. The title was terrible and had a word misspelled. You couldn't even tell the genre of the book based on the title. The cover was atrocious. It looked like a monkey with a crayon drew it. And the description of the book was boring and unclear. He had cut every corner possible. The reviews said the book was atrocious and that it was filled with massive spelling and grammatical errors. And yet he thought he deserved a bestseller. He complained that the bookstores were being unfair.

Now I know you are going to keep your eyes peeled for any misspellings or grammatical errors in this book. I will do my best not to make any. I do proofread my books multiple times and have an editor, but something might slip through. I do hope you can forgive me if that happens!

The poor or unsuccessful only live for today versus leaving a legacy. They are just trying to make it to tomorrow and don't invest their time in the future. Every single successful person I know works extra hours. I know someone who worked a full time job and then worked every night in his garage for four hours on his own company. His family was sleeping and he was only getting a few hours of sleep a night. But he was sacrificing to build something great.

Unsuccessful people are focused on the bare minimum. They want to work just hard enough to not get fired. And when someone around them is working their tail off trying to succeed, they try to bring that person down. They are afraid that someone else working hard will make them look bad. And when the clock runs out at work they are the first ones out the door. They don't stay one minute longer than they have to.

The rich understand globalization and change with the times, and use it to their advantage. The poor complain and refuse to change. There are two types of people responding to the changing global marketplace. There are people complaining about foreigners stealing jobs and ruining things. These are the

people who are stuck in the wrong mindset. Then there are people who see this as an opportunity to leverage. I know of people who have full time jobs and they hire someone in another country to do their job for them. They outsource their own job and pay the person ten percent of their original salary.

So you don't have to be rich to take advantage of globalization. You can move to another country where the cost of living is much lower. You can live like a king in many countries for three thousand dollars a month. In America most people consider that a low wage. So it's possible to make the same money but leverage it better.

The rich prepare for the worst but plan for the best. They talk in terms of romanticized ideology and fantasy but in reality they understand that they need to protect themselves if the worst-case scenario occurs. They are prepared if they lose their jobs or a project fails. They spend less than they make. Most people in America spend 110% of what they make every month. No matter how much they bring in they spend ten percent more than that.

Let's say you are making three grand a month. That's a normal middle of the road wage. Each month you spend an extra \$300 that you don't have. So that's \$3600 a year in debt that you are building up. But then you get a few promotions and life is good. You start making \$10,000 a month. Most people would say that's pretty outstanding. Your quality of life is through the roof. But your spending pattern remains the

same. You are spending an extra \$1000 each month that you don't have. Now you are "richer" but you are also building up your debt even faster. And when you hit the wall it's going to hurt a lot more.

If you lose your job now, you could be in trouble and owe the credit card companies tens of thousands of dollars. That's why for most people making more money actually makes their lives worse, not better.

The one percent. The people at the very top in any category - finance, fitness or family - they are not afraid to ask themselves hard question. They are ready to adjust their path if they see a flaw in their strategy or implementation.

The successful and rich have a higher level of minimum expectations. Japan and Germany became super powers within a short period of time after losing major wars. They had nothing and had to rebuild their economies from dirt. They had to fight their way back into the game. And yet the Philippines had a free airport built for them more than 100 years ago and nothing happened.

People do not appreciate anything in life that they get for free.

I lost my job when I was twenty-nine. That's the last time someone fired me. I refused to go on welfare or the dole or take any type of handout from the government. Sure I could

have. I just had to go down to the office and fill out some forms. Free money! But that's not what I have in my soul. I know that successful people never want handouts. The poor expect them though. I fought and started my first business and within two years I was making more than ten times the salary of the boss that fired me.

If you have the right mindset you can find massive success. If I had started getting handouts that would have killed my motivation. Why work hard when you are already getting an ok lifestyle for free?

Many people do every single step in a process except take action. I know so many people that tell everyone that they are authors. When I meet them these people want to tell me all about the great idea for a book they have. They want to tell me everything about the great book that they've never written. They think they are the same as me. The only difference is that I have written and sold books. They have done neither.

The thing is the actual process of writing is what makes you a writer. It's not whether you are good or bad at it. There are plenty of terrible writers. But at least they are actually writers. It's the same no matter what you do. People equate their desires to your real world efforts.

If you take every step possible to maximize your odds, you can manipulate the probabilities. If you write enough books and publish them on enough platforms, eventually you will have a

success. To people on the outside it looks like “luck.” That is simply because they don’t understand the process and effort that lead to your success. They don’t understand that you have put in enough effort to turn the odds in your favor. Luck had nothing to do with it.

Let me put it another way. Say you have a horse in a race. Eight horses are racing. So the odds of your horse winning are one in eight. But let’s say each year you enter one more horse. So the next year you have two horses racing. Your odds of winning are now 25%. After eight years you are guaranteed to win because all eight horses are yours.

You can manipulate the odds.

Once you understand the law of the universe, you know that things don’t always turn out the way you want 100% of the time, but you want them to. So you talk about things in an idealistic way but understand that reality is almost never like that and you are grounded in it. There is a difference between reality and desire and effort is the bridge between those two things.

Let’s talk about fear for a moment. Right now there is a pretty big trend that’s all about facing your fears. And I’ve been a part of that. There are certain fears that I have worked on conquering. But there is always a purpose behind that journey. Any fear that you face should serve a purpose. It should facilitate a desired outcome. Don’t do something just to

feel good or get a short term emotional high. That's not enough of a reason.

If you face a fear for no real reason or because you want to feel good you are actually hurting yourself. You are training your self to constantly re-experience that let down after the feeling fades away. There is that short term high that you feel. That euphoria of doing something hard. When it fades away there is a feeling of disappointment. You train yourself to keep feeling that let down. This leads to a long-term depression.

Successful people do not live vicariously through the achievements of others. They are only proud of actual achievements. There are people who are obsessed with sports teams. They have all the clothes and after a big game they say, "we won." But they had nothing to do with the victory. They are tying their emotions to someone else's actions. They are proud of something they didn't actually do. Don't waste this emotion on actions outside of your control. If you only pat yourself on the back for things that you have actually done, then you will be driven to keep succeeding in order to earn that reward.

Successful people know how to fail and realize that failing is part of success. You can keep failing as long as you fail up. People who never fail tend to never learn anything.

The more successful you are the more you become aware of the world around you. You become less self-centered. You are

not the center of the universe. It's the failures in life that think that everything is about them. Like the universe is completely focused on keeping them from experiencing success.

Let's talk about reading for a moment. When was the last time you read a book before this one? And I mean a book you actually finished. You can tell if someone is a winner based on their reading habits alone. I read a book every day. That's how voracious my mind is. I want to constantly absorb knowledge and improve my understanding of our language.

I meet people who brag to me that they haven't read a book since high school. Or that the only thing they read in the past year was a single magazine article. Nobody successful has ever said this to me. Every single time it is somebody whose life is going nowhere extremely fast. I have yet to have a wealthy or successful person brag to me that they don't read books anymore.

Winners continue to read. You can learn harsh lessons through books rather than having to experience them firsthand. There is no need to waste precious years of your life learning something the hard way when you could have easily learned the same lesson by spending a few hours reading a book.

We are all held back by limiting beliefs. Some of these we create ourselves and some are foisted upon us. Maybe an adult told that you would never amount to anything. If they said it enough times it might have become real. Now you believe it.

I had a friend like this when I was younger. I had a friend who was a musical prodigy. He could play half a dozen instruments before he graduated high school. He was one of those rare talents that you see once in a lifetime. He had some CRAZY opportunities come his way. Wonderful job offers or chances to study at amazing music academies. He always turned them down. He grew up in a terrible neighborhood and his mother had convinced him that he didn't deserve to leave.

The chains keeping him in that neighborhood existed entirely within his mind.

There are more famous cases of limiting beliefs as well. Did you know that until the early 1950s people believed that it was impossible for a human to run a mile in less than four minutes? Allow me to share this amazing tale with you.

On May 6, 1954, Roger Bannister became the first person to run a sub-4 minute mile. Prior to this monumental event, the 4-minute mile barrier had developed such a mystique surrounding it that some considered it a physical impossibility for humans. Even since Roman times, no one in recorded history had ever achieved this... But the next month the barrier was again shattered by John Landy, and in the following few years broken by almost a dozen more runners. Now, there are almost 900 men who have run a sub-4 minute mile, including a high school student and a 40+ year-old man.

It's true that when Roger Bannister crossed the finish line, the sport was poised for this record to be broken. Over the past century, advancements in training technique, equipment and track surfaces had continuously whittled away at race times. But what led this one man to break the record when he did, when many others had tried and failed?

What made him different from everyone else at the time?

Our beliefs determine how high we set our sights.

Roger Bannister believed he could run a sub-4 minute mile, and so aimed for this goal with all the direction and focus he could muster. After a disappointing finish in the 1952 Olympics, Bannister made an important decision: that he wanted to be the first man to run a mile under four minutes.

(Remember: failures often lead to new realizations that lead to the surmounting of new challenges. His failure to earn a medal at the Olympics was probably the best thing that ever happened to him.)

Ambitious beliefs lead to ambitious goals. Limiting beliefs lead to impotent goals. You will rarely accomplish more than what you set out to, and can't hit the target if you're not aiming for it. Positive thinking alone isn't enough, but it creates a mindset that allows the intersection of superior planning and execution.

When you believe something is possible, you tend to plan for it. After Roger Bannister made the decision to pursue the 4-minute mile, he changed his training regimen; training more frequently and with harder intervals. He trained with the single-minded intention of beating this record.

His performance on May 6, 1954 was not an accident of fate. It was the intersection of belief, motivation, planning, execution and a little bit of luck.

Why wasn't John Landy able to break the four-minute mile record first? The only thing that kept his name out of the history books was his **limiting belief**. He didn't achieve it because he didn't think it was possible. Within a month of finding out that it was possible to run a mile in under four minutes, he had done it.

Simply wishing on a star will not make your goal a reality. But raising your standard and believing you can accomplish something is the first step. With belief comes visualization, and with visualization comes planning, and with planning comes execution. And with a deep, soul-rocking belief in your ability to accomplish a goal comes the motivation and discipline to see through your plan even when the going gets tough.

That is why The Law of Attraction is so powerful. When implemented correctly and combined with right action, you can achieve that which others thought impossible.

Part 1: Re-Wiring Your Belief System (And Getting Out Of Your Own Way)

Breaking Imaginary Barriers

The first thing we want to do on the path to manifesting you destiny is to rewire your brain. Now that you've seen all of these crucial ways of thinking, we want to change how you think.

As we looked at the mindset of success, perhaps you noticed that you just don't think the same way as a successful person yet. That's ok. Once we reprogram your brain, thinking that way will feel so natural to you.

It's important to change the way you think because that is where all behavior starts. Remember the three steps between thoughts and actions.

Your thoughts are made from beliefs. Beliefs affect your decisions. Decisions affect your actions.

There are several roadblocks in our thought lives that stand between us and success. It can be daunting to try and completely fix everything at once. Let's take a look at these dangerous patterns as part of the big picture before we start dealing with them one-by-one.

The negative thought patterns we want to break are doubt, thinking your don't deserve, fear, and lacking. Think about each of these four patterns. How many times has one of them held you back? Which one limits you the most?

If you got offered a big promotion at work, which one of these negative thought patterns would strike you first? Would you be afraid that you won't be able to perform the necessary tasks of this new job? Or would you think that someone else should have gotten the promotion instead of you? Maybe you are just scared to have everyone watching you now and think that the promotion has painted a target on your back. Or maybe you just don't have enough of what you need to do the new job, after all you need better clothes to be a leader and you can't afford new clothes right now!

Try to isolate which pattern is holding you back from success.

There is an interesting thing about online entrepreneurs. When a person quits their job to start their own company, they tend to keep making the same amount of money the next year. So if this persona was making \$50,000 before they left their job that is what they will bring in with their new online business. We develop this idea that we are worth a certain amount of money per year.

I had a friend teach me about this concept a long time ago. When I left my last job I was making only \$36,000 a year before taxes. After a year of running my own business I had made that

amount almost to the dollar. So when I learned this principle I realized my mentor was right.

Without any conscious decision I had decided what my value was. It was an artificial number set by someone in HR at a place I never wanted to work again. Each month when I would make three thousand dollars, I would stop working. I would feel like I had earned what I was supposed to for that month. Sometimes it would take me only a few days and some times it would take me the entire month.

I was out there working for myself and I had this subconscious goal of replacing my previous salary. This glass ceiling that was holding me back; it was invisible. This limitation was something completely of my own making. As soon as I realized that I changed my behavior.

The next year I make twenty times more money. I blew threw that old imaginary ceiling. As soon as I rewired my brain I found out what I was ACTUALLY capable of.

So let's work together now to break through your imaginary barriers and allow you to achieve the same type of unstoppable results.

The Rewiring Mindset

Before we go into specifics it's important to understand that changing your mindset is possible. You may feel like you are stuck. That you have been thinking a certain way for so long that it is impossible to change.

That's just a way of adding another limiting belief on top of the other ones. That's the first concept you want to release right now. Whether you are fifteen or fifty you can change the way you think. You can take control of your mental processes and achieve the goals, which you desire.

When I was in high school I had a lot of problems. I was frustrated and angry all the time. I was always angry so easily that it eventually became my default mode. It felt like that was how my brain was just designed. So my automatic reaction to most situations was anger. I ended up going to see a bunch of therapists and child psychologists.

They all taught me the same thing. That the storms of my emotions were something that I would have to learn to adapt to. The best I could do would be to try to endure the passing rages. They put me on pills and had me talk about my feelings all the time. They did everything except actually help me.

One day I decided that I didn't want my emotions to be in control anymore. I took an active role in changing the direction of my thought patterns. I had a simple realization. Emotions

are just thoughts and I can choose what to think about. That's it.

Just realizing that it was possible to be in control of the way my mind works. Realizing that it was possible to change my mindset and thought pattern was enough to open the door for me. Now I get mad once or twice a year instead of once or twice a week. And I never get as mad as I felt back then. Not even close.

Other thought patterns that fill our minds can be changed in the same way.

DOUBT

This one holds so many of us back. It's that feeling that if we try, we might not succeed. Doubt can make it hard to start the process of manifesting. Remember that first step in the Law of Attraction. If we project a desire into the universe but it is shrouded in doubt, that desire will remain unfulfilled. We need to be one hundred percent firm in our convictions.

In order to overcome the negative energy of doubt, just focus on the thing that you want to bring into your life. Whether you are focusing on health, relationship or something financial, just focus on that specific thing. Don't worry about HOW it will come into your life. Simply be open to what you desire and accept however the universe will bring it to you.

The “how” it comes into your life is irrelevant. You can’t control that. It’s not your job. That part is handled by the manifestation process itself. So you only need to project your desire in the strongest way possible into the universe. Just by imagining your desire it becomes possible. If you can create it in your mind, you can create it in your reality.

Release those feelings of doubt.

DESERVING

Do you really deserve the promotion at work? Maybe someone else has worked harder than you. Maybe you won’t actually know what to do with more money. Maybe you don’t have the willpower to actually lose twenty pounds.

That word maybe. It is a poison chalice. Do not drink from it.

During the first mindset phase, while we are projecting our desires into the universe you need to completely focus on that which you desire. Don’t allow the thought of deserving to enter your mind. You are asking the world to give you that which you desire.

You aren’t asking the universe to take it away from someone else. It’s not a zero-sum game where each gain you receive must be taken from someone else. I want you to practice a short mantra with me now.

You are worthy. You are good enough. You are qualified.

Theses are three facts. They are not three opinions. Just keep repeating them until you actually believe the words. Until they become a part of you. Replace any negative words that others may have spoken over you with these new, positive beliefs.

FEAR

Fears can become overarching and dominating thoughts. They can cripple your ability to make decisions. In a stressful or dangerous situation, fear can kill you. Fear is the little killer that whispers in your ear. The voice that causes you to trip when you are running from danger.

You know that scene in every scary movie where someone realizes they are being chased. They run up to their car or their front door with their keys in their hands. They are so jittery that they keys won't go into the lock. And then of course they drop their keys.

That scene is all a creation of fear. How many times have you successfully put a key into your front door or your car? Have you ever gotten jittery and dropped the keys? Of course not. But when we are afraid we end up doing the very thing that puts us into the most danger.

When you are manifesting, the very thing you focus on is what you get. If you focus on your fear, then the universe will give you exactly what you focused on.

Let's say you are trying to lose twenty pounds. So you are focusing on this desire and projecting it into the universe. But in the back of your mind there is this fear that instead of losing twenty pounds, you will gain them. That thought starts to gain traction and during your manifestation session now all you can think about is your fear of gaining weight.

Now you have projected that fear. That negative energy goes out into the universe. This is how fear can block or destroy manifestation.

Simply reject fear during this process. The greater your faith in this process the easier it is to reject and ignore the whispers of fear.

LACKING

The idea of lacking is where we enter thought cycles that we simply can't escape. This is where a single negative thought can gain more and more power and authority. If we don't have enough money then that becomes what we think about all the time. We are plagued with worries and doubts revolving around lacking what we need.

As long as these thoughts dominate, you will be stuck there. You need to alter these negative thoughts into something positive.

Instead of focusing on need, you can shift to focusing on gratitude. Assume that the universe is already working to fulfill your desire. Now you are just waiting to the gift to arrive. Instead of saying things like “I need more money” you can shift to thoughts like, “I am so grateful that I have enough money.” Focus on being grateful for what is coming your way.

Do not let constant thoughts about lack distract you from achieving your goals.

Action Steps to Rewire Your Brain

Now it is time for my favorite part of this entire process. Specific and actionable steps you can take right now to rewire your brain.

MICRO-REWARDS

The first action step I want to share with you is called micro-rewards. If this is the only thing you learn, absorb or remember from this book then you will change your life. This is the most powerful principle in this entire guide and it is really simple:

You want to always focus on the positive when you take action.

Most of the time we spend the majority of our energy thinking about our failures and disappointments. We complain about all the products we buy that don't do what we expected. The exercise DVDs that didn't help us lose any weight or the kitchen gadget that broke on the first day.

The same thing happens internally. Manifestation is a learning process. It's not guaranteed to work on the first try. That's why I have said the process is so important over and over again. So the first time you try to manifest, you really put all of your energy into pushing your desire into the universe. You tell the universe that you need some money. And then nothing happens. There is no money sitting in your lap.

By the next day you are thinking that the process is hooey and you start to have more and more negative thoughts. The money hasn't arrived fast enough to please you. Your friend tried the same thing and received a check in the mail within twenty-four hours. So now you are thinking that the process just doesn't work for you. You are comparing your experience to that of your friend. You feel jealous and disappointed.

The problem is that you are now attaching a negative emotion to **trying**. When we try something and don't get instant gratification there are two possible thought patterns. We can focus on the event or we can focus on the process. If you focus on the event, or in this case the lack of an event, you will have negative thoughts. "I didn't get my desired result." This

negative thought gets attached to BOTH the process and the event. Your mind can't divide these two. So now you attach a negative emotion, this bad feeling, to the act of trying.

This applies to any endeavor. It's why most people quit things. They quit diets and projects that don't give results fast enough. They quit things that take a long time to learn. It's like the person who can't paint a masterpiece on their first day of art class so they quit. You have to try and put in effort to learn and master any new skill.

Instead of focusing on the event and filling your mind with negative energy, you have to focus on the process and find the positive. You want to feel good about yourself for the act of trying. That's so crucial for success. If you give yourself positive reinforcement every time you try, you will attach a good feeling to the act of trying. That means that even when you fail, you will want to try again.

That is how truly successful people build up. They fail up. They learn from their failures and see them as stumbles not as disasters. Do you have any idea how many failures it took me to become a successful author? My first book didn't sell a single copy. I didn't make one penny. I didn't care. I had written a whole book. I focused on how wonderful that made me feel. That one feeling gave me the push I needed to write the next book. And the next one.

You want to constantly attach positive emotions to your process. That's how you can manifest your destiny.

Install an “Attitude Of Gratitude.”

Consider how minuscule and trivial your problems are compared to what others face. Consider that at this time in history, you were born with incredible advantages and opportunities that never existed. Most people are unbelievable pessimists. They think the world is against them because they aren't rich. They are overweight because the fast food companies tricked them. It's all about focusing on the negative and then blaming some outside force for their misfortune.

Don't fall into this trap.

This is the mindset of a loser. And you are a winner. Be grateful for what you have. Think about the small things. Right now you aren't in any physical pain. I had major back pain after a car accident for nearly two years. For my whole life I had taken the idea of a pain-free back for granted. I never once said to the universe how grateful I was for pain-free living. And then one day it was gone. No more pain-free back for me.

When my back was finally healed, I was so grateful. I'm grateful every single day that my back doesn't hurt. To experience a whole day without pain is something magical. And yet most of us don't think that way.

So right now make a list of things you are grateful for. It can be a combination of good things you have and bad things you don't have. Think about all the diseases you aren't afflicted with. You aren't in jail. You haven't been falsely accused of a crime you didn't commit. There are so many bad things in this world that are not afflicting you.

You live in a time where virtually all of the information that mankind has ever discovered is now available and organized on the Internet. It's all at your fingertips. Anything you want to know you can find out in a matter of moments.

Make a list of all the wonderful opportunities you have. You live in a country where there is advanced medical care. You have freedom of religion and the ability to vote for anyone you want. You have a great many freedoms that many people in this world don't enjoy.

Once you have mastered this step you can move onto step three.

Daily affirmations and gratitude reflections.

Every day you should take that list and reflect on it for at least five minutes. It can be the first thing you look at in the morning or the last thing that you look at before you go to sleep. Living in a state of gratitude will affect the world around you. Smiles are contagious. As you become a happier and more

positive person, more and more people will want to be around you.

Who doesn't want to spend time around people that make them happy? This positive energy will flow out of your body and into the universe. It will lead to more opportunities and more promotions. This is one of the fastest ways to see the energy you put into the universe manifest as your desires.

Part 2: Health

No Health No Wealth

Without your health you really have nothing. What good is great success if you can't live to enjoy it? What happens when you build an empire and then you are too sick to run it? That's what people have the word tragedy for.

If you aren't in good health you won't live as long, you won't be able to work as hard and you will miss more and more opportunities. Every day you are too sick to work is a missed opportunity. The day you are too sick to work might have been the day your boss would have given you a new big project or the day he realized he needed to promote someone.

Like a butterfly flapping its wings, missing a single day of work can have disastrous effects.

There is a symbiotic relationship between health and success in life. I see more and more people living terribly unhealthy lives. The majority of Americans are obese. So many people have to take pills every single day just to stay alive.

When I was young, I was trying to build my business as fast as possible. So I would take an energy drink, sit down at the computer and just grind for hours and hours and hours. I was fighting to change my life. Unfortunately, I completely ignored my health at this time. Within six months I was in the emergency room with heart complications.

I don't want to go into too many details but it was the scariest day of my life. The doctor told me I would have to take a pill three times a day for the rest of my life. In that moment I had a choice. I could have accepted my fate or I could have seen it as an impetus to take action. I hit the gym like you wouldn't believe. I trained harder and harder every single day. I was determined to take control of my health.

I don't have to take pills anymore.

I went into the doctor's office and told him that I wanted to stop taking the pills. That I had retrained my heart and now it was strong. I am not crazy enough to just stop taking heart pills without consulting my doctor. I'm not that fast and loose with my life. He tested me and confirmed my suspicions. I was free.

When I focused too much on one area of my life, another suffered. As a consequence the quality of my life dropped through the floor. I didn't care if I could afford a new television when my heart would start palpitating or feeling like it was burning. Lying on the floor of a hotel room with a bag of ice over your heart, you don't really care how much money you are making anymore.

There are two key areas of health, physical and mental. I have talked about the physical quite a bit so let's think about mental health for a few moments.

How many wealthy people get to enjoy their money when they have been committed. It doesn't really matter how much wealth you have if the government takes it away from you. If you are locked away and can never touch it.

But let's take a step back from that. And just talk about depression. Depression is like a cloud of apathy that slowly forms around you until it fills every area of your life. It pushes you down into the ground until you feel like you can't do anything. You don't want to do anything. Perhaps you think that being financially successful automatically means you won't have depression or any other mental health issues.

Unfortunately, that false belief can destroy you.

Recent studies show that the highly financially successful suffer from depression at double the rate of the rest of the

population. Being successful means you are twice as likely to suffer from depression. If you have the false belief that wealth cures depression you are in for a double whammy. Now you feel depressed and on top of that you feel like something is wrong with you because you are successful and successful people shouldn't get depression. You have found a way to double your trouble.

Taking care of your mental health from the get-go is the key. You need to make sure that you have healthy mental practices so that you can actually enjoy your success, as you get older. Do you want to be a bitter or depressed old person with no friends and a family eagerly awaiting your funeral?

We have already discussed how important your thought process is to finding success and manifesting your destiny. If you let your mental health slip into depression or negative cycles or stress it can destroy you. You can lose your ability to manifest. A powerful mental blockage can prevent you from finding success in the other areas of your life because your ability to manifest your destiny is lost.

You will feel like a super hero who has lost their powers.

The Healthy Profession

Living a healthy life is more than just an idea. It has to become central to your character. To your identity. It's not a decision. It has to become who you are.

One of the biggest problems we face as humans is that we cannot focus on the long term. We often do things that are terrible for us in the long term, but that are full of pleasure in the short term.

Smoking. Drinking too much. Fast food. It's all fun in the moment. But it can shorten your lifespan by decades. We have these terrible habits that we can't control because we ignore the consequences. If you want to manifest your destiny, paying attention to the long term is the only path to success.

So many people say things like, "I won't have a heart attack for at least another ten years, and I'll worry about it then." But then that first heart attack kills them. Or if they survive they are dragging around an oxygen tank for the rest of their lives. The end up collapsing at the office with a heart full of regret.

We are always looking for the shortcut. The easy path. We want to work out for just twenty minutes, once a week. The problem with that is that you will still die young. It's horrible and terrifying and overwhelming.

That's why we ignore the problem

It's the reason the majority of Americans are overweight and the rest of the world is not far behind. We don't like talking about scary things. When a problem is too big and it feels overwhelming we don't want to look directly at it. We don't want to look the horrible monster in the eye. And we hate when we have to take action.

You can live a long time and have an amazing and healthy life. You just need to work out at least five days a week. Six is better. Seven is ideal. I know that sounds terrible. It sounds like a prison sentence.

“I'd rather enjoy my life and die at fifty, than have to exercise every day just to make it to ninety.”

I felt exactly the same way. The thing is. It doesn't have to be the gym every day. We can find activities that we really enjoy. I personally hate the gym. For some reason I can never get motivated to go.

I have tried out hundreds of sports. And right now. I love kayaking. Put me in a boat pulling on that oar and I can easily crank for two hours, seven days a week.

I absolutely love it. I have a special pair of amazing waterproof headphones. I listen to music. Podcasts. Books on tape. I can exercise and increase my knowledge at the same time. Exercising your body and mind at the same time is a very efficient use of time.

That's the centerpiece of my exercise regime. I found something that I really enjoy and love getting better at. It makes me feel powerful and at one with nature. I even have a tandem kayak that I can put my whole family in.

I crank from the back while everyone else is relaxing in the front. It's more work for me. And that's a good thing.

You see, our bodies are designed for a physical lifestyle. They were built to be used. These days most of our jobs are primarily mental. How many jobs even require standing up anymore?

I think only hairdresser and surgeon. Everything else and we just sit on our butts all day. We don't move. We sit in ergonomic chairs with ergonomic desks and ergonomic keyboards. We use almost none of our bodies. Believe me, I know what this is like.

I write for a living. I sit down with my laptop and just pound these keys to pay the bills. I love writing books. It's my passion. But I could do it without ever moving my body at all.

Modern work no longer requires the use of our bodies. And that's what is killing us. We only use our brains and that is why our bodies start to atrophy.

Then something even worse happens. Our body sends signals to our brain. Telling it that it's time to decay. Not using our bodies is one of the reasons our minds start to weaken, as we get older.

We can break the cycle by becoming active the way our bodies intended again.

Or.

We can make excuses until we will suffer crippling disease and die sooner.

There are serious consequences for the decisions we make. Even when we try to pretend that we didn't make a decision at all. Not going to the gym. Not being physical. These are still decisions. Living healthy is a serious decision and most people instead choose to lazy their way to an early grave.

It's kind of scary to think about. Most of our population is overweight. Our number one export is unhealthy lifestyles and terrible food. We used to be a nation of healthy, strong people. But those days have fallen behind us. We are looking more and more like the fat people in Wall-E.

In that movie every single person lives their entire life lying in bed. Getting fatter and fatter. That might seem wonderful at first. But it means a much shorter lifespan.

Have you ever noticed how all the heavy celebrities die young? That's not a coincidence. Bad lifestyle choices mean we burn out far too fast. You need to make a serious decision to completely change your life. Forget trying a slow transition. That's just wasting time.

Imagine that you are starting a new job tomorrow. How would you act? How would your life change? We don't do a slow transition in other areas of our lives. Do we slowly transition into college? No. We show up on the first day and we start college. There is no in-between slow easy friendly transition state.

So how would your life change if you had a new job? What if that job started earlier in the morning? You would immediately start going to bed earlier. You wouldn't make excuses, hit the snooze button and say you're too tired. Because we treat our careers with priority.

That sense of priority is how you need to treat your new healthy lifestyle. How do you prioritize work over family and illness? How many times have you gone into the office with a cold or a headache? That's the level of dedication your body needs.

Your body was designed for a scarce society. If you wanted food you had to chase it down. It's designed to keep going even if you're a little bit sick. You don't have to give a lot up to become a healthy person. You could just give up television. Is

it really that important? Here's the great thing about exchanging television for a healthy lifestyle. You will live so much longer that you can watch all those shows on Netflix during your twilight years.

Think about it. You have a couple of extra decades of life in front of you. Might as well save Game of Thrones for when you're in your nineties and actually do have to finally slow down. Why waste your healthy years sitting on your butt at home?

The secret is to make fitness a serious priority in your life. I have a lot of hobbies just like everyone else. Unfortunately, a lot of the things I love to do involve sitting on my dumb butt. So I put those to the side. I always make sure I get my kayak time in first. That goes to the front of my priority list.

It's so easy to say that I'm so busy today or that I need to finish writing a book on time. I can't be late because I have to support my family etc. But is it really true? Are we ever so busy that we don't have thirty minutes to get our sweat on?

If you watch two hours of television a night. You are watching more than thirty minutes of commercials right there! Every. Single. Day. Just give up commercials and you can start on the path to health. That gives you thirty minutes you can spend working out daily. That's a huge step in the right direction.

How does failure start? We have all joined a gym or started a diet that failed. We let ourselves fail one tiny step at a time. It starts with a “reward” for working so hard. Or we take a day off from the gym. What happens when we blow off one day? We end up missing a second workout. And then our rhythm is shattered.

That’s so crucial. That is why we need to change your identity. If exercise is just a part of your personal but not really a part of your identity these mistakes will start to creep in. Think of it this way:

Every time you miss a workout you shorten your lifespan.

That’s how we can put things into perspective and maintain focus on the prize. So the first step is to join a gym. Find a gym that you really enjoy. There is a new trend of gyms that are like high school P.E. I really like those because you have a group of people you work out with and there’s this really great sense of camaraderie.

You don’t have to join an expensive gym. Just somewhere that you can sweat. That will be where you make sacrifices so that you can lead a long life. It’s going to be worth it.

Outdoor exercise is a lot of fun. But you still need to push and pull those weights at least twice a week. I love to kayak. I can talk about that all day long. It’s a good workout because it’s cardio and also really strengthens my upper body.

But I still hit the gym.

You need to make sure that you are working out your entire body. A gym offers some really important things. You need the structure, the weights and the classes. Those elements are really going to help you achieve the success that you are striving for.

Building a home gym. It's ok. But then you are working out in isolation. That's tough. You need people around you. That sense of communicate is really important. Isolation and loneliness can cause a lot of problems, as we get older. You want to be more social. So there are two really powerful benefits to joining a great gym.

You want to make exercise a priority and set a fixed time to work out. Structure is the key to success here. If you work out at random times every day you'll start missing days really quickly. You will keep saying that you will work out later today. Just a little later.

And then you will say that it's too late now, you'll just work out in the morning. Don't get caught up in this trap. By having a specific time in your schedule it becomes real. You know the moment you missed your workout. That's important. It makes you accountable for your actions. And your inactions. Every day.

Passion Can Build Health

Going to the gym is not that fun. I know that, but you still need to do it. It's just a necessary step on the path of a long and healthy life. It's like paying your taxes.

You don't want to do it, but it's better than going to jail for tax evasion! You go to the gym and you pay your sweat taxes so that you can outlive all of your friends. But you can go beyond that.

The way to find really massive success is to find a sport that you are passionate about. Something that you can do every week. Combining passion with a physical activity is the key to maintaining your long-term health. It will open so many doors for you. Just find something that you can see yourself doing for decades.

My father loves fencing. He didn't start until he was in his fifties, but it really added a lot of time to his life. That physicality. The sweat. There is something really wonderful about it.

For you it might be tennis or swimming or biking. It might be hiking or mountain climbing or running. For me it's kayaking.

I have a passion for all ocean sports. I love surfing and snorkeling and stand up paddling as well. Those are all great but kayaking is the centerpiece of my passion. I can hop into my kayak and actually go places.

I can take my family with me on these little adventures. I can listen to a book on tape or a podcast I really love. I can even kind of watch a movie on my iPad if I need to. I don't have to go that far because I love kayaking. But it's all possible.

Sometimes I even wear a GoPro and just record my trips. Those are videos that probably nobody wants to watch. But I love making them.

When I was younger I loved the movie Endless Summer. So I can imagine I'm recreating something similar. But I do all of these things to keep the fires of my passion burning bright.

The reason we don't work out is because we don't enjoy it. That barrier is a killer. I know it's there. That's why we need to focus on passion. Because that can get us over the hump. Over the pain barrier and past all of the excuses.

It can take us into the victory lane.

There are some really great opportunities. There are a lot of great adult sports leagues and clubs you can join. If you loved soccer when you were a kid then you can join an adult soccer league. You can start out on a lower level team that matches your fitness level. As you get into better and better condition you can switch teams or leagues.

There are ultimate Frisbee leagues and kickball leagues. You just want to make sure that it's a sport where your heart gets racing and you sweat. Don't get caught up in golf because you don't really exercise when you're doing that. The great thing about finding your passion is that the gym starts to make sense.

At first you go to the gym to live longer. But that's such a long-term goal. It's tedious. I know that. You need something right in front of your face. A short-term goal on the way to the long term.

I am not going to pretend that going to the gym every day is my dream come true. But now I go to the gym to support my passion. I want to make my arms stronger. My legs stronger. My heart stronger. I want to be able to paddle harder, paddle farther and last longer. It's about strength and endurance. Those give me the tools to move my kayak faster and farther. I love that.

Your gym time should be training for your passion time. If your passion is soccer again then going to the gym will give you the strength to kick the ball harder and score more goals. There is this amazing benefit right in front of you. That's a great feeling. That removes the tedium from those trips to the gym because now you have a more immediate goal right in front of you.

You should enter an exploratory phase right now. To see what you really love to do with your body. I would dedicate one

day a week to your passion hunt. Make a list of 52 possibilities. That's how many you can try this year if you just spend Tuesdays trying new sports. You might find that you love rock climbing, hiking, caving or something that's less out in nature.

When we are in high school we have a limited selection of opportunities. If you don't like the sports your school has you're kind of stuck in high school. But maybe you love martial arts, yoga or boxing. It's never too late to find that passion. You'll know when you find it because you want to do it again, immediately.

I wish I were in my kayak right now instead of just writing about it. That's how I know it's my big passion sport. There are a lot of sports that I actually really like. I love hiking. But I'm not fast enough so other people hate to hike with me.

Liking something doesn't make it your passion. If it's something you kind of wish you did more, that's just a bit of a hobby. You're going to find a sport out there that just hits the button for you. That you really enjoy and you get locked in to.

For my father it's fencing. He got into fencing in his late fifties. It was the weirdest thing. He was talking to someone about playing tennis and she said to him in an offhand comment that he should try fencing. He took her so seriously. He was a member of a fencing club the next day.

He has like a dozen swords. Fights all the time. Totally loves it. And he never even considered it until so late in life. It's not too late to find that passion sport.

Importance of Sleep

Our bodies were designed for a world without electricity. Thomas Edison patented the electric light bulb in 1879. That is not that long ago! Our bodies and our sleep cycles are from long before that invention.

When we were living in the world as hunter-gatherers. The sun determined our waking and sleeping patterns. This is called a circadian rhythm. The sun tells us when to sleep at night. And when to get up in the morning.

But now our world has changed. It's just so loud and bright.

Have you ever gone deep into nature? Far enough away from a city that you can't hear any cars on the roads. Or even on a cruise ship. You look up and suddenly all these stars that you normally can't see are there. We make so much light at night that we block the stars!

My house is actually brighter at night when the lights are on than during the daytime. Technology has given us the ability to work longer hours. But that isn't necessarily a good thing. We let all these new confusing signals mess up our brains. It's never

dark so now the brain doesn't know when to send the sleep signal.

Harvard did a sleep study recently and they discovered that nearly half of Americans get five hours of sleep a night! And that the majority of us have sleep problems.

How many people do you know who take sleeping pills? That's a big warning sign that something is wrong.

Recent research shows that we need about nine and a half hours of sleep a night. I bet you're groaning right now! If you sleep that long then you'll never get anything done! I bet you're doing the math right now on how much time you will have left in the day if you sleep that long. Nine and a half hours of sleep. Then eight hours of work. Then there's that hour commute to work....

Stop thinking that way. It's about quality of life here. Sleep is not the same as when you power down your computer. You are not a robot that gets turned off at night for a few hours. It's more than just plugging you into the wall to recharge your batteries.

Sleep is an active state. We have different kinds of sleep. REM sleep and deep sleep and sleep cycles. I don't want to rehash all of that. I like to keep things simple. When you're asleep your brain is performing important functions. Your sleep is broken up into ninety-minute cycles.

That's why you want to sleep in multiples of 90 minutes. Six cycles is nine hours. We need to set the timer for nine and a half hours because let's be honest. Who actually falls asleep within ten seconds of turning off the lights? So we have that thirty-minute buffer to be sure we get the six sleep cycles that our bodies need.

We have all pushed sleep down on the priority chart. Instead of going to bed and getting the sleep we need we stay up to watch late night television. How important is it to watch movie actors wax on with little stories about their lives? Are you willing to exchange your crucial sleep for that?

And yet every night millions of Americans do that. We choose entertainment over sleep. Sitting on the couch in front of the flickering light of the television. A light that just confuses our brain. See when it gets dark our brain releases a chemical that tells us to go to sleep.

No dark. No chemical. No sleep.

Should we take a pill that makes us sleep or should we try to fix the root cause of bad sleep? Have you seen the side effects of sleeping pills?

Sleepwalking. Saying things you don't remember. Diarrhea.

That last one alone gives me pause. Now I have trouble sleeping AND going to the bathroom? That feels like things are getting worse not better.

Let's make a few minor life adjustments to actually get your sleep back on track.

You need to make sure your bed is only for sleeping. Really your bedroom should be a sleeping chamber. Consider changing the name of the room. Just calling it your sleeping chamber will change how you think about it.

There should not be a television in there. There should not be a home office in there. I don't have any chairs in my bedroom. I want my body to know that if I am in that room it's time to sleep.

My body will appreciate the consistency.

Do not eat right before bed. Your last meal should be a few hours before you go to sleep. You should be on a fixed schedule. Go to bed and get up at the same time every day.

You might have a crazy work schedule that forces you to sleep at odd times. That's ok as long as you are consistent.

If you work at night and must sleep during the day, consider getting blackout curtains for your bedroom. Sleeping in absolute darkness can be very refreshing. If you have kids and a

hectic work schedule then getting the full nine each night might not be possible. That's ok.

I know that sometimes life interferes. That's why we have the twenty-minute power nap. This nap is short enough to reset your brains sleep rhythm but not long enough to cause problems. If you take a longer nap you will have problems waking up. You will feel tired and lethargic.

But a twenty-minute power nap?

You will wake up feeling energized and refreshed. Take care of your sleep and your body will take care of you.

Fix Your Health Action Steps

There are some practical steps you can take right now to begin to change your health. Each of these little butterflies can change the course of your destiny for the better. You should go through these steps in order. Do not try to tackle all of them at once. That is how you can become overwhelmed and end up failing. Take one step at a time so that you can build a mountain of successes.

QUIT SMOKING

There is nobody left in our country who thinks that smoking is good for you. Nobody think that it is good for your skin or will make you look younger. The anecdotal stories about the

smoking grandparent who lives to be eighty have faded away. We all know that smoking shortens your life span.

Why do you want to be more successful if you're going to die sooner? These two goals are opposites, so you need to choose. If you continue to smoke it will only give you more and more health problems. I know that this can be a real monster to kick. But it will be worth it.

DETOXING

This is a process where you remove as much of the garbage from your body as possible. The first step is to stop putting garbage into your body. You know what foods are good for you and what foods are bad for you. If I put a carrot in front of you next to a slice of cheesecake, you don't need to open a diet book to tell you which is the healthy option.

Stop eating fast food. Don't drink anything other than water. Just those two steps will start you on the path to cleansing your body. There are plenty of cleanses and detox programs out there if you want to go to the next level. But you know exactly what is wrong with your diet right now. That knowledge is within you.

There are a ton of specific detoxes out there that can follow to take this to the next level. To keep it simple just focus on eating really healthy food, a lot of fiber and take Vitamin C.

Those three steps combined with only drinking water will change your health dramatically.

EXERCISE

I can't say enough how important it is to get daily exercise. Find a passion sport that you can do every day and actually enjoy. Maybe it's hiking. This is a great way to get outdoors and get a nice workout while enjoying nature. You don't have to be a gym rat to be healthy.

Doing a sport you enjoy will have much better mental and emotional results than going to a gym you hate. I love getting out on the water and it's very peaceful for me. Find something similar for you.

GET A GOOD NIGHT'S SLEEP

Most of us don't sleep properly. We don't get enough uninterrupted sleep to actually let our emotional and mental batteries recharge. You should go to bed and get up at the same time every night. This allows your body to develop a healthy rhythm. Instead of a loud alarm clock, get one that gently wakes you up with the morning sun. You were designed to be gently woken by a rising sun, not startled awake by a shrill alarm clock.

You should sleep in a room that is completely dark. That means no little flashing lights on VCRs or the noise of a running

computer. Put a piece of black tape over anything that puts light into your room at night. Try to remove anything from your room that makes noise in the night. You can get blackout curtains for your windows that block 100% of light. Sleeping in total darkness will improve the quality of your rest.

In preparation for bed, you should turn off all social media, gadgets, television and work related projects. You need a pre-sleep wind down period. This is a great time to read a book.

FEED YOUR MIND

Learn to read more. If you never read, then start by reading one book a month. Your mind needs nourishment and you have been starving it for too long. Try to accelerate to two books a month if you can. Your eventual goal is to read one book a week. I know that seems like a lot now, but it's possible. Watching television lowers your intelligence and atrophies your brain while reading books will reverse that tide.

Start by reading books that are pure pleasure for you. This will help you strengthen that reading muscle. Then start to bring in non-fiction books and biographies. You can become your own university. Every single thing that they teach at universities you can learn from books. Join the local library. You will discover an unbelievable untapped resource. You don't have to spend any money to unlock your mind.

DE-STRESSING

Stress is a real killer. It starts in your mind and ends up in your bloodstream. Your circulation is so important. Removing stress from your life will instantly improve the quality of your life and extend it. Taking the time to lower your stress levels will also lower your blood pressure. That is good for every single system in your body.

The best way to lower stress in your life is to begin meditation. Just twenty minutes of meditation a day will dramatically lower your stress levels. You can feel the pressure of the day just melting away. In the next section I will take you through a meditation exercise that you can use every single day to lower your stress.

Guided Breathing Meditation

Lie on your back and close your eyes.

You want to start by concentrating on the bottoms of your feet.

Really focus only on that part of your body.

How do your feet feel right now?

Feel the blood vessels in the bottoms of your feet start and pay attention to every signal your body is sending you.

They are waking up for the day and you can feel your feet are ready to start walking wherever you need to go today.

Your feet are the ones suffering the most from gravity.

Gravity is trying to pull your entire body down through your feet.

So just focus on your feet and imagine all of that pressure slowly fading away into nothingness.

Like a cloud of steam disappearing in the wind.

Your feet should feel so relaxed now.

The stress is gone and now they are filled with energy.

Now we can start to focus on the top of your foot and your ankles.

Think about how much work they do for your body.

They connect your feet to the rest of your body and they are so important.

You can feel the blood flowing under your skin.

Your ankles haven't felt this alive in years!

Really pay attention to what your ankles are telling you.

Are they sore from walking all day in uncomfortable shoes?

Now imagine the lymph nodes cleaning everything up.

Move your attention up to your calves as you continue to breathe deeply

How are your calves feeling?

Can you feel how the latent power stored in those muscles?

Can you feel the muscle tone in your calf?

These muscles are the key to all the great soccer players in the world.

Your calves are already starting to glow and you can feel the increased blood flow.

Can you feel the stress leaving your calves and now they are becoming so relaxed?

If you feel any remaining tension in your calves just release it.

Unclench the muscles and release all that negative energy from your legs.

Work your way past your knees and start to focus on your thighs.

Can you feel your thighs coming alive?

There is so much power there and when we are stressed we can clench here.

Stress in the thighs can affect all of our legs.

Just realize that they are so awake right now and the blood is really flowing down there.

Imagine your thigh muscles as powerful factories that keep you strong.

They give you the strength to walk and run.

How does it feel to watch that process in your mind?

It feels amazing, right?

Like you are on the path to something really wonderful.

You have taken action.

You have done more than just read another book about de-stressing.

You have taken action now and that puts you into a special category.

You are an action taker.

You should feel so proud in this moment and you should really feel proud of your thighs.

They are on your side.

They are not your enemy.

Just keep your eyes closed as you work through this visualization and guided breathing exercise.

Just imagine all of the stress leaving your body as it becomes stronger and healthier.

This is an exercise in implementing the Law of Attraction.

We have begun to take action toward our goal and now we want to reaffirm our desire to remove the stress from our bodies.

We can feel the stress melting away as we move our focus up to our bums.

This is where my body is most prone to carry a lot of tension so I give it the same focus as my thighs.

Focus on your the stress just disappearing.

It is melting away like an iceberg on a hot summer's day.

Tell your bum how much you like when people look at it with appreciation.

You want that old sexy shape back.

You love having a bum you can be proud of.

You guys are a team and together you can be so sexy again.

Give your bum words of affirmation while you visualize the stress disappearing.

We then want to visualize the abdomen and torso.

You can visualize them together or separately if you have time.

Just feel that increased blood flow in your belly.

Imagine all of that stress and hardness that you carry in your belly disappearing.

You don't want your organs to feel squished between your breath and a hard tummy.

Just release any residual tension from your belly and watch it disappear into the ether of the universe.

Now that tension is nothing more than a faded memory.

Feel the freedom and relaxation in your organs.

Your digestive tract is finally stress free and so peaceful.

For the first time in a while all those organs feel completely relaxed.

They don't have to pay attention to the outside world.

They can just focus on doing their individual jobs.

Feel that increased blood flow to your organs giving each of them the energy and nutrients they need to run at peak efficiency.

Visualize your intestines and your entire digestive tract running smoothly and painlessly.

Everything can run so smoothly now, as this part of your body helps to eliminate more waste and toxins.

Just imagine all the pain and stress and bad things being eliminated from your body.

Now we want to focus on our upper chest.

Just imagine all the tension leaving from your body.

Some of us carry our stress and tension in the front of the body in this region.

Almost like wearing a backpack of stress in front of your body.

Just imagine that backpack fading away.

It is disappearing.

Feel the energy and life in your chest.

Isn't it easier to breathe now?

We have relaxed so much of our bodies now.

The bottom half of your body should feel amazing right now.

It's time for your chest to feel the same way.

If you deal with heartburn or acid reflux focus on your stomach and esophagus.

Just feel your stomach getting enough blood and working perfectly with your esophagus.

They are a team.

Just let all of that internal stress fade away.

It is a cloud blown away by the wind.

Now there is nothing left.

No pressure or stress on the system.

Just feel that level of freedom and visualize what life will be like without ever experiencing heartburn again.

The stronger our beliefs and visualizations the sooner these thoughts and visions can become reality.

While we are focus in the chest let's go a little deeper.

We are focused on our deep breathing but how does that really feel?

How are your lungs feeling?

Are they running perfectly?

Is there any stress there that needs to be released?

Are you getting the right Oxygen mix?

Are you breathing through your mouth or your nose right now?

Just feel each breath as a living thing.

Feel your lungs inflate as your breathe in and accept life-giving oxygen.

Now feel your body release Carbon Dioxide into the universe.

You don't need that in your body.

You release it to give life to the plants in our world.

You breathe in life.

And then you breathe out life.

Feel your lungs connecting with the universe.

Now we can start to move up again and feel the shoulders.

Just really listen to how they feel and pay attention to any left over stress here.

A lot of us carry our stress in our shoulders. It's why we can't stand up straight.

We can feel the stress pulling us down and telescoping our spines.

Sometimes a little stress can still hide in the nooks and crannies.

Just let it disappear.

Let it fade away.

Release that tension in your shoulders.

Your muscles are getting all the blood they need and they are feeling electric.

Move up and focus on your neck.

This is another area that can get very stressed.

After a long day at work our necks can become so sore and tired and just plain old worn out.

Give your neck a chance to relax and tell you how it's feeling.

Just squeeze the muscles in your neck and then let go.

Release all that tension and stress at once.

How does your neck feel after a hard day at the office?

Let your body tell you exactly what it needs and listen to that message.

Just really focus on your neck.

Be in this moment.

Release any leftover tension and prepare to move up to your face.

Your face is the part of your body that the world sees the most.

Every expression is judged and assessed and observed.

That is a lot of pressure.

Your face is working all the time.

Just imagine each tiny part of your face relaxing.

Release the tension from your chin.

From your cheeks.

From around your eyes.

From your forehead.

Just spend a few seconds thinking about each part of your face and how hard they work for you.

Thank your facial muscles for working so hard and give them a few minutes to just relax.

To step away from all their work and rest.

Nobody is looking right now so it's okay if they take a little break.

Visualize all the stress leaving your face.

It is just floating away leaving behind the most relaxed feeling.

You are so peaceful.

You are floating in a stream and everything is perfect.

You have woken up your entire body with your brushing.

Every system is awake and ready for the day.

You can accomplish anything today.

You are limitless in this moment.

You have started the process of eliminating the stress from your body.

The process has already begun and you feel amazing.

Just imagine how you are going to feel now that the stress is gone forever.

Take a few moments to really appreciate how wonderful you will feel when this process is complete.

Now that we have finished the visualization you can slowly open your eyes and sit up.

Your morning ritual is complete and you can start your day now.

You should feel amazing!

Part 3: Relationships

Loneliness Destroys Wealth

Relationships are so important. When I was lying in that lonely hospital bed I would have given just about anything to be surrounded by people who cared about me.

When we talk about relationships this covers every form of connection between you and other humans - from love to friendships to business relationships.

Many people try to get ahead by stepping on the heads of everyone in their way. They see the corporate ladder as a staircase of trampled victims and competitors. But when they reach the top they discover that it's very lonely up there. People who treat others terribly at work tend to get that bad energy back in all of their relationships. That bad energy they put into their relationships at work can come home in the form of divorce or lost friendships.

The journey is just as important as the destination. Remember. The process is what is important, not the event at the end. And process is all about relationships.

Good People get Great Rewards

The mindset of relationship is so important. If you approach your relationships as a mercenary then that is what you will get back from the universe.

Some people only build relationships based on the value that those other people offer to them. They don't invest any time or kindness in the people beneath them. They treat waiters and valets like garbage and yet they are total brown noses around people who can get them promotions.

People notice the totality of your personality and the universe certainly sees your behavior. Most people see relationships as a zero sum game. They only have so much time to invest in relationships so they are extremely tactical. It's all right to surround yourself with people who are ahead of you on the journey. People who can help you grow.

You just never want to treat people behind you poorly. Do you want the people ahead of you to be awful to you? Of course not.

There is this idea that it's hard to make friends or that you have to be careful who you do favors for because you can run out of favors, but that's wrong. Favors are a muscle. The more you exercise it the stronger it gets. You can use favors to build new amazing friendships, no matter how young or old you are.

How to Make New Friends

There is a simple formula for friendship.

If you give people value they will want to be friends with you.

You might think this is a mercenary thing. But nobody will ever complain if you tell them that you are nice to them because you want to be friends with them.

Let's start with the idea of value. Value just means that something has worth. There are millions of ways to give value. The most important one is the idea of having a good time. If you meet someone and make sure they are having a good time, they will love you.

Imagine you walk up to someone and their first thought is, "That's Sarah. Whenever I'm around her I have a good time." That's great.

You can also provide value by sharing knowledge or resources.

Let's imagine that you join a wine tasting group to get out into the world. You want to take these strangers and turn them into new friends, connections and allies. This works for any new group you enter.

If you know a lot about wine, you can share cool and interesting knowledge with the people in your wine tasting group. If you do it with the eye towards sharing knowledge they will love you.

You know you can meet almost anyone these days.

About ten years ago I was writing a short paper about the Michael Jackson song thriller. And I said to myself. The song isn't that old. I bet the guys who worked on that song as still around. I found an email address for the drummer who now teaches music in Los Angeles. I emailed him. He wrote back a really awesome reply.

You can do something similar. You could email the owner of your local winery and build a little connection. Then you invite your whole wine tasting group for a field trip. How much fun would that be?

Or let's say you are financially well off. The wine tasting group is all right but most of the wines are cheaper than your collection. Bring in a bottle that's from your level. Something the other students couldn't normally afford.

Just bring it in as a special treat and let everyone sample it and discuss.

Do you know how awesome an experience that is for people who can't afford the fancy stuff? They will really appreciate it. Here is a secret to life:

Favors are a muscle.

They don't sit in a jar on your desk. The more you do favors for people the more they will WANT to do them for you. So you

are meeting new people now that have a shared interest with you. Whenever you do a favor make sure that you do it without expectation. Don't have any hidden agenda. That's how most people mess this process up.

On our first day of school we formed friendships because we liked the people. Not because we wanted something from them. Just do favors because you want to be great at performing favors.

When I was in my mid-twenties I had a great friend. He was so poor it was insane. He lived with his mother in government housing and she had massive psychiatric problems. He was in a situation where he couldn't really escape. She needed him. He was stuck. He was one of the greatest friends I have ever known.

I was doing all right at work at the time. We would go to movies together all the time. I would pay for the movie and even the snacks. (Of course I would never eat a movie theater snack now!) I never expected him to pay me back or owe me anything.

Here's why.

I wanted someone to go to the movies with. He wanted to go to the movies. We both got what we wanted and had a blast. Even though I paid for all our trips it's one of the fondest memories of my entire life. If you treat people the way you

want to be treated you can build a strong social network. You want to be surrounded by people who want to spend time with you.

You can do other types of easy favors. Maybe you know about an amazing jazz cafe that has amazing wines. Just telling people about that great venue will make your new friends love you. Or maybe you even know the owner of the bar and he let's your group in one time with no cover charge.

These small things. They are really small but they mean so much to people. It makes them feel valued. All your bringing to the table is a little research, knowledge and effort.

Let's dig a little deeper.

You are about to taste a new wine from some special winery next week in your class. So you email the owner of the winery and tell them. Just say that your wine group is going to have a big session on their wine and ask if they have any advice on pairing, decanting etc. That's a really simple email and they will probably answer because they want to encourage customers. Plus they work hard.

Grinding in a winery, there is a lot of sweat that goes into those grapes. Imagine if someone emailed you and said next week a bunch of their friends were getting together. They were going to have a meeting. Just to discuss their appreciation for your work! That would make you feel really good inside, right?

So now you are doing something nice for the winery owner. Just making them feel good. And maybe they write you back and share some really cool insider knowledge. Or they invite your group to visit the winery.

Now that turns into a favor from you to your group. Do you see how your favor muscle is just getting stronger? With one little wine tasting group, a couple of bottles of wine and a few emails you might have a dozen new friends!

And it's fun seeing how easy it is to make the people around you have a good time. It's not malicious or tactical. Everyone around you is having a good time. So they want to spend more time with you. The bonds of friendship are born.

Everybody wins.

Relationship Action Steps

There are some key action steps that you can take right now to improve the quality of your life and your relationships.

- Eliminate negative people and “energy vampires” from your life. If you have a friend who is a total downer, consider how they are damaging your emotional life. I used to have a friend that would make me depressed every time we hung out. When I stopped hanging out with him, my depression went away.

- Surround yourself with winners and positivity. Form a mastermind group. Even if you don't have a clear idea right now of how you want to generate more money, you can form a group of people who WANT to achieve more and start from there.
- Beware of Facebook. Unplug from social media (or use it very sparingly) and BE PRESENT in your interactions with people. Don't be another drone that sits at the dinner table staring at your phone. You gain much more value from fact-to-face interactions than you ever will from online interactions.
- Respect the value of your time and make others respect it. Just because people can reach you 24/7 online and on your phone does not mean you need to grant them your time whenever they demand it. We will cover this more in the next section. Law 3 is all about how important your time is and you should never let other people waste it.
- Be present in every interaction. Be judicious about whom you give your time to, but when you do grant your time; grant 100% of your focus and attention.
- Give back. In small ways, and in bigger ways once you have the financial resources to do so.

Part 4: Wealth

The Key to Achieving Wealth

This is probably the section you have been waiting for. Maybe you even skipped right to this section. If that's the case, please be sure to go back and read the other sections after you have absorbed everything here.

There are two key components to achieving Wealth:

- 1 - Re-framing how you THINK about money.
- 2 - How you take action towards generating wealth.

Accept the fact that the “safe path to financial security” that existed 30 years ago...heck, even 15 years ago...no longer exists. No longer can you take an office job and climb the company ladder over the next 30 years and retire in relative comfort. The world has changed radically and it happened FAST.

Bare in mind, this type of career only really lasted for less than 100 years...and how long has mankind been around? So this was an aberration, really.

Accept it. Embrace it. The Internet has given you a whole new set of possibilities...not only to create a business, but also to find work, figure out a new lifestyle or career overseas, or even how to find the freedom you desire at home.

Changing how you think about money and modern opportunities will open so many doors for you. There are thousands of ways to build businesses online these days. Most people never fail because they never try or because they treat their endeavors

like a hobby. If you respect money and focus on one system you can find great success.

Avoid the Poverty Mindset

Wealthy and poor people really are different. I've spent my life around billionaires and around people that barely scratch out a living. In my experiences I have discovered that poverty is a mindset. People decide that they live in a world of scarcity and their behaviors reflect that.

I remember once I was with a friend of mine who was frighteningly rich and he was attempting to flirt with a girl from a background of poverty. He didn't care about her background at all. But she was unbelievably rude to him. The reason most men end up with women from the same social level is not because of the men. It's because people with a poverty mindset have no idea how to act around the wealthy.

How does one develop this mindset of scarcity? Where does it come from? And more importantly, how can you change it?

If you retrace poverty's footprints you will find that poorness starts at the exact same place: choice. Poor choices are the leading cause of poorness. I bet you know a woman who rejected the "nerds" in high school only to end up stuck in a

terrible job and divorced with kids before her thirtieth birthday? Each time she rejected one of these boys it was a little butterfly in her life. Release enough of them and they can blow you completely off course.

When I mentioned how easy it is to make money online earlier was your first thought that it doesn't apply to you? That only other people can build an online business? That's a sign that you have the wrong mindset. That's a limiting belief that you have created.

If you approach wealth like a big pharmaceutical company and attack symptoms while neglecting problems, you will not succeed. Feeling tired? Take this pill. Want to lose weight? Another pill. The problems are ignored while the symptoms are addressed in catatonic cycles. I fought my way off the heart medication because it addressed the symptom, not the problem. The problem was stress, lack of exercise and a bad diet. By addressing the real cause of the problem I was able to remove the symptoms.

You need to focus on the actual problem of mindset before you can start attempting tactics. If you start a business with a poverty mindset, that business will fail. The reason that I succeed now is because I know in my heart that anything I try will make money. I have that core belief. That is the mindset of the successful.

Are you addressing the problems or symptoms?

If you are not where you want to be, please realize that you ended up in the circumstances because of your beliefs. Your beliefs led you down the path to your current life. Maybe you feel like the you of the past betrayed the you of the present. And you might be right. In school did you screw around because you thought school was a waste of time? That is a belief. That one little belief has driven more people's lives into poverty than nearly anything else.

Change your beliefs, then it will result in a change of decisions, and you'll end up doing different things ending in different circumstances. If you start to believe that you can make more money, more money will start to manifest itself in your life. If you believe you are capable of running a mile in under four minutes, you then become capable of achieving that.

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Oftentimes it is the past that is holding us back. It is easy to stay stuck in high school forever. We can't let go of the past. We keep our childish nicknames and we believe everything those other kids said. If they called you a nerd in high school, do you really have to be a nerd now? We give so much power to things that are nothing. They are like whispers on the wind.

People do not consciously choose to be poor, but they make strings of poor decisions based on wrong beliefs that eventuate into poverty. It starts with beliefs and those beliefs grow into a

series of actions. Until you break free of the prison in your mind, you will never truly be able to escape poverty.

Universal Laws That Lead to Abundance

There are six universal laws that lead to abundance. Learn and master these laws and you become limitless. Most people are trapped in a scarcity mindset. This is the poverty mindset. Follow these laws to replace that mindset with the mindset of the successful and wealthy. The mindset of abundance.

Law 1: Power of Failure

Failure is a good thing. When you can understand and accept this, you will have mastered the first law.

When someone fails, a person with the poverty mindset makes fun of them. They mock that person for trying. The poverty mindset is about keeping other people down so that you're own failures don't look so bad. It's about living in a world of comparison.

A person with the wealthy mindset will ask them what they learned from their failure. They will focus on the positive aspect. They are focused on the process more than the event.

Failure is a single event on the road to success.

In order to obtain infinite wisdom, you need to understand how to leverage failure. You can turn failure into success as long as you have the correct mindset.

If you don't fail, you will never succeed. Nobody gets everything right on the first try. When that happens the success is often built upon a foundation of luck. And eventually that entire business collapses.

But there is a difference with perception.

People often confuse a temporary setback with permanent failure. Losing your job or losing your business is not total failures. They are just events in the course of your life. I have been fired from jobs. I now make more money and I have more freedom than every single person that ever fired me. I would be horrified if I had to trade lives with someone who had fired me in my youth.

Does that make me a failure? Am I defined by a single moment in my past? Of course not. That is completely ridiculous. A failure right now is just painful because you haven't made it to the next success yet. You cannot fail unless you give up. When you have enough failures, then you're going to end up succeeding so long as you learn from the failures. When things fall apart is when we learn the most. Because we have to.

Don't give the past dominion over you. Getting fired should have no power over you - whether it happened fifteen minutes ago or fifteen years ago. The past cannot affect your future, unless you allow it to. Don't give the past control over your future. The past is not a good predictor of the future. Just because you toss a coin 10 times in a row and get heads, doesn't guarantee it's going to be heads the next time.

Wise people learn from others. I lived on my friends couch because he was a millionaire and I wanted to be one too. I wanted to learn how to make money, how to handle money and how to understand money. I have learned from his success and his failures. My life has been filled with a string of mentors who taught me how to build a successful business and how to design the life that I've always dreamed of.

Don't let a failure in the past be your excuse for inaction. If you try and fail you get the EXACT same result as if you didn't even try in the first place. The only thing that might get hurt is your emotions. Home runs can't be hit from the dug out. Moronic risks have an unlimited downside in the long term and limited upside in the short term.

Intelligent risks have unlimited upside in the long term and limited downside in the short term.

There is never perfect timing and waiting for "someday" just wastes time. I know so many people who want to take action but are just waiting for the right moment. They tell me all

about the novel they haven't written yet. And when I ask why they get defensive and launch a dozen excuses at me about how it isn't the right time.

Do not be afraid of failure.

Don't let fear of failure drive you to inaction.

Law 2: Sift Wisdom

In order to obtain infinite wisdom, you need to understand how to leverage wisdom by disseminating information correctly. Some people have no idea what to do with knowledge. They just take it and shove it on a bookshelf somewhere. Eventually they forget it. That knowledge just fades away.

There is a very big difference between facts and anecdotal evidence. I know a lot of people that believe things that are completely untrue. They could have found out the reality with less than fifteen minutes of fact checking online.

Recently a woman saw a picture of Steven Spielberg in front of a dead triceratops. This famous author was really upset and posted online about how this type of hunting should be banned. She was very upset and couldn't believe this type of hunting is still allowed.

I hope that right now you realize what I'm about to say. Number one - there is no living triceratops on the planet right now. Number two - it was a picture from the set of Jurassic Park. Number three - it was a picture of a movie director in front of a robot. I honestly can't believe that I actually have to say these but it turns out a LOT of people were just as upset when they saw the picture. The animal isn't even killed with a gun in the movie, it is sick from eating the wrong plant. Even in fiction the animal isn't hunted or killed.

This is just kind of amazing to me. But I see people all the time who quote Twitter as fact. It's kind of embarrassing when a journalist quotes a blog or Twitter as a source. You might as well start quoting graffiti that you see in truck stop bathrooms. It is just as reliable.

Stop for a moment. Stop right now. That triceratops story. Did you instantly believe it or did you go look online and fact check? I just told you to start doing that. Don't take things for granted. It really is a true story but you shouldn't believe it until you double check.

It's like Ronald Reagan said, **"Trust but verify."**

Those might be the three wisest words ever assembled in the English language. Never make a serious decision based on anecdotal evidence. I see people do it all the time and it destroys their career and reputation. One source is not enough.

Successful people are self-aware and understand personal and confirmation bias and try to adjust their mindset to keep this in mind.

Look at the recent barrage of stories where a reporter goes out to find a specific story and then writes about it without double-checking. The story they find matches what they expected to find, so they don't double-check any of the sources. This is the reason that Rolling Stone is being sued by a number of people and had a swath of firings. Confirmation bias cost a lot of people their jobs.

When people only understand one part of a story without seeing the entire picture you get anarchy. You get people making decisions that seem logical - until they see the entire picture. Then their decisions look terrible within the greater context. You must be a person who waits until they have all the facts before making a decision. That is wisdom. Most people seem to think they make logical decisions, but once they have ALL the facts, their decisions seem idiotic and stupid.

Look how often people react emotionally when they have only heard one half of the story. They react from emotion and are out in the street protesting before they hear all the evidence. Then when there is evidence that contradicts their emotion, they assume that it is fake. They don't want to admit to themselves that they acted foolishly.

The top 1% don't like to blame others, they get the facts and ask the right questions, and if a plan falls through, they don't blame, but learn. The 99% like to blame and not learn; they are neither responsible nor accountable. The 99% likes to use "they" and have an "us vs. them" mentality.

Take the time to separate fact from fiction. Be slow to act. When you have all the information, you can then take decisive action. Take the time to be sure that you know all the facts before you lock yourself into a decision.

Act from a place of wisdom not emotion.

Law 3: Time

Time is the most valuable resource in the universe. Each person only has a certain amount of time in their life. You cannot buy more time in this life with money. Time should be treated with reverence and respect. Do not waste your time or anyone else's.

To align yourself with prosperity, you need to understand time leverage. You must be systematic and efficient. Simply dedicating sixty minutes a day to a positive endeavor can give you results that last a lifetime. If you spend sixty minutes a day exercising you can extend your lifespan by up to forty years. That's a great tradeoff that most people choose not to make.

Sixty minutes of not investing in yourself simply gives you guilt for a lifetime.

Most people in America watch FOUR hours of television a day. Of those four hours at least twenty-five percent is commercials. The average person spends the amount of time watching commercials that they should spend exercising. That is the perfect example of wasting time.

The problem with watching television is that there is no beginning and no end. You can easily sit down and watch six hours straight without thinking. It sucks your life away and you waste so much time on nothing.

When preparing for a course of action, take the time to plan correctly. Rushing into a project without a plan usually takes much longer than correct preparation. Failure to plan is planning to fail. This builds on top of Rule #2. Wait to make a decision until you have the correct information. That will keep you from wasting more time.

Learn to delegate efficiently. These days you can hire people to do any task you can imagine. To create the cover of a book would take me hours and hours in Photoshop. It's something that I'm ok at, but not great. You can hire an American to do the job for around \$750. Or you can hire someone internationally for \$5. The end product will look exactly the same. Any task imaginable can be outsourced now. There is no excuse for using your time inefficiently.

It might seem hard to write out a training plan for someone to follow. Training someone to do a task on your behalf can feel like a risky proposition. You can simply record a video now of you teaching the task on your computer. You don't have to write out a complicated set of steps. Let's say that an hour of your time is worth \$50. That is what you get paid per hour. Any time you spend on tasks that are worth less money, is wasted time. You could have ten people working for you at \$5 an hour easily.

That means that for one hour of work you put in, you get ten hours of work out. That is true efficiency. Think of ways to multiply your time to get a greater return. Stick to what you are good at, what you can accomplish quickly and what gives you the greatest return on your time financially.

Do not invest time in social media for mindless activity. Who cares what someone you haven't spoken to in seven years ate for lunch today. The successful don't waste time on Facebook and Twitter. They create the content that the poor waste time consuming. Or they get the poor to unwittingly create the content for free. The rich then take this free content and sell it back to the consumer.

The perfect example is Facebook. All of the content is made by the users. All of the posts and pictures and status updates are all made by users and given to Facebook for free. Facebook then sells advertising and people buy from Facebook. They

make money selling something that the masses unwittingly provide for free. And don't be fooled into thinking they are the only ones. Any site with user-generated content is doing this. Take a look at Reddit. Or Amazon. Where do all those reviews on Amazon come from?

Focus on successfully managing time, files, systems and people. The broke have no idea how to manage anything. They are locked into a poverty mindset and it causes them to use time inefficiently.

How much time every day do you waste checking email over and over again. Or constantly checking to see if you missed anything on Facebook? Stop doing that. Check email once a day at most. That will give you back so much of your time.

Invest this newly freed time in you. You could spend the time you used to spend watching TV at night school and become a lawyer or college graduate within four years. Or you could do something even more valuable. Spend your time reading high quality books and learning things. Reading news websites does not count. That content will not make you smarter or teach you any skills.

Always be seeking new knowledge or ways to be more efficient. You can always be improving as a human. Leaders are readers.

You are your own university and you learn from taking action the fastest. The things you don't know are because you have never tried. If you hate reading, you can switch to audiobooks. You can turn these times from a waste into profit:

- • Toilet time
- • Waiting time
- • Work down time
- • Exercising
- • Driving time

Treat your time with the respect that it deserves. Don't let limiting beliefs keep you from using your time wisely. There is nothing stopping you from hiring people for micro tasks right now.

Law 4: The Power of Law

The entire tax system was designed by the rich to keep their money in their pockets. Have you ever looked at what major corporations pay in taxes? Most oil companies and presidential candidates are paying less than you do.

They are billionaires and they pay just a few hundred bucks in taxes a year. You can manipulate the system or you can let it manipulate you.

To align yourself with prosperity, you need to understand legal leverage. The wealthy know how to protect their assets and reduce their financial, taxation and litigious

liabilities. They know that semantics and technicalities make huge differences.

Your average person has nearly zero understanding of the tax code. Even if you are working for a company you can start your own LLC. You can turn many of your personal expenses into business expenses this way.

Did you know that if you live abroad you don't have to pay any taxes on the first eighty thousand dollars that you make? Or that you have two extra months to file your taxes. How about this, the United States is one of the only countries on Earth that tries to tax you on money you make living in another country. That is the reason so many of the wealthy change citizenships. They understand how to protect their wealth.

If you want to earn and keep wealth, understanding taxes is necessary. Nothing else affects your net wealth as much as tax, except for maybe death or divorce. Do you even know current inheritance tax rates?

Let me make it a little simpler.

What other organization can take 30% of your net gains every year? Or even 50%?

Refusing to learn how taxes work and how the laws can work on your behalf will always stand between you and manifesting wealth.

Law 5: Wealth

Let me tell you the story of two people with the exact same skills.

I have a friend who is a much better writer than me. I read one of his books and was instantly filled with a jealous rage. I aspire to always improve and he is just so naturally talented. He spends months or years writing each book. He puts out a book every one to two years. He does all the work himself and puts in a lot of hours to create his finished product.

I take high paying writing jobs. I take ghostwriting projects and help people write autobiographies all the time. It's not glamorous, but it's high paying work. He is too good for this kind of work. I then take the money from these projects and hire a stable of writers to create short books for me that I release under a variety of pen names.

He works really hard and creates wonderful books. He puts in an unbelievable amount of effort. Yet I generate between fifty and one hundred times more content than him, every single year. Over time that compounds.

His entire income is based upon his work. He spends a year on a book and then has to hope that it sells or it turns out that the entire year was a wasted investment.

Instead I put effort into creating a system that builds wealth and results for me - the initial results were very slow, but the results are exponential. It took me a while to develop the series of books that I wanted to develop. To figure out which spaces are the most profitable. That initial system building took time, but my system is self-sustaining. I can take money made from books that I paid someone else to write. I can take that money and hire someone else to write another book.

The money I make keeps working on my behalf all the time.

This is just one single tiny microcosm of how you can do this. You can invest your wealth and resources in things that continue to grow and make you more money. The truly wise invest in wealth generating technology. Their research is focused on finding new ways to create wealth.

Most “good” financial advice is actually really bad advice given to you by finance institutions to give them money to do riskier investments for a higher possible return on investment (ROI). These institutions take your money by telling you to invest in non-risky portfolios... so they can leverage your money and use it for risky things.

The perfect example of this is the Global Financial Crisis. Who ended up paying for all those risky investments? It wasn't the wealthy that suffered. The poor paid off those debts via taxes. Those government bailouts came directly from the pockets of the poor. The very people that crisis hurt the most.

The successful understand that diversification is only doable and useable after they have enough funds worth diversification. Otherwise they only dilute their road to success.

This is one of the biggest mistakes that people make when trying to make money online. They get a serious case of "shiny object syndrome." They see a course on how to make money on Facebook. They buy the course and spend a week or two trying it. Then they see a course on how to make money using LinkedIn, so they give up on Facebook and spend their time on that new exciting course.

They keep investing money in projects that they then treat like hobbies. The people who make money treat money with respect. If you have a spreadsheet to track what you invest in training and websites and hosting and all of those online costs, then you are taking money seriously. Track how much you spend and how much you bring back in.

People that treat business like a hobby don't ever succeed. They think they are diversifying because they know a little bit about how to do a lot of different things. Master one way of making money before you move on to the next one. People

approach me all the time with big ideas for making money new ways. But I tell them that I only know about making money a few ways and I stick to those. There is no reason for me to increase my risk.

The 1% understand that compound interest is only useful once you have enough money to compound. Otherwise you're just collecting pennies and pocket change. They only bother with "compound interest" once they have a million dollars to compound. Otherwise they'll be spending literally 25 years of their life to make enough money for it to be worth compounding.

Compound interest is used by the rich to pay bills not to build wealth. The rich make their money with their business systems, and then later put the cash into places that accumulate compound interest to pay for living expenses. Poor people try to use compound interest to get rich! The secret is that compound interest only works once you are actually rich.

Before you go into any venture you need to understand scalability. Can this business grow exponentially? Or is the only way to make more money by putting more time into the business. If you're going to put in the same amount of effort and time for one outcome make sure you spend it on the right thing don't mess around with some things that will take 10 hours of work for a task that will make \$100 or they can choose another task and make \$100000.

This is the difference between opening up a hot dog stand and building a business online. You can grow an online business exponentially. There are no physically limiting factors. Many online businesses are infinitely scalable. They can always make more money.

You can also leverage borrowed money. Understanding good debt vs. bad debt is very important - most people think getting a car loan is an “asset.” It’s even an “asset” according to the tax office. But in reality a car loan is a bad debt for a liability.

Cars lose money from day one and cost you money to maintain. Only if the car is for business use and the money it makes far outweighs the costs, then can it only be an “asset” a personal car is always a liability. A car is always worth less. Every single day the value goes down. You will never get back the investment you put into a car.

Let’s make it even simpler:

- Good debt helps me make money.
- Bad debt drains my money

You can use money to make wealth. That is the correct use of wealth. Don’t spend money on things you don’t need or that will lose you more money in the long run.

Law 6: Relationships

To align yourself with prosperity, you need to understand relationship leverage.

Qing. Li. Fa. is an ancient Chinese negotiation tactic. Work the friendship/relationship angle first (Qing). If that fails work the logical angle (Li) where you try and persuade them with facts. If that fails then you work the legal angle (Fa) last.

A lot of people in our society use the “legal solution” as their primary and only solution... that brings a lot of problems. They go to the lawyers first when a relationship approach would have solved the problem much faster and cheaper.

Successful people put them selves in the position to meet the right people at the right time. They network and attend events or join forums. They surround themselves with likeminded people who are on the same path as them. People who can help them and whom they can help in return.

People with the poverty mindset try to get as much out of the other person as possible in a deal. Even if they win the deal they want, they have made an enemy for life. Someone who is waiting and watching for the right moment to seek their revenge.

When successful people network and broker deals they look for a win/win situation or they don't broker a deal - period. They would rather be taken advantage of a little bit to keep the

peace than to squabble over small things. This might lead to resentment but they know ultimately it will help them reach their goal faster.

They do so much more work that their business partners know it would not be possible to replace them. They don't think in terms of how much work should I do for my pay. They think in terms of if I do an awesome job and end up even working for free, would this help me achieve my goal faster. If so great. If not they learned who is out there to take advantage of them and will have more experience next time.

Remember that favors are a muscle, not a jar. You don't collect favors owed to you like debts. Do favors freely for the people around you. If you can help someone, then do it. You never know how that favor might come back to you in a positive way.

Immediate Wealth Action Steps

It is time for some specific actionable steps you can take to being to manifest wealth in your life.

When planning your next wealth creation steps start by focusing on **effectuation** - that is how many people do you effect or impact? This can be in either scale or magnitude.

You can save one person's life or you can help thousands of people feel good. The former is all about magnitude, the latter is about scale. How many people do you effect or impact right now? How can you increase that number?

The **Law of Effectuation** states that the more lives you affect or reach, both in scale or magnitude, the richer you will be. The bigger your impact on your universe the greater the return you will receive. The more people you reach the more wealth you can generate.

Scale translates to "units sold" of our profit variable within our wealth equation. Magnitude translates to "unit profit" of our profit variable within our wealth creation equation.

I know that sounded overly technical so let me try to simplify it. Let's say that you write a book on how to swim. You can sell thousands of books on how to swim for a small amount of money. You take that high volume and multiply it by the low price of the book to see how much money you make.

You are now known worldwide as a swimming expert. So people can hire you for private swimming lessons. These lessons are very expensive as your time is quite valuable. So you only sell a few lessons a month but each lesson is very expensive. Now you have low volume multiplied by the high price of a single lesson and that determines how much money you make.

The Law of Attraction is not a law, but a theory. The Law of Effectuation is absolute and operates exclusive of any roadmap. All lineages of self-made wealth trace back to the Law of Effectuation. You can't make a great deal of wealth without either scale or magnitude. Nobody gets wealthy smelling a small quantity of a cheap item.

The Law of Effectuation's absoluteness comes from direct access and control (you are a professional athlete) versus indirect access (you are that athlete's agent). The athlete makes more money directly (magnitude) but the agent represents many athletes (scale.)

To make millions you must serve millions in scale or a few in magnitude.

There are several different business models that every single wealth creation book talks about. Let's analyze each business model in terms of scalability, magnitude, time and people leverage, capital required for starting up and the amount of time it takes to start making a lot of money. These five factors are how you can determine if a venture is worth your time, energy and financial resources.

Real Estate

Most wealth creation formulas that talk about real estate are focused on the idea of buying and selling real estate. There are different ways of doing this but that is the core principal - buy

low, sell high. The first issue is scalability. This business is extremely difficult to scale because you can only control so many properties at a single time. It is a magnitude-based business. I have a friend who is a serious house flipper. He works unbelievably hard and in his best year he flipped twenty-five properties. That is magnitude not scale.

Can you leverage time and other people to build your business on your behalf? Most real estate models are built upon the idea of improving the property in between when you buy it and when you sell it. That means construction. Either you do it yourself or you pay other people to do it. The nature of the business means that you usually have to do both. You have to pay high wages for your workers and you need to personally check on the project daily. Otherwise you will receive shoddy work or get overcharged.

It takes a great deal of capital to get into this business. You must have enough money to buy the first property. Right now you might be saying that there are ways to get a house with no money down. Let me say this. If you can't actually afford the house and you must flip it before the ninety days or whatever on that no-money-down loan is up, then don't get into this business. That means that if there is just one construction delay, problem with an inspector or you simply can't find a buyer you will be DESTROYED.

I know a lot of people that have been in the land business and even when it goes well for a while, eventually the market

crashes. Every decade or so property values in the United States plummet. All those property flippers who have ten properties they are trying to sell end up losing their homes. It happens all the time.

To make big money in real estate takes a long time. I know that you hear a lot of promises. Those infomercials have been running since the 1980s. I have never met anyone who got into real estate with no money and was a millionaire within a year. And I know a LOT of millionaires.

Computer and Software Systems

Before we even get into our big five questions, let me tell you that I hate this business. Every time I have worked with a programmer or developer I have regretted it. They always overcharge, deliver products late and leave you in the lurch. I have tried every single business format with software - pay the developer up front, pay them upon completion, pay them at milestones and even profit sharing. Unless you are making the software yourself I suggest you stay as far away from this business as possible.

Even if you do successfully bring a piece of software to market the headaches are just beginning. You need to constantly update your software so that it keeps working. You will always have massive technical support issues. If you are selling a piece of software for a single up front price that requires any type of maintenance, you have to keep generating

new sales to maintain the software you already sold. It is a nightmare.

There are some positives. If you create a good smart phone app or piece of software that a lot of people use, it can become very scalable. We all hear about those app companies that sell for hundreds of millions of dollars. It is very hard to get into the magnitude game with software unless you are building something extremely custom.

The main way to leverage time and people is to hire other people to build your code. But as I have said that's an extremely sketchy business. Most of those developers will just try and make something good enough to get past you, but not something robust enough to survive a launch. Unless you have a technical team on full time salary, expect a lot of growing pains.

The up front capital all comes down to your ability. If you can make the software yourself you don't need that much capital to get started. But if you are hiring other people to design for you, expect to outlay a LOT of capital. Take your initial estimate and multiply it by five. That is what the software will cost you.

Now it is possible to make a lot of money from a great piece of software. Find a need and fill it. Find a place where automation can help a lot of people and you can become really successful. But most software businesses struggle. Just because

you come up with one great software idea doesn't mean you will be able to come up with a second one. The capital outlay up front is huge and the odds of success are extremely low.

STOCKS

Do you know anyone who has lost their shirt in the stock market? That is the majority of people. There are two types of people who generally make money in the stock market - the very wealthy and complete maniacs. If you are already very wealthy then that's great, but if not let's talk about how a maniac can make money.

This business has both scale and magnitude. You can buy a few extremely expensive stocks or you can buy a multitude of penny stocks. This is a high-risk business where missing a single day can destroy you financially. The day you take off at the lake with your family is the day that something terrible happens at the company you invested in. While everyone is getting out of that stock, you are off at the lake. When you come back ninety-nine percent of your wealth has disappeared.

In order to succeed at stocks you have to do all the work yourself. You can't use a broker or hire someone else. It has to be you. You have to sit in front of a computer at least ten hours a day grinding. You have to study line graphs perpetually. It takes a lot of capital to start in this business and all of the capital is at risk from day one. It takes years to grow a small

investment into anything serious. It is a very high risk, low reward venture.

Multi-Level Marketing

This is a brutal business. The only way to make money is by leveraging all of your connections. Nobody makes any money at the bottom. You have to be at the top of the tower with a bunch of people below you or you make nothing. This business has no magnitude. There are no high ticket MLMs out there. They are all about selling high volumes of cheap products.

I don't know anyone who started out poor and became rich from joining an MLM. Everyone I have encountered made no money and eventually quit. But that is just anecdotal evidence. You can go out and do your own research. But how many MLMs still exist after five years? Most of them appear, stay in business for two-three years and then they are gone for some reason.

You have to spend a lot of time building up the business and really leverage your friendships. You have to convince them to go out and sell stuff just like you are trying to. So not only are you trying to create customers, you are really trying to replicate yourself. Create people who want to go out and sell exactly the same thing that you are. Usually when someone I know joins an MLM all of their friends disappear until they quit.

The capital required for starting up is usually whatever you can barely afford. I have seen these run in poor neighborhoods

where it costs only twenty dollars to get involved and I have seen it where you have to pay thousands to join. It usually goes like this.

SUCKER: How much does it cost to join?

MLM MONSTER: How much money is left on your credit card? Because that just so happens to be exactly what it costs!

To be successful at MLM takes years. If you are like insanely lucky, you can start making decent money within a decade. The odds are extremely low and you will probably lose all of your friends. But the possibility, however remote, does exist.

PHYSICAL BUSINESS

The idea of running a store and having people come in to see you and buy stuff all the time sounds really fun. I used to dream of that. Until I did some actual research. The average brick and mortar business is looking to make a 3-5% return each year. So if you invest \$100,000 expect to make \$5000 back at the end of the year. That alone probably makes you want to skip to the next section.

There is no scalability in a physical business in the short term. The only way to scale is to open up new locations. And if you do it too fast, the second location can bankrupt the first one. It is also not a magnitude business in general. You are selling a lot of items that are not extremely expensive. But your scalability is limited by the physical size of your store. The only way to

have a magnitude business is if you sell luxury items, like super cars or couture dresses.

To run a store someone has to be there every single minute that the store is open. That means you have to be there all the time or you have to hire people to be there all the time. If you start off with only staff there all the time, expect to go out of business. It takes a long time to build up a business to where a manager can run it while you are away all the time.

It takes a lot of man-hours to run a physical business. Usually you need multiple employees there at any given time.

The capital required to start is very high. You have to sign a lease on a location. You have to fix up the location so that it looks like your store dream. You have to fill the location with stock. You have to hire staff and pay them even before you sell anything. It takes a long time to earn a lot of money from a store.

There are a lot of risks as well. If someone falls in your store and sues you, you will be destroyed. If you don't advertise correctly you won't get any customers. If you can't sell your merchandise, you are in a room filled with garbage that you paid a lot of money for.

A physical business is the highest risk and lowest reward of all business models.

ONLINE BUSINESS

You can probably already tell that this is the best business model. It has the lowest risk and the highest possibility of reward. As long as you are a responsible and disciplined investor. Online businesses are infinitely scalable. You can sell an unlimited amount of your digital product. You can sell the same downloadable book millions of times.

What about magnitude? You can build an online business that is shaped like a pyramid. At the bottom you have books and videos that you sell for a low price but a massive amount of volume. At the top you sell seats in a mastermind or one-on-one coaching for a very high price. Private coaching provides magnitude.

This is the easiest business where you can leverage time and people. You can hire people internationally to do all of the work for a fraction of what you resell that work for. You can get people to do micro tasks for a few dollars. Those tasks add up to a real business. When the machine is correctly assembled you can run your business on an hour of your time a day.

You just check the numbers every day. Make sure more money is coming out of the machine than you put in. Make sure that everyone is doing their tasks and on time. Then go back to living your life. Do you really think I spend eight hours a day in front of a laptop?

You can start a successful online business for fewer than one hundred dollars. No other business model can be started so cheaply. The initial capital investment needed is so small. If you are frugal you can start small and slowly build using your own profits month after month.

My first business made nearly three quarters of a million dollars in its second year. It cost me five hundred dollars to start that business. So I know for a fact that you can make a lot of money quickly.

There is no better business model in the world right now than making money online. It allows you to bring in a great deal of wealth, it provides more freedom than any other business model and it lets you spend your valuable time on relationships rather than work.