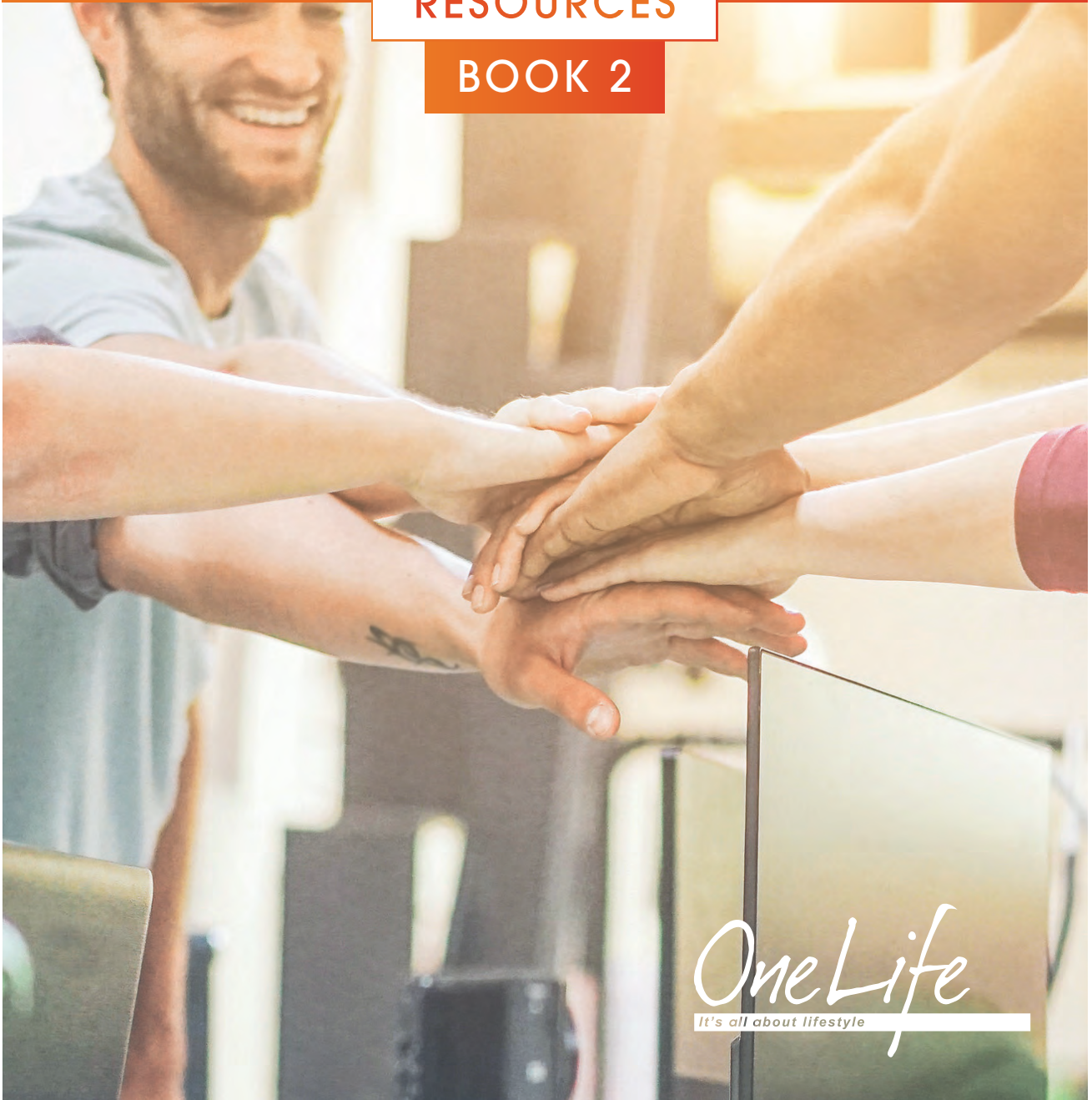




QUANTUM COACHING

RESOURCES

BOOK 2



OneLife
It's all about lifestyle

MORE PURPOSE, MORE PASSION, MORE PROFIT

Name: _____ Date: _____

RESOURCES BOOK 2

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BECOME A LEADER

Leadership is never given, it is always taken.

Become a Product of the Product.

The Most Successful People
are always a Product of the Product.

They Walk the Talk, they Talk the Walk.

If you don't...

- » Read Your 1-31 Card Daily
- » Read Your Vision for Your Future Daily
- » Follow Through on Your Commitment...

...It is very hard to have anyone else follow you!

Leadership in this area is all to do with
being able to **Lead Yourself**.

People are watching you all the time.
They will **follow** what you do and **duplicate your example**.

My recommendation is that you **be a shining example**.



Mandela

THE NATURAL LAWS OF ATTRACTION

The Law of Compensation States that the amount of money you earn will always be an exact ratio to:

1. The Need For What You Do
2. Your Ability To Do It
3. The Difficulty There Will Be In Replacing You

In our world, if you do poor work you get no money.
If you do good work you get poor money.
If you do excellent work you get good money.
If you do outstanding work you get excellent money.

You will notice that the compensation process always works a little bit behind where you think you are, so if you are getting poor money you are probably just doing good work.

What we need to be is Outstanding.

Set a New Standard
Become Outstanding
Defy the Odds and Step Up

You will be rewarded by the value that you add to people's lives.

Carefully note the Law of Compensation with these three important ingredients.

PRINCIPLE:

You Cannot Succeed Alone
You Must Build A Team



3 INCOME EARNING STRATEGIES

Hardly Anyone Understands *the Idea Of Money*.

BAD STRATEGY	M1
Trading Time for Money	95%
GOOD STRATEGY	M2
Investing To Earn Money	2%
GREAT STRATEGY	M3
Multiply Your Time Through The Efforts of Others	3%

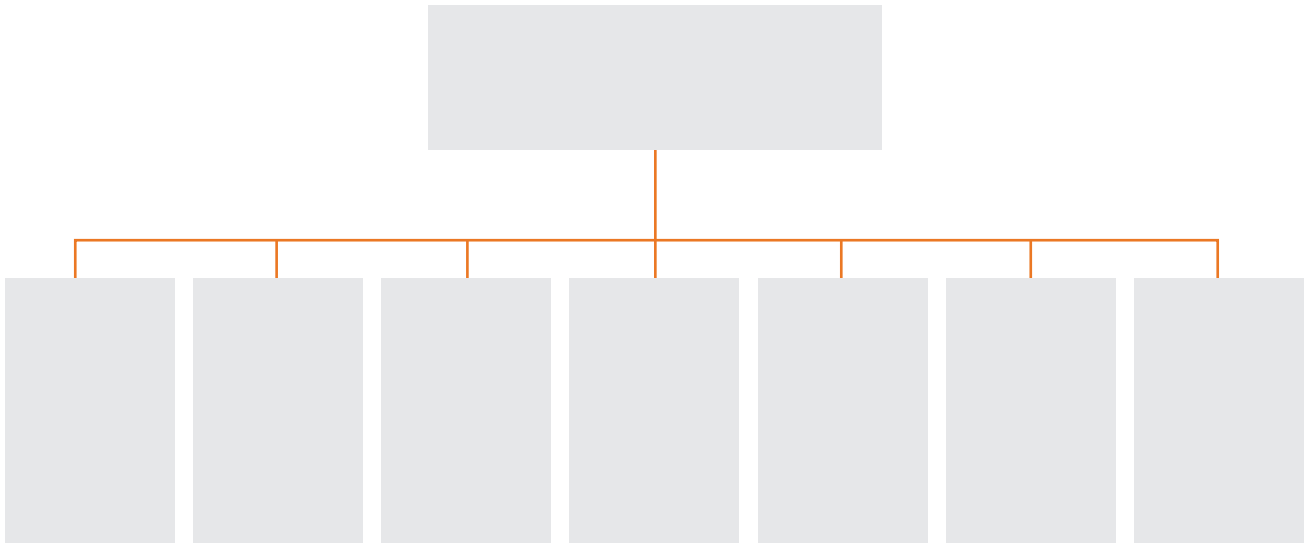
Establish Multiple Sources Of Income (MSIs)

97% of the World's money is controlled by 3% of the World's population.

Question:

When your annual income becomes your monthly income through M3 strategy, what is the first thing you would change?

MY DREAM TEAM



Mission:

Purpose:

Goal:

Affirmation:

“

**Change is Inevitable,
Growth is Optional.**

Roy McDonald

”

THE GAME OF LIFE & HOW TO PLAY IT

Here is Your Assignment...

You Will have a Buddy

You may like it or not, but they will be yours for the entire period this time around.

You Will Learn Lessons

You are enrolled in a full-time, informal school called life. Each day in this school you will have the opportunity to learn lessons. You may either like the lessons, or think them irrelevant and stupid.

**Whether you think
you can or can't,
in either case
you'll be right...**

Think about it!

There Are No Mistakes, Only Lessons

Growth is a process of trial and error, experimentation. The "failed" experiments are as much a part of the process as the experiment that ultimately "works".

A Lesson is Repeated Until it is Learned

A lesson will be presented to you in various forms until you have learned it, then you can go on to the next lesson.

Learning Lessons Does Not End

There is no part of life that does not contain its lessons. If you are alive, there are lessons to be learned.

"There" is No Better than "Here"

When your "there" has become "here", you will simply obtain another "there" that will, again, look better than "here".

Others are Merely Mirrors of You

You cannot love or hate something about another person unless it reflects to you something you love or hate about yourself.

What You Make of Your Life is Up To You

You have all the tools and resources you need, what you do with them is up to you. The choice is yours.

The Answers Lie Inside You

The answers to life's questions lie inside you. All you need to do is look, listen, and trust.

THE GAME OF LIFE & HOW TO PLAY IT

For Competent People There is Always a High Demand and Supply Has Always Been Low.

All over the world there has been a need for Outstanding people who have Committed to Outcomes and Results in their Lives.

The alignment of these results with the organisation – in our case the **OneLife Direct**, will reward you for your commitment.

Keep making the **commitment** to **step across** the **invisible line** of **fear** into the **area of freedom** and **your life** will **never be the same again**.

You will not only receive an **exceptional** income **reward** for your endeavours but you **can demand it all the rest of your life**.

THE NEED FOR WHAT YOU DO

OneLife Direct markets OneLife products, the most sought-after products in the world. Personal Development is the No.1 growth industry in the world today, inclusive of adult education.

Most people want to create a minimum of **5 Forms of Income**, to have more balance and harmony, to reduce the stress, to work smarter and not harder.

- » Most people want to be **Debt Free** and **Financially Independent**, part of a **7 Year Plan**.
- » They want **Choice in their Life**, they are **just like you**, they want to be a **Leader**, they want to **Make a Difference**.

We are **blessed** to be in a position where we create the program to achieve this, and we have a system to market it. And the people who run our system successfully are a Product of the Product!

A Product of the Product creates a need for people to follow your example. They want to be just like you – successful in all areas of their life.

Your job is simply to be an **outstanding example**, and know that you are on the journey. You may not be quite there yet: you are working **towards an outcome**. Each day you get **stronger**, each week you get more focused and each month you become more **masterful**.

Before the year ends, the **results will show up**, you will **sow** and you will **reap** the harvest – from what you **give out** you **get back** – it's a **natural law**. You are on the **road least travelled** and then you are **one of the 5%**.

YOUR ABILITY TO BECOME A PRODUCT OF THE PRODUCT

For example **OneLife Direct** is based on a system of marketing, in our case for an intangible product.

The intangible product is the **Outcome of a Balanced Successful Life.**

It is not like selling a car or a fridge or a bag of oranges.

It is Marketing...

A Way of Life,

A Way of Being,

A Way of Becoming.

Simply said – it is **What Most People Want.** However, people have great **fear** around this and can become anxious.

In particular, when the **key for success** is right in front of their eyes, their **Saboteur** will show up and **confuse** them.

You may well have experienced this yourself.

To be fair however, in the assessment of your ability to do the job, you need to be **your own 'boss'**. Ask your 'boss' to look at you and write a performance appraisal of you.

How Would Your 'Boss' Rate You in the Following Attributes?

1	Your Attitude?	1	2	3	4	5	6	7	8	9	10
2	Your Marketing Skills?	1	2	3	4	5	6	7	8	9	10
3	Your Time Management	1	2	3	4	5	6	7	8	9	10
4	Your Ability to be a Team Player?	1	2	3	4	5	6	7	8	9	10
5	Your Enthusiasm/Passion?	1	2	3	4	5	6	7	8	9	10
6	Your Appearance?	1	2	3	4	5	6	7	8	9	10
7	Your Commitment to the System?	1	2	3	4	5	6	7	8	9	10
8	Your Commitment to 1-31/Vision for Your Future?	1	2	3	4	5	6	7	8	9	10
9	Your State and Strategy?	1	2	3	4	5	6	7	8	9	10
10	Your Environment?	1	2	3	4	5	6	7	8	9	10

THE DIFFICULTY THERE WILL BE TO REPLACE YOU

When you look after the First and Second part of the **Law of Compensation**.

The Third part will take care of itself...

The Difficulty There Will Be To Replace You.



Very Difficult



Fairly Difficult



Not Difficult

Amateurs Compete.

Professionals Create.

A SIX FIGURE INCOME

My Income \$ _____

Do not permit old conditioning to prevent you from becoming everything you are capable of becoming, or from earning the income you choose to earn.

Understanding

Intellect

Comfort Zone



FREEDOM

Every conflict is a set of opposing ideas. All of us have had the feeling; knowing what we should do on the one hand, and doing what we feel like doing on the other.

By understanding the two opposing forces warring within us, we come to a knowledge of the truth: we no longer remain slaves. A clear understanding will make us masters.

By reducing your six-figure income to the ridiculous, you will make it easier for your conditioned sub-conscious mind to accept...

Income I will earn over the next year: \$ _____

Decide on the number of months you have chosen to work, then divide your annual income by that number (leave yourself time to enjoy your wealth).

Income I will earn each month: \$ _____

Now reduce this figure to an even smaller amount. Each week will be divided into two units:

Unit 1: Monday through Wednesday

Unit 2: Thursday through Sunday

There will be eight units in each month. Divide your monthly income by eight.

Income I will earn each unit: \$ _____

Now reduce this figure to an even smaller amount. Each week will be divided into two units:

Income is Governed by Natural Law

To make certain you earn six-figure income, it is absolutely essential that all of conscious attention is focused on the cause of earning the income you desire.

New Habits

Choose three activities, any one of which you know would generate you the commissions necessary to reach your unit objective. These would be activities you may be periodically involved with, but are definitely not habits:

1. _____
2. _____
3. _____

“

The Law Of Cause And Effect Is The Law Of Laws

”

A SIX FIGURE INCOME

The Difference between Comfort and Luxury

Hard work and honesty alone have never made a person wealthy. Clear thinking, good habits and dedicated service will make the difference for you. Choose two of the three activities you wrote on the previous page and make an irrevocable commitment to do both these activities until they are deeply rooted habits.

1. _____

2. _____

Focus on What You Do...

Words are words, explanations are explanations, and promises are promises.
And performance is reality. Performance alone is the best measure of your confidence, competence and courage.
Only performance gives you the freedom to grow as yourself.

Mentally prepare to make a commitment that you will personally hand to your Team Leader within the next 48 hours.

The Only Thing
That Can Grow
In Your Life
Is What You Focus On....
And Give Energy To



LEVERAGE

- » MENTORS
- » DREAM TEAM
- » NETWORK
- » INFINITE NETWORKS
- » TOOLS & SKILLS
- » SYSTEMS

WHERE ARE YOU?

-  1. No Idea
-  2. A Gambler
-  3. A Giver/Spender
-  4. A Saver
-  5. A Hobbyist
-  6. A Trader
-  7. An Investor
-  8. **An Entrepreneur**
-  9. **A Creator**

95%



5%

FACTS VS OPINION

“The Truth Will Set You Free”



95% Are Savers and Prayers...

They Buy, Hold and Pray.

“Investing is Risky”
OPINION

“Being Out Of Control is Risky”
FACT

The More Control You Have, The Less Risk You Have
CONTROL, CONTROL, CONTROL

**CONTROL IS MORE IMPORTANT
THAN OWNERSHIP**

Eg. Use Option with Property Purchase

RUNNING YOUR OWN BUSINESS

The Five Secrets

There is an important secret to growing wealthy and that is that you must either own your own business or have an arrangement that gives you the same legal incentives, bonuses and tax deductions (for instance, be a contractor who takes responsibility for your own taxes). It is the only way to real financial freedom, and one of the five forms of income we recommend that everyone should have.

No boss will ever pay you what you think you're worth. Learning to effectively run your own business gives you the chance to lift the lid on the income limitation created by working for someone else.



1

2

3

4

5

1 The 1st Secret of Running Your Own Business

YOU MUST BE PASSIONATE ABOUT WHAT YOU ARE DOING

My studies of all successful people in business have shown that they love what they do. They're not just doing it for the money.

If you are just working for the money, it is almost impossible in the long run to be successful, because the money will never fulfil your real desires and needs.

2 The 2nd Secret of Running Your Own Business

YOU MUST HAVE TALENT, YOU MUST BE AN EXPERT, YOU MUST BE SPECIAL AT WHAT YOU DO

If you're none of those things, then find someone who is and promote them. You need to be different and have a way of packaging what you do that makes it (and you) stand out.

3 The 3rd Secret of Running Your Own Business

DESTINY

You need a sense that what you are doing is your destiny. In other words, you were born to do this - you are 'on purpose' in what you are doing.

These three secrets combine to form an absolute success formula. If you study all successful people, and particularly the really consistently wealthy ones, they have these three elements present.

4 The 4th Secret of Running Your Own Business

LIFE CHOICES

The reason to be in business is to 'get' your life. Most people give their life to their business. Being in business should give you more choice, not less.

5 The 5th Secret of Running Your Own Business

ACQUIRE YOUR OWN BUILDING

Your business should provide you with the income, position and a reason to acquire your own building from which to operate. It costs generally about the same to rent what you can buy. So why not own it, rather than pay someone else. In this way you receive the capital gain, the improvements you add to it are yours, and there is a feeling of confidence and commitment to the future.

My experience shows that most businesses appear to make more money long term in asset terms from the increasing value of the building that they have purchased, than the entire business made from its capital growth. In other words, the business provides an income flow, whereas the building provides a growing asset.

Over the long term (if you are experiencing hard times) or if you have been able to reduce your ultimate debt on the building, you can determine the rent you really want to pay. As a tenant you don't have that option.



Bonus Secret of Running Your Own Business

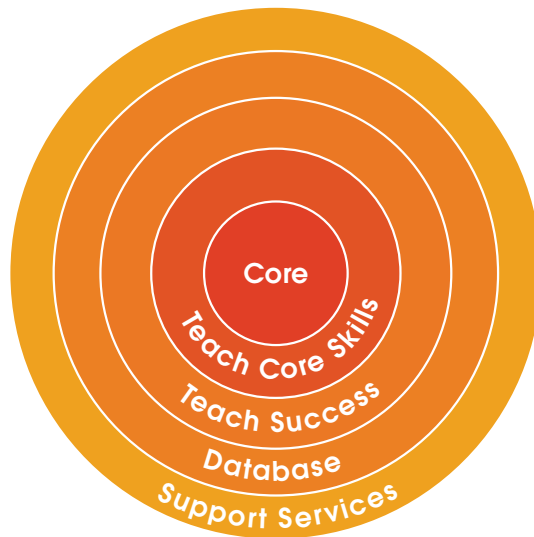
ALWAYS REMEMBER, BUSINESSES NEVER FAIL - PEOPLE JUST GIVE UP

It's like relationships. They never fail - people just give up and say they've had enough. This may well be appropriate at the time, and sometimes it is far too soon to give up.

I've seen businesses that I believed had very little chance of succeeding, and through the determination and commitment of their owners they were turned around. Equally, I've seen people with businesses that I felt would be very easy to fix, and yet their businesses basically fell apart because the people gave up.

FIVE WAYS TO MAKE A PROFIT FROM YOUR OWN BUSINESS

You can make money from more than just running your core business. The diagram to the right represents a different way of looking at the income streams available when you own your own business.



Ask Yourself these Questions About Your Own Business

1. What is my core expertise?

2. How can consumers learn from me?

3. How can I teach my team members to be teachers?

4. Do I have a database, and am I using it effectively?

5. How can I sell the whole system to others to do the same?

Ring No. 1 - Core Expertise



Core

This is something that you are good at, something you know a lot about. You may have a new technology, or you may use an old expertise and with a new marketing strategy.

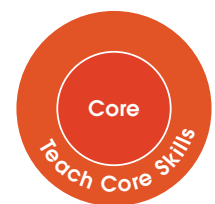
You are looking for a hungry market, which wants to know what you know. They are highly motivated to solve a problem or a frustration, and you have the answers.

You could use the example of a school of fish, and ask the following questions:

- 1. Does the market contain enough fish?**
- 2. Is the school of fish growing or declining?**
- 3. Where are the fish and what are the feeding patterns? Are they really hungry?**
- 4. Is the weather cooperative for ideal fishing conditions?**
- 5. Is there certain bait that makes them bite like crazy?**
- 6. Are they willing to come out from the safe, dark depths and chase my bait?**
- 7. Have I got a process to land these fish once they're on my hook. Can I bring them in?**

These seven questions provide a special code to process the whole marketing exercise. Cracking the code is where the secrets really lie. It may be valuable to hire an outside consultant if you can't crack your code.

Ring No. 2 - Teaching Consumers How to Succeed at Your Core Expertise

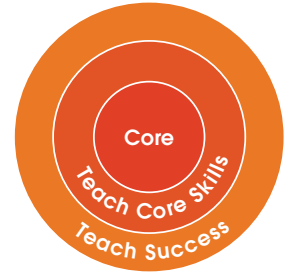


Let's use real estate as an example. Say your job was to train others to purchase real estate well, as some property investment advisers do. There are many ways to pass information on:

- Personal one-to-one coaching
- Interactive workshop training
- Classroom training
- Books, magazine articles
- Correspondence
- Videos
- Self-paced learning courses

Remember, if you are not good at creating the training methods and materials, it doesn't matter. Other people can do it for you. If the idea is good enough, people with that expertise can transform it into a training program.

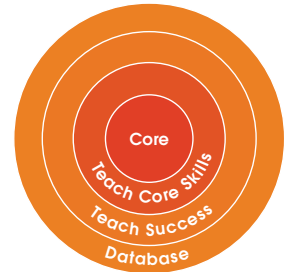
Ring No. 3 - Make a Business of Teaching These Same Success Skills to Other People, Who Will Then Create Their Own Business Using Your Methods



In other words, replace yourself in Ring No.2. For instance, this could be developing and selling licences or franchises to run your type of business, using your business systems.

Ring No.4 - The Database

It is essential that you create and maximise your database. It should contain all the clients you have been working with.



REPEAT SALES

Companies who know the 'life time value' of their customers almost all make more money from the subsequent sales than they do the first sale. The real objective for these people is to have the customer on their database in order to make repeat sales. Other people miss this entirely and spend enormous amounts of money constantly looking for new customers.

Let me give an example. I am dealing at present with a client who has just started a car washing business. I asked him if he kept the names of his clients. His answer was "No". I then asked him, "Do you think the car you just washed will get dirty again within the next week or two?"

He of course answered, "Absolutely". I said, "Well, how about putting that person on your database. Also, when they're still with you, what about saying to them, 'When would you next like your car to be washed? Can I ring you to make an appointment, or shall we set a time right now?' " "In this way you have a lifetime client, coming in on a regular basis every two to three weeks for a wash and possibly every few months for a detail and polish, depending on the preference and needs of the client."

"Can you see the value of such a system? It sets the value of the business which can ultimately be sold, because it has a regular clientele. It also saves you having to constantly look for new clients."

BACK-END SALES

As well as helping you run your own business profitably, you can mail them information about other compatible products, which you sell on behalf of another company. Or you might promote another company's service, and receive a commission direct from the associated company for customers they get from your efforts. This is often known as the 'back end' of the sale.

Using the example of the car wash owner, back end sales for him could be window tinting, tyre sales, windscreen repairs, panel-beating work, installation of sound equipment, upholstery and leather seat work, the fitting of tow bars, motor repairs, suspension, brakes, tuning.

Other ideas:

- You may rent your list to a mailing rental agency.
- You could provide access to your list to a compatible and non-competing business.
- You could become a joint venture partner with someone else.
- You could also become a direct marketer of your own database.

The most valuable asset you have is your database.



Ring No. 5 - Provide support services for other people in the other four rings

When you've worked out how to do the four rings successfully, you can make money showing others the practical steps in how to successfully develop their businesses.

Following the example of the young man with the car wash business, if he follows this process his ultimate plan will be to sell the systems and processes to anyone else who wants to develop a similar business.

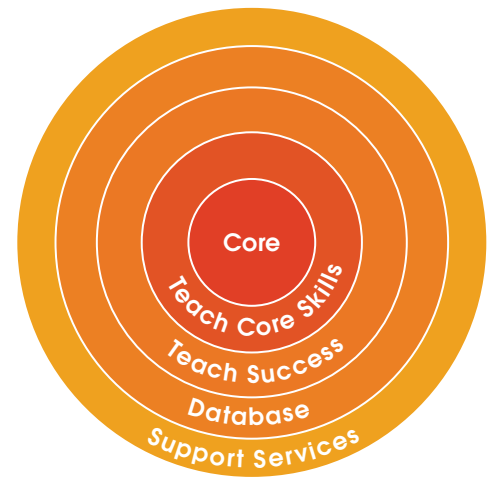
In other words, once you know how to make a chocolate cake you can make as many chocolate cakes as you want, and more importantly, almost the same technique makes a fruit cake, or a lemon cake, or any other form of cake.

All businesses are basically the same.
They have two very important common factors:

1. They must be profitable
2. They involve people

It always surprises me that people focus so much on the product, as if it is so unique or important. Although the product is important, the experience that people have with the product is more important. Generally it is the marketing, finance and administration of the business that actually determine it's success, not the product itself. The operation side of the business is one of systems, which must be easy to develop and must maintain client satisfaction.

This gives you great leverage. The systems that you develop can be passed on and franchised to many people. Very few businesses develop and write down good systems - therefore they are a very valuable asset.



12 RULES FOR STARTING YOUR OWN BUSINESS

1 Know What Business You Are In.

2 Get 'On Purpose' - Do What You Love and The Money Will Flow To You.

3 Design Your Lifestyle, Then Choose The Business Which Supports That Lifestyle.

4 Become the Best in Your Field of Activity.

5 Ride the Trend That is Growing.

Instead of the one that is fading.

6 Be a Copycat.

You don't have to be the first in anything, you don't have to start the trend. You can follow others who are doing well in an area, and be different and improve it.

7 Watch Your Costs and Overheads.

This is particularly with employees. Be slow to hire and fast to fire.

8 Invest in The Best Technology You Can Afford.

With technology then train and develop your team.

9 Empower the Team.

Empower the team that you are working with and share your abundance with them. It is better to have three people earning lots of money and really going for it, than ten people struggling to make ends meet.

10 Know Your Strengths and Weaknesses.

Build on your strengths and manage your weaknesses.

11 Have Around You the Best Team of Advisers, Whom You Respect.

Your areas of weakness should be supported by people who are excellent in the role (these people don't have to be employed, they can be on contract to provide a specified end result and paid on results).

12 Systems Are The Solution.

Remember, you must allocate a minimum of 20% of your time to work on your business, and 80% to work in your business.

BONUS TIPS TO RUNNING YOUR OWN BUSINESS

Make sure you **pay yourself a wage**. Make it realistic, and know within twelve months you must get at least what you were earning before you started the business. Set yourself a **goal to increase your earnings by 20% each year**.

This means that **every 3.6 years your income will double**.

Remember that 80% of business problems are internal. Don't spend too much time worrying about competition, what the government is doing, interest rates, or other external things. Always look internally for where the blockages are and who is creating them.

When there are internal problems, you will almost always be part of that problem. **Notice whether you are focusing on what doesn't work**, rather than focusing on what needs to work.

Instead of blaming others, the question to ask is:

"We obviously don't have a system to prevent this problem. What do we need to do to find or create one?"



SUMMARY

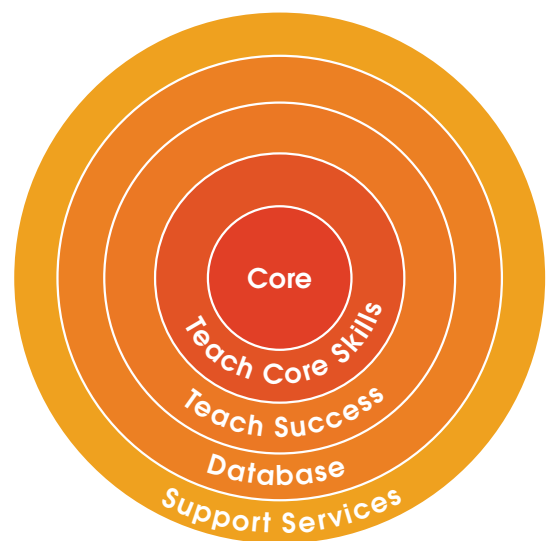
The Five Secrets

- 1 You must be passionate about what you are doing
- 2 You must have talent, you must be an expert, you must be special at what you do
- 3 Destiny
- 4 Life choices
- 5 Acquire your own building

Always remember, businesses never fail - people just give up

5 Little Known Ways of Making Profit From Your Business

- 1 Core expertise
- 2 Teaching consumers how to succeed at your core expertise
- 3 Make a business of teaching others your core skills
- 4 The database
- 5 Provide support services



Rules For Starting Your Own Business

- 1 Pay yourself a wage
- 2 Remember that 80% of business problems are internal

CREATING LASTING CHANGE

Do you have something you really want to change in your life? Is there something that you haven't been able to get yourself to do, no matter how hard you tried, or how much willpower you thought you had? If the answer is "yes" and you want to make that change, then you're going to enjoy this. These six fundamental and simple steps are master systems for creating change. Anyone can use them to increase the quality of their life, and do it now – not just wait until "someday".

Whether or not you are aware, you have been making decisions on a daily basis your whole life and today you need to decide what kind of changes you really want to make.

CHANGE THE WAY YOU FEEL ABOUT SOMETHING

- Become aware of how you feel about yourself
- Expand your view of who you are and what you are capable of achieving
- Perhaps you have an unforgivable/unforgettable experience from the past, the loss of someone special, a moment where you made a vow to yourself
- Decisions can be made and emotions can be changed in a heartbeat

CHANGE YOUR BEHAVIOUR

- Stop your reactive habits such as drinking, overeating, or getting angry
- Be in control of our own destiny and what you have to do to achieve it

It is important to find out why you do anything in the first place, much less how you are going to change it. Everything we do is to either to avoid pain or gain pleasure, and from there we form a pattern and do it consistently. This change we are talking about is a long-lasting, consistent change. This change can only occur once we break the pattern we have developed for getting out of pain and into pleasure. There are a number of different strategies, including the following. You might want to add a few of your own...

- | | |
|---------------|-----------------|
| 1. Drugs | 6. Skydiving |
| 2. Smoking | 7. Singing |
| 3. Alcohol | 8. Comfort Food |
| 4. Television | 9. _____ |
| 5. Reading | 10. _____ |



Who you are today is being shaped by these patterns and strategies. If you want to develop consistent and long-lasting change, then you need to develop a new set of patterns of how to get out of pain and into pleasure. All you need to do to change this is to interrupt the pattern and replace it with something that is more effective.

For example, when you're feeling overwhelmed, it is because you're focusing on and making pictures of all the things you have to do.

Focus on the most important thing you need to do, which you know you can be in control of, and do it. After you are through with that, you can continue by looking at the next thing. By chunking things down you won't be so overwhelmed.

There are many emotions that people generally feel when they turn to these strategies. Here are a couple to consider, and you might like to add a couple of your own...

1. Boredom
2. Frustration
3. Sadness
4. Loneliness
5. Hurt
6. _____
7. _____
8. _____
9. _____
10. _____

THE SIX FUNDAMENTALS

- 1** Decide What You Want and Find Out What is Preventing You From Getting It
- 2** Get Massive Leverage On Yourself
- 3** You Must interrupt Your Old Patterns
- 4** Create an Empowering Alternative
- 5** Condition Your New Pattern Until It Remains Consistent
- 6** Test It



SO NOW THAT YOU KNOW WHAT YOU NEED TO DO, WHY DON'T YOU DO IT?

It's not the technology that doesn't work; it's the way that it is applied. There are so many therapists who are trying to help people and only a small percentage obtain results for their clients. What are they missing when they fail to make the change? The truth is that change happens in a moment – in a heartbeat. It doesn't have to take 10 years to make a change, yet that's how long it takes some people to make the shift.

Change only happens when we change what we link to a given situation in our nervous system. As long as you are dieting and you view that as being painful, then you will choose the foods that you are addicted to. To make the change you will need to learn how to associate massive pain to these foods so that you don't consider consuming them again.

This change is not an "intellectual" change. You already know that you shouldn't eat certain foods. Where a person has experienced a horrible emotional event where they are left feeling helpless, violated, or tarnished, then they will be in pain. When you change the meaning and sensations linked to the food, it will become a positive set of sensations.

There are six giant steps that you will take that will give you the outcomes you desire. Think of a change that you are committed to making once and for all. Perhaps it is something that you haven't followed through on and while you think about this challenge in particular, we will go through the six steps as listed above.

1 Decide What You Want and Find Out What is Preventing You From Getting It

You must start here with clarity. You must have a compelling reason that will drive you to achieve your desired outcomes. Although it sounds simple, the first thing people focus on when they want to make a change is what they don't want. It's important to know what you want to change and be clear and precise. Be clear on what is stopping you - you know the answer to this question. The false belief that you don't know what's holding you back is a belief system that keeps you from changing. From this day forward you need to face the challenge and admit that you always know what's holding you back, be aware of it and change it. If you are linking pain to this change, then you will need to face this challenge so that you will experience pleasure and have more juice in your life.

Write down your ideas on what has prevented you from making this change up to now?

2 Get Massive Leverage On Yourself

If you aren't changing anything, it's simply because you are linking more pain to change than to staying the way you are. It needs to be compelling and gear up and accelerate the amount of pain we link to the emotion so that change becomes an absolute must. Be aware of your language "I really should lose weight" or "I should go out and start my own business" and nothing will change until you make it a MUST. Know that if you are out of control then you are doing it to yourself and that you are responsible for every outcome that you have in your life right now. It's not a matter of capability; it's a matter of your internal motivation.

If someone is injured and receives sympathy, they could receive much pleasure from the attention and kindness of others that they do not recover and continue to show the symptoms. You need to get so excited to have the outcomes that you desire, find someone who is successful and living in the way that you want, who can be a role model who inspires you, who is living the change you want to have.

Link so much pain to not achieving those outcomes like “What am I missing out on or have already missed out on?” **“I won’t accept this anymore. Not another minute, not another day.”**

Make it an absolute must, think about the pain, and think about what you will achieve if you do make the change. 80% of making a change is having a strong enough WHY and 20% is how to do it. The definition of insanity is doing the same things over and over and expecting a different result. “What am I missing out on – or have already missed out on? I won’t accept this anymore - not another minute, not another day.”

3 You Must Interrupt Your Old Patterns (Scramble)

Whether it’s reaching your arm out for the reward or putting the food in your mouth, whatever it is, you need to interrupt your pattern. Do something out of the ordinary and totally unexpected; we are not deliberate in our approach to breaking patterns. Look at your physiology and your images of the worst situation and the lowest expectation. Change your state, put your shoulders back, and change your visual images to create positive and enlightened picture. Think of something you are really committed to changing, now imagine that memory with its negative emotions and see it like a movie. Use the scramble technique by running it over again and again in your mind’s eye. Each time change some aspect of it, turn the faces of others into a caricature, play silly music in the background, visualize brighter colours and do this 20 times until it is unscrambled. The more outrageous your pattern interrupt, the more effective it will be – we just have to break the pattern.

Think of some techniques that you could use to interrupt your patterns of overeating, drinking, smoking, or other addictive patterns.

4 Create an Empowering Alternative

You must preserve the intention of your old behaviour, where you were keeping your hands busy, or viewed it as a reward. You need to find the alternative for the intention that will give you the same benefits, without the negative side effects. Outside leverage is only temporary. People who decide to stop the addiction on their own is primarily internal leverage which is much more powerful. For those who want to find a replacement for their addiction we need to give them better alternative behaviours, which are more pleasurable, gain spiritual enlightenment, and stay away from the addictive behaviour. Find someone successful who you can relate to who has found the leverage that you desire, find out how they broke their pattern and find out what they have done.

So what are the alternative behaviours for you? Instead of only changing your emotional state, what will you do physically to get yourself out of pain and into feeling good?

5 Condition Your New pattern Until It Remains Consistent

Now that we have this new pattern, this new way to feel good, we need to ensure our mind always goes there without trying too hard. Conditioning is basic and every time you use your new pattern this will very soon be the dominant pattern of your life. The positive direction.

Write down a couple of things you can do to stick to this new conditioning.

6 Test It

Use a future pace. Sit down and close your eyes and imagine the situation where you have made a change and see how you react. Do you feel resourceful or not? If you haven't broken the pattern then recycle the six steps until you have the results you are committed to achieving. Be clear on what you want and ask yourself, will any of the changes support my values and beliefs, and also support the people who surround me.

Go out in the next 30 days and change everything to have the world the way you want it. Take control; enjoy the process of making change. Break your patterns in fun ways and make the most enjoyable changes you have ever made.

The above is a summary of the 'Creating Lasting Change' module from 'Lessons in Mastery' by Anthony Robbins.



SEVEN QUESTIONS, YOUR PLAN & YOUR STRATEGY

Welcome to the first day of the rest of your life. You have a great chance to have a really good look at what you are going to do with the rest of your life. OneLife's Launch program is about your **relationships, your health and your finances.**

Here Are Seven Important Questions:

1. What Do You Want (If You Could Not Fail)?

Your Relationships

Your Health

Your Finance

2. Where Would You Like To Live?

3. Who Would You Like To Live With?

4. What Would You Like To Do?

5. Why Do You Want This?

6. When Would You Like All Of This To Happen?

7. How Are You Going To Do This?

Your Plan

Your Strategy

THREE KINDS OF MOTIVATION

1

Incentive Motivation

Reward (Temporary)

2

Fear Motivation

Punishment (Temporary)

3

Attitude Motivation

Change (Permanent)

SUCCESS

GOALS

MOTIVATION

ACTION

At OneLife, We:

- 1 Achieve results
- 2 Help people make permanent change in their life
- 3 Use spaced repetition
- 4 Move from motivation to action
- 5 This works by LAW

OneLife Programs:

- 1 Practical
- 2 Use Spaced Repetition
- 3 Convenient
- 4 Motivational
- 5 Results

THREE STEPS TO **BUILDING FINANCIAL SUCCESS**



PLAN

1 Plan on **How to CREATE Your Money**

2 Plan on **WHAT TO DO WITH the Money After You Create It**

» How to Keep it

» How to Grow it

If You Don't Have a Plan for Your Money...

The Government Has One

So Has Everybody Else...

Like the Real Estate Agent, the Sales Guy, Clothes Shop, Credit Card People, etc.



ASSETS /LIABILITIES

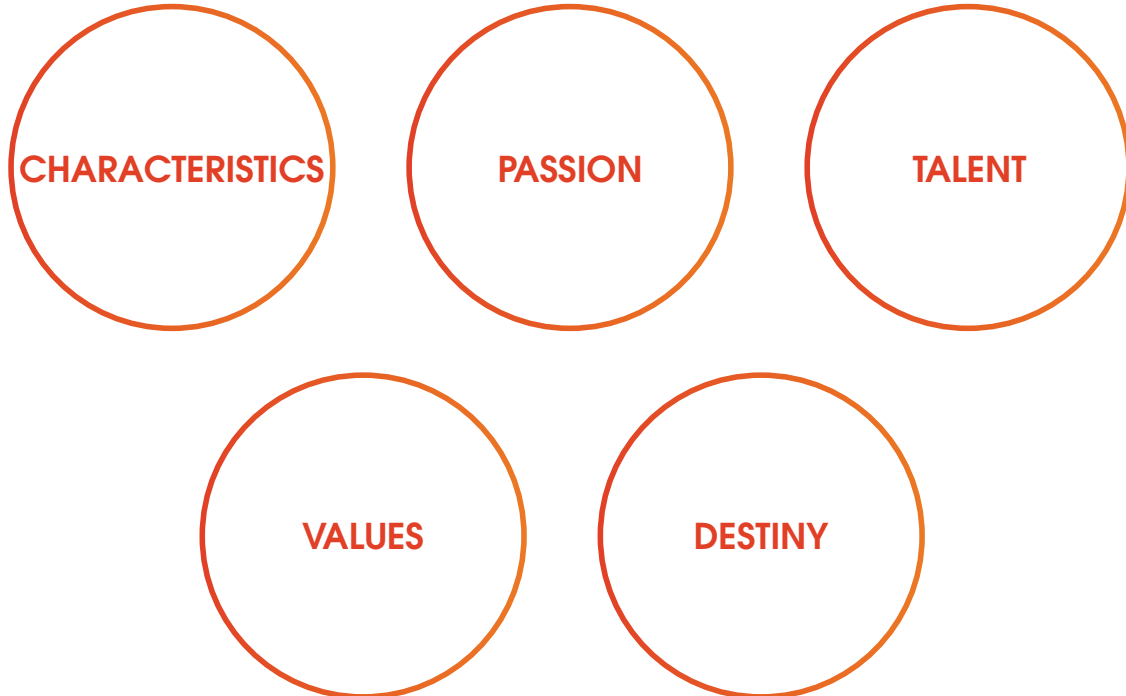


RULES OF THE FINANCIAL GAME

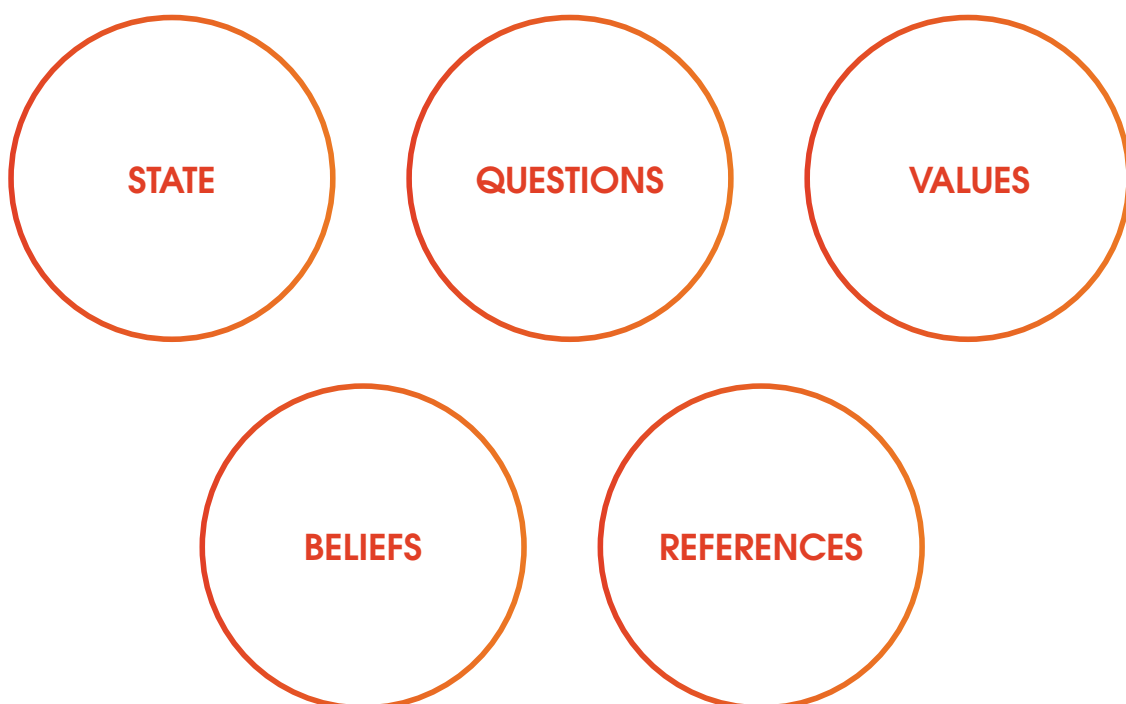


- 1** Take Control of your Cash.
- 2** Acquire Assets, not Liabilities.
- 3** All P.A.Y.G. pay tax first, therefore cannot save first.
P.A.Y.G are: Taxed when they Earn
 - Taxed when they Spend
 - Taxed when they Save
 - Taxed when they Invest
 - Taxed when they Transfer
 - Taxed when they Die
- 4** "Tax is Optional" - your job is to Create Money and Build Businesses.
- 5** If you are in Control you can Manage the Risk much better.
- 6** Don't Evade Tax - it is simple to Create Money (if you evade tax - you may go to jail and end up with a new boyfriend)

TAP INTO YOUR GENIUS



NOTICE YOUR...



ONE MINUTE MILLIONAIRE

HOW THE INVESTMENT OF ONLY ONE DOLLAR PER DAY GROWS INTO \$1,000,000

% Interest	Number of Years to Grow into a Million Dollars
3%	147 yrs
5%	100 yrs
10%	56 yrs
15%	40 yrs
20%	32 yrs

You can literally become a millionaire by investing as little as a dollar a day (*\$30 per month*).

TO BECOME A MILLIONAIRE IN THIS LIFETIME, ALL THAT IS REQUIRED IS:

- 1 The ability to find investments that yield at least 10% after tax
- 2 The discipline to keep up the process, year in year out

A DOLLAR A DAY INVESTED AT VARIOUS INTEREST RATES FOR 66 YEARS

% Interest	Amount Accumulating
0%	24,000
3%	77,000
5%	193,000
8%	1,000,000
10%	2,700,000
15%	50,000,000
20%	1,000,000,000

FOUR STEPS TO YOUR FIRST MILLION

- 1 Decide that it's okay for you to become a millionaire
- 2 Practice imagining yourself enjoying an abundant lifestyle
- 3 Spend less than you earn
- 4 Invest the difference

YOU CAN BECOME A ONE MINUTE MILLIONAIRE

It only takes a minute to decide it...

It only takes a minute to visualise it...

It only takes a minute to save it...

It only takes a minute to invest it...

In the whole, wide world of money there are only four major ways of becoming a millionaire. No matter what your background, you can learn to master one of these areas.

Four Millionaire Modalities

- 1 Business - Marketing products, services, or ideas
- 2 Investments - Accumulating shares of stock, bonds, CD's
- 3 Real Estate - Owning properties
- 4 Internet - Expanding possibilities

"The Mountain Range of Wealth"

Imagine yourself in conversation
five years from now...

"I made my millions in Business"

"I made my millions in Real Estate"

"I made my millions by Investing in the Stock Market"

"I made my millions on the Internet"



THE MILLIONAIRE PRINCIPLES

Are simple yet powerful models that help us understand how the world works. Principles generate the same result each and every time no matter where, when, or who uses them. Principles work when you work them.

Gravity is a principle. When you wake up in the morning, you don't have to question which way your foot will go when you get out of bed. It goes down, never up. Likewise, two times two is always four. It never equals five. Principles don't wear out, rust out, or give out. They last forever. They are timeless and tireless. Principles cannot be over-used. Life is the process of discovering principles – of discovering what works.

If you want to make rapid progress, don't fight against principles – flow with them. Say these words aloud: "I discover the principles that work and work them. I am forever learning new principles that inter- accommodate with what I already know, to the betterment of my life and my world. As principles are revealed to me, I cheerfully record them, use them and share them. Principles are without question the fastest way to what I want. We believe that there are at least 24 Principles of Wealth.



THE AHA'S

1ST AHA - EVERYONE MANIFESTS

To turn thoughts into things, to pull your desired object into existence is to Manifest.

If you don't have what you want, examine your thoughts.

Ask yourself, "How did I manifest this?"

Images in your mind become your reality.

What you think, you sow, and ultimately reap.

Plant quality thoughts for powerful outcomes.

2ND AHA - BE-DO-HAVE

First, Be -

Be an Enlightened Millionaire by Giving

Then, Do -

Do what you Love, add Value & Leverage it.

Then you can Have -

Have all the Prosperity you want.

3RD AHA - LIVE LIFE ABOVE THE LINE

Choose to Learn instead of to Blame or to Justify.

View life experiences from the point of Personal Responsibility, from above the line. Have direction, control and command over your existence when above the line.

When things don't go your way, learn from each situation, and the next choice will be wiser.

LEARN

BLAME

4TH AHA - ABUNDANCE IS YOUR NATURAL STATE

There is more than enough to attend to the needs of everyone, everywhere, and simultaneously create a sustainable ecology and economy.

Opportunities and blessings flow to individuals who embrace an Abundant Attitude.

Sharing always creates more. Who can absorb the Abundance of a sunset? There is plenty for each to drink, absorb, photograph and share.

5TH AHA - GIVERS GET

“Give, and it will be given to you”.

The most loving people receive the most love, the most friendly people have the most friends. Give more to receive more.

Embrace this notion by combining faith and action.

Take a leap of faith, and then find plenty before you.

6TH AHA - CHANGE YOUR REALITY IN A HEARTBEAT

Control your thinking and you control your results:

- Turn down the volume of your Negative Internal Voice

Use a rubber band...SNAP!

- Turn up the volume of your Positive Internal Voice

Snap Yourself Every Time You Find Yourself Saying:

- I don't know where to start.
- I'm not smart enough.
- I can't afford it.
- I'm not good enough.
- I'm not worthy.
- I can't do it.
- I'm not well-enough connected.

Replace Your Internal Dialogue With Words Like These:

- I'll start right now with what I have.
- I'm smart enough to figure this out.
- I CAN afford it if I really want it.
- I AM good enough.
- I AM worthy.
- I can do it.
- I'll find out how to get connected.

7TH AHA - WORDS TRANSFORM

Focus on the words you speak. They have a huge impact on both your External and Internal Reality.

Words have power. Whatever you say comes back to you like a boomerang. Choose your words carefully. Speak only with Good Purpose.

If it doesn't serve, don't say it.

8TH AHA - YOU ARE YOUR WEALTH

All you need is a good idea and the commitment to do it.

All the rest can be borrowed.

Take Stock of Your Resources...

Assets	Liabilities
Cash	Debts
Securities and other liquid investments	Obligations
Real Estate	Mortgages
Cars, equipment, other tangibles	Bank Loans
Furniture, jewellery, personal items	Promissory Notes
Internal Assets	Internal Liabilities
Creativity, imagination	Anger, small-mindedness
Vision, generosity	Perfectionism, pettiness
Courage, boldness, persistence, integrity	Fear, anxiety, hesitancy
Expert connections & databases	Bad reputation
Valuable skills: Selling, persuasion, marketing	Laziness
Time Management	Poor Organisation

9TH AHA - WEALTH IS FREEDOM

The Great Freedoms:

Money freedom

Your future days are prepaid. Be fully Abundant.

Time freedom

Your work is your play

Relationship freedom

Have love and time to explore it

Spiritual freedom

Discover who you are

Physical freedom

Maintain your health for ultimate wealth

Ultimate Freedom

Pursue your true genius and how to apply it

10TH AHA - IT ALL STARTS WITH A DREAM

Give yourself permission to dream a big dream. You can have it all.

Imagine yourself living a life of balance: Financially, spiritually, socially, physically.

Do these visualisations every day during our program, and notice the amazing changes in your life.

11TH AHA - CLARITY IS POWER

How to think about your goals: Don't think of your goals, think from your goals.

Visualise your goals as though they have already happened.

Touch, smell, taste, listen, see; as though it is real now.

12TH AHA - MORE CLARITY IS MORE POWERFUL

Write your six major goals down on paper every morning and then affirm them.

Start your goal affirmation with "I am happy". It is an attitude that will give you altitude in business and in life.

Writing your major goals and affirming them will magnetize your mind to what is to be accomplished that day.

13TH AHA - TAP INTO YOUR GENIUS

Every person has unique genius, and a destiny that only they can fulfill.

You have unique talents, abilities, interests and values that only you can bring into greatness.

Expressing your genius is knowing what you want to do with your life and doing it because it expresses who you really are.

Four Characteristics of People Who Are Expressing Their Genius:

- 1. Passion** - They love what they do
- 2. Talent** - They are good at what they do
- 3. Values** - Doing what they do is extremely important to them
- 4. Destiny** - They are doing what they were born to do

Answer the following questions to compile your Genius List...

Passion

What Do I Love to Do?
 What activities give me satisfaction?
 What excites me about life?
 What is my secret ambition?
 What are my hobbies?

Talent

What Am I Good At?
 What do I get complimented on?
 Where have I excelled in the past?
 Where have I been successful?
 What are some of my strengths?

Values

What Is Important To Me?
 What would I do if I were wealthy?
 What do I stand for?
 What won't I stand for?
 What would I risk my life for?

Destiny

What Was I Born To Do?
 What is my unique mission in life?
 What does God/Spirit want me to do?
 What are my unique opportunities?
 Where can I make a difference?

14TH AHA - LOVERAGE

Do what you love and are passionate about, and the money will flow. This is leverage – emotion is the force that propels human action.

1. Do what you Love

2. Add enormous Value

3. Leverage it

Which items on your genius list make your emotions sing?

List them below.

My Potential Path To Riches List:

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

15TH AHA - IMAGINATION TRUMPS WILL

When your Will (your rational, logical self) comes in conflict with your Imagination (your creative, right-brained self), your Imagination always wins.

Imagination is the key. Imagine the best that could happen, and more often, it will.

16TH AHA - THE SIZE OF THE QUESTION DETERMINES THE SIZE OF THE RESULT

By asking the wrong questions, you are living below your True Potential. Use the talents and abilities you are capable of.

Ask yourself better questions, and your results will vastly improve.

Try asking million-dollar earning, million-dollar inventing, million-dollar innovating, million-dollar generating, and million-dollar creating questions.

17TH AHA - YOU ALREADY KNOW THE ANSWER

Your brain is the most powerful computer on the planet. Beneath your conscious awareness it records everything and keeps you functioning.

Intuition is the result of your brain evaluating and processing a lifetime's data-bank of information until it comes to a conclusion.

How does your intuition signal you?

Remember a time when you had a "hunch" and notice any internal signals inside your body associated with the hunch.

Take time to cultivate the signals of your intuition. Go with your "gut" when making a decision, as it almost always knows the best way for you.

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18TH AHA - BE CONGRUENT

To manifest Abundance, you must have three key parts aligned:

1. **Desire** – You've got to want it.
2. **Belief** – You've got to believe you can make money – lots of it.
3. **Self Acceptance** – You've got to believe that you deserve to be wealthy, to your very core. Every part of you must be included in this alignment – your heart, your mind and your spirit.

19TH AHA - YOU ARE A MONEY MAGNET

You are a magnet for the things you want.

The more aligned you are with the things you want, the more powerfully you attract them.

If you really want money, money literally can't say no. "Our brains become magnetized with the dominating thoughts which we hold in our minds, and, by means with which no man is familiar, these "magnets" attract to us the forces, the people, the circumstances of life which harmonise with the nature of our dominating thoughts."

Napoleon Hill

20TH AHA - KNOCK AND IT SHALL BE OPENED

"Whatever you can do, or dream you can, begin it; boldness has genius, power and magic in it."

Goethe

Commitment sends forth an invisible signal, resonating with the resources necessary to complete the task.

A high level of commitment intensifies these signals. The cells in your body are energised by the passion of your purpose, and the people you meet pick up on these vibrations unconsciously.

Are you committed?

21TH AHA - SHARING IS HAVING MORE

Giving combines faith and action. It multiplies prosperity infinitely.

Tithing is the tool.

Tithing is a money multiplier, not a money subtracter. It expands and adds value to all that you do. It is the highest form of manifestation of one's true nature.

22ND AHA - GOD KNOWS WHERE THE GOLD IS

Become a partner with the Author of all Wealth.

Allow God to show you where the wealth is for you.

23RD AHA - DESTRUCTION IS CREATION

Hysteresis - The tendency of materials to snap back into their old shape once the pressure being applied is removed.

It may feel like Destruction, although it is a process of Creation.

Hysteresis occurs in individuals. Humans need a force that is strong enough to exceed the old conditioning, so that they stay in their new, improved state.

Focus on your future vision and commit to keeping one negative behaviour off-limits at a time. Create a new, improved habit pattern.

Hysteresis will lose its power and you will break through to a new level of results.

24TH AHA - PUTTING IT ALL TOGETHER

Once you know what to do, getting your act together on your "inside stuff" is the final key to manifesting what you want.

Only then can you get yourself to do it.

Aligning Desire + Belief + Self Esteem = Congruency

THE FIRST MANIFESTATION

“I Am Enough”

Today, I am enough.

I am smart enough.

Wise enough.

Clever enough.

Resourceful enough.

Able enough.

Confident enough.

I am connected to enough people to accomplish my heart's desire.

I have enough ideas to pull off magic and miracles.

Enough is all I need.

Enough is what I have.

I have more than enough.

As I do all that I can do, I'm able to do more and more.

I am excited to be alive. I rejoice and re-choose every day to make my life better.

I am happy, healthy, prosperous, successful, rich, loving, loved and beloved.

I am comfortable with myself, so I am comfortable with all others.

I confidently greet each day with a smile on my face and love in my heart.

Everyone who meets me is warmed by the radiance of my attitude.

I work on my attitude continuously. I read positive, inspiring and up lifting books.

I listen to CDs during my driving and exercise times.

I associate with friendly, caring nurturing people who are involved doing important things.

The people with whom I associate want more for me than I want for myself.

The projects with which I am involved WOW my soul.

I am passionately on purpose to do good, be good and help others do the same.

I am enough. I have enough. I do enough.

THE SECOND MANIFESTATION

“I Am a Money Magnet.”

I am a money magnet.

I like money and money likes me.

I attract money.

I attract money 24 hours a day.

I earn bountiful amounts of money.

I wisely know how to create money.

I know that I will always have more money in my future than I do now.

The money that I create keeps multiplying, duplicating and replenishing itself.

I am forever enjoying more and more money.

I have infinite money – more than enough for my every want and need.

I cheerfully save money.

I see my money re-creating itself effortlessly.

I cheerfully give money to good and worthy causes and philanthropies that make a lasting and ongoing difference.

My estate is in perfect, updated order and will be a lasting legacy that makes an important and memorable difference.

Money rushes to me in every form and fashion.

I have lots and lots of money.

I have money in my mind, in my future, in my pocket, in my wallet, in my safe, in my bank accounts, in my business, in my investments and wherever it keeps growing.

I enjoy money and money enjoys me.

Money and all its equivalents are attracted to me.

Money is forever making me infinitely better off.

All that I do creates surplus, abundance, and plenty for myself and everyone else.

ONE MINUTE REVIEW OF LEVERAGE

- 1 Leverage equals speed.** To make a million dollars in a minute, you must muster the principle of leverage. The more leverage you have in your added-value activity, the easier and faster you make money.
- 2 The longer the lever, the greater the impact.** Enlightened Millionaires know that ease and speed are the new currencies of business. Hence, Enlightened Millionaires create very long and strong levers.
- 3 Millionaires are masters at using all five kinds of leverage in the business world:**
 - OPM** – Other people’s money
 - OPE** – Other people’s experience
 - OPI** – Other people’s ideas
 - OPT** – Other people’s time
 - OPW** – Other people’s work.
- 4 Millionaires are constantly looking for leverage.** Enlightened Millionaires constantly ask: How can I leverage this situation, this opportunity, this idea? To become an Enlightened One Minute Millionaire, your mantra must be, “Where’s the leverage? Where’s the leverage?”
- 5 There are six key forms of leverage that give you maximum leverage**
 - (a) Mentors
 - (b) Teams
 - (c) Networks
 - (d) Infinite networks
 - (e) Tools and skills
 - (f) Systems

Apply all of these forms of leverage to a pure, enlightened goal and you are unstoppable.

THE THIRD MANIFESTATION

“I Attract Millionaire Mentors”

I attract successful mentors.

When I am ready they suddenly appear.

My mentors offer to mentor me and guide me to the success I desire.

My mentors enjoy sharing with me their most important success secrets.

I feel confident in asking my mentors for advice.

My mentors intuitively know how to help me make the most important breakthroughs.

I am able to glean from the relationship with my mentors exactly what I need to launch me toward the goals that I seek.

My mentors enjoy the relationship with me.

It's exciting to be with individuals who possess the truth that I am seeking. My mentors willingly share, encourage and coach me to experience and express my full genius, abilities, talents and resources.

They see more in me than I see in myself. Their gentle, sequential guidance makes all the difference to my accomplishments.

My mentors know how to bring out the best in me.

I study them close up and personal – if possible.

I cheerfully apprentice and pay my dues to my “masters” as they did with their “masters. I read, study and apply all that they have written and that they recommend.

I meet all my mentor friends, colleagues and loved ones and make them part of my ever growing million dollar rolodex.

My life is made infinitely more meaningful with a mentor teacher who wants to be in service to my greater growth and development.

I catch my mentor's passion for life and living fully and richly.

I realise no one has ever achieved greatness who did not have mentors.

I am willing to have great and inspiring mentors throughout my life.

I am learning from my mentors how to be a mentor myself.

I am prepared to mentor others when the opportunity presents itself...

ONE MINUTE REVIEW OF MENTORING

- 1 Every Successful Person has Mentors.** A mentor is a shortcut to perspective, proficiency and patience.
- 2 Mentoring is Powerful Form of Leverage.** Drawing from your mentor's experience is the quickest, safest and easiest way to climb the Millionaire Mountain.
- 3 Mentors are Everywhere.** Each person you meet can accidentally teach you something to advance your cause.
- 4 Mentors Don't Need to be People.** Anything that causes you to change the course of your life – a life threatening disease, losing a job, reading a book or an encounter with an animal – can serve as a mentor.
- 5 Constantly Seek Out Mentoring Relationships.** When you find yourself lacking in anything – an attitude, an awareness, a skill, a habit, a technique, or a strategy – seek a mentor to show you the short cut.
- 6 Assemble a Dream Team of Your Favourite Heroes, Present and Past.** Form an imaginary council of light consisting of your selected leaders. Imagine being able to counsel with them as if they were communicating with you in person.
- 7 Set a Goal to Search Out at Least One Millionaire a Month.** Request an audience, either in person, by phone or by email to pick your millionaire mentor's brains.
- 8 The Best Kind of Mentor is a Transformational Mentor.** A transformations mentor creates a context in which you experience ahas.



THE FOURTH MANIFESTATION

“I Attract My Dream Team”

T – Together

To become super successful, I attract the perfect Dream Team. With the right dream and the right team, I know I can accomplish miracles.

E – Everyone

I know where I’m weak and where I’m unique. I attract people who are unique where I am weak. My dream team is composed of individuals who are dedicated to the same goals. We are like minded. We respect, depend on and trust one another.

A – Accomplishes

My dream team has access to all the resources we need: the capital, information, markets, insights and contacts. We work together seamlessly with effortless effort.

M – Miracles

I am supported. I feel supported from the top down and inside out. Because I positively and correctly support myself and others, all other lovingly, correctly and completely support me. My life works. It’s full of miracles. I am a reverse paranoid: I expect everyone to benefit me. I savour my relationships, friendships and family. I just keep getting better

TEAM

ONE MINUTE REVIEW OF DREAM TEAMS

- 1 You need a team to obtain your dreams.** Success is not a solo project.
- 2 Synergy is combining one plus one and getting eleven.** The synergy of a team gives you maximum leverage.
- 3 Values are the core beliefs that rudder your life.** No matter how much money is made, without shared values, disruption, dysfunction, and disappointment will be the results. Failure to live your values is not a setback; it is real failure.
- 4 Take the Enlightened Millionaire Values Survey.**
Go to www.oneminutemillionaire.com and discover your core values.
- 5 Each new member of your Dream team must be on three-month probation.**
If a team member doesn't share your core values, he or she needs to be removed.
- 6 Determine what your natural strengths are.** Then look for others who have complementary abilities. This way you can hand off your "weakness work" to someone who has strength in that area.
- 7 Determine if you are a Hare, Owl, Turtle or Squirrel.** This will help create your dream team.
- 8 There is no dirty work, just the wrong person doing the wrong work.**
Approach each team task with the HOTS survey results in mind.
- 9 Every great idea is born drowning. Initially all ideas should be supported.**
After that has happened the naysayers are given a chance to express their fears and foreboding. This way your dream team supports it brilliance rather than talking itself out of it. Conduct Speed Meetings for maximum results.

THE FIFTH MANIFESTATION

“I Am a Millionaire”

I am a millionaire. I think like a millionaire. I talk like a millionaire. I walk like a millionaire. I believe, feel and act like a millionaire.

Like a radio that's tuned to one frequency, I am tuned to the millionaire frequency.

I continually condition my mind to think rich, abundant, prosperous thoughts.

Talk about the endless possibilities to will who will listen.

I read what millionaires read.

I soak up biographies and autobiographies of millionaires and billionaires.

I drink their wisdom, insights and deep understanding.

I think about creating valuable million dollar business enterprises during the day.

I dream about them at night.

I enjoy million dollar enterprises.

I am creating multiple million – honesty, ethically and morally.

I am a wise steward over my money.

I master my money. My money does not master me.

I love to serve. I realise that it is the quantity and quality of my services rendered with a positive mental attitude that grants me unlimited, overflowing, ever flowing compensation. I am constantly rendering increasingly better service. The better I serve, the more I make.

I love challenges. I conquer my wealth-building mountains with glee and joy in my heart. There is a banquet of prosperity ready and waiting for each of us. I cheerfully help others on their journey to wealth, riches and true spiritual abundance.

Being a millionaire means I live the abundant, balanced life – growing, serving, sharing. It's great to be a millionaire.

ONE MINUTE REVIEW OF NETWORKING

- 1 A network of relationships increases your leverage.** The more connections you have, the more leverage you possess.
- 2 One principle for extending your network lever is “weak ties”.** Most people intuitively feel it is their close friendships and strong ties that are most important. In fact, in most cases your weak ties are more important.
- 3 You must master the strength of the weak tie.** Most people do not instinctively cultivate “weak tie” relationships. However to make large sums of money quickly, you need to hone this skill.
- 4 Those who network the networks gain the most leverage.** The value of your network is the square of the number of people in it.
- 5 Givers Gain is your networking motto.** Give something away for free that is valuable to network members. It brings attention to you and it builds trust. Do not expect reciprocity.
- 6 Once you have created a network, do whatever it takes to maintain it.** The golden rule of networking is: Be very quick to build connections and extremely slow to break them.



THE SIXTH MANIFESTATION

“I Am a Giver”

In this life, there are givers and takers.

I am a giver.

I like to give.

I love to give.

Giving is my way of life.

I give away my ideas to great causes that I care deeply about.

I give money where it is needed, is wanted and can do enormous amounts of good.

My giving always creates more.

I inspire others to give and like doing it.

It is my subtle mission to give and motivate other rich people to give so that human dignity is re-created on spaceship earth.

Giving is God's way.

It is the way that I now understand is the truth of the universe.

Giving multiplies me and makes me feel complete and fulfilled.

Giving makes me feel that I make a real and important difference.

Giving is one of the main reasons that I enjoy being a millionaire.

I make millions.

I save millions.

I invest millions.

I give away millions.

ONE MINUTE REVIEW OF THE INFINITE NETWORK

- 1 Embrace the spiritual.** Embracing the spiritual side of wealth is the single most important and most powerful form of leverage for Enlightened Millionaires.
- 2 The unseen world is the source of infinite abundance.** When you unite with the source of infinite abundance, you also become infinitely abundant.
- 3 Integrity is key to tap into the infinitely abundant infinite network.** It is this integrity that ensures your long term success.
- 4 Tithing works.** Regardless of your income, acknowledge your relationship with the infinite network by giving 10% of your income to your church, community, or favourite humanitarian cause.
- 5 Acknowledging the spiritual dimension makes your life far less stressful.** Moreover, as your success gracefully unfolds, a deep sense of gratitude will permeate your being.
- 6 Dream impossible dreams.** The spiritual internet has God as the mainframe computer, with individuals as mini-frames off the main-frame. The spiritual internet works when a team has a big, purposeful dream and everyone stays positive about its accomplishment.



SEVEN MONEY SKILLS OF EXTREMELY PROSPEROUS PEOPLE

1 - VALUE

They value each dollar as a money seed. Just like a tiny acorn contains the power to grow into a mighty oak tree, each dollar has the power to grow into a mighty money tree. If you destroy an acorn, the oak tree inside also dies. So too with a money seed. Wealthy people know that a dollar a day can grow into a million dollars. So they are very respectful of every dollar they spend.

2 - CONTROL

They control their money down to the penny. Prosperous people take a few extra steps every time they spend money.

- (a) They shop for value
- (b) They ask for discounts
- (c) They examine receipts
- (d) They look for tax deductions
- (e) They balance their account
- (f) They file their receipts

3 - SAVE

Wealthy people save money by spending wisely. They save at least 10% of what they earn.

4 - INVEST

They have a system for investing.

5 - EARN

They have multiple streams of income.

6 - SHIELD

They protect their assets with trusts, corporations, limited partnerships and other legal entities.

7 - SHARE IT

They donate at least 10% of their income.



ONE MINUTE REVIEW OF SKILLS AND TOOLS

- 1 You, the individual, now have the power.** In the age of technology, you now own or can own the means of production.
- 2 You must know how to use each of these tools.** Knowing how to use technology is critical for your success.
- 3 Master the power of persuasion.** The person who can master the power of persuasion can positively affect millions around the world.
- 4 Wealthy people are good at the seven money skills.**
- 5 The enlightened millionaire pursues a principled approach to negotiation.** Its context is one of abundance rather than scarcity. The Enlightened Millionaire intends to work cooperatively with others to expand the situation so that everyone wins. There can never be a loss for anyone in the interaction.
- 6 An Enlightened Millionaire values time.** 85% of the things you do account for only 15% of your results.



THE SEVENTH MANIFESTATION

“I Attract Multiple Sources of Income”

I realise that I need more than one source of income.

I choose a new and wiser financial path,

It's called the wisdom of Multiple Sources of Income (MSI).

My first stream of income is my PSI, my Primary Source of Income.

I focus on my PSI until it is stable and almost permanent.

I treat my PSI with respect, love, care and delight.

Then, I add new MSIs – one at a time.

Each MSI is a joy to my heart.

I create them in my mind and instantly record them on paper.

Because I seek them, I find them – find so many MSIs that I have to prioritise them, I schedule the launch of each MSI sequentially after writing a “wow” of a business plan. I involve my dream team to help me pull together the resources to create a successful MSI. Multiple Sources of Income are pouring into my life and from all over the world.

I am under the spout where all the things pour out.



ONE MINUTE REVIEW OF THE REAL ESTATE SYSTEM

1. To be a successful investor, you must either find value or create value. Here is what you're looking for:

- (a) Discount situations
- (b) Distressed properties
- (c) Conversion opportunities

2. Being successful as a real estate investor boils down to mastering three specific skills

- (a) Finding deals - how to find real estate bargains
- (b) Funding deals - qualifying for mortgages and finding down payments
- (c) Flipping deals - marketing properties quickly and profitably.

There are seven steps to this process:

STEP 1	Only buy residential property within a 50 mile radius of your home. Single family homes, apartment buildings, condominiums and town homes are easier to sell, easier to finance and easier to fill. Stay away from everything else
STEP 2	Pick a target territory about one mile square and become an expert there. Within these boundaries there will be 3 to 10 excellent bargains per year. Be there first. Focus on this target territory but consider any property in the broader 50 mile radius.
STEP 3	Use one of nine methods to locate motivated sellers. There are numerous reasons why people become flexible in the selling of their property.
STEP 4	Analyse each potential deal by asking five key questions: What is the price? What is the property condition? What are the terms? How about the location? Is the seller highly motivated to sell?
STEP 5	Determine which Nothing Down technique to use.
STEP 6	Write offers on all properties that score 12 or more.
STEP 7	Buy it. Keep it. Or flip it.

ONE MINUTE REVIEW OF MARKETING

- 1 Million-Dollar Ideas are Floating Around You Every Day.**
You have to recognize them and act on them.
- 2 Discover Which of the 10 Basic Business Models Fits You and Your Circumstances.** Do you want to sell to customers, business, government agencies or charities?
- 3 Create Your One Minute Marketing Plan.** Review your plan for at least one minute daily. It will put you ahead of 99% of businesses.
- 4 Use the Three Essentials of Marketing Success:**
 - (a) Look for positive addicts
 - (b) Make your ads addicting, with an ultimate advantage, a sensational offer and a powerful promise
 - (c) Leverage
- 5 Use Anti-Marketing Strategies.** Attract perfect customers by focusing on and specifically attracting the 20% of your customers who give you 80% of your profits.
- 6 Become an Info-Preneur.** Learn to market information products where the profit margins are up to 95%.
- 7 Make up to a Million Dollars in a Minute on the Internet.** Information that is digitised can be marketed and sold 24 hours a day online.

ONE MINUTE REVIEW OF SYSTEMS

1 **Ninety Four Percent of Failure is Caused By the System, Not the People.**

Most people want to do a good job. Ninety four percent of all failures are not because people don't want to do a good job. It's because the system they were using failed.

2 **All Wealthy People Have Systems.** These systems, developed through years of trial and error, now have predictable outcomes. Enlightened Millionaires search out the most predictable systems.

3 **Million Dollar Benchmarks.** On the way to your first million dollar net worth, you will cross several million dollar benchmarks. Are you tracking these benchmarks?

4 **Ideal Moneymaking Systems Have Five Characteristics:**

- (a) Zero cash
- (b) Zero risk
- (c) Zero time
- (d) Zero management
- (e) Zero energy

5 **Prosperous People Have Always Known Two Truths:**

- (a) The importance of having multiple streams of income
- (b) The power of residual income



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