

The **7** Principles
of Becoming a
Millionaire for Life

**Powerful Lessons
for Creating
Wealth, Health,
and Happiness**

Annette M. Bau, CFP®

www.MillionaireSeries.com

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Notice: You Do Not have the Right to Reprint or Resell this eBook.

You **MAY NOT** Give Away, Sell or Share the Content in this eBook.

Terms: As a condition of your purchasing this product, you explicitly agreed to the following terms and conditions of use. Review them carefully as these terms of condition of use represent a legal agreement between you and www.millionaireseries.com.

End-User Terms and Conditions of Use

This is an agreement between you, the end-user of this product and www.millionaireseries.com, an Arizona Limited Liability Company.

Use of this product:

By placing an order for this product or using this product in any way, you agree to the conditions and terms: Copyright and |trademark information, this e-Book and associated materials collectively referred to in this agreement as "Product" are © 2006-2016 by MillionaireSeries.com. All rights are reserved.

Warning: Federal law provides severe civil and criminal penalties for the under authorized reproduction or public distribution of exhibition of copy written motion pictures, video tapes, or video disks. This product is protected by Title 17 United States code including by not limited to sections 501, 504, and 506.

The 7 Principles of Becoming a Millionaire for Life, Powerful Lessons to help you create wealth, health, and happiness.

The title of these products and the stylized version of these are all registered trademarks of by MillionaireSeries.com.

FBI Warning: The Federal Bureau of Investigation actively investigates allegations of criminal copywriting infringement under Title 17, United States code.

Grant of License: These materials may not be resold or otherwise transferred. This product is licensed only by the noncommercial private exhibition for the individual purchaser. You agree that copying is strictly prohibited. This agreement permits you to receive a single, non-transferable non-assignable license for the non-commercial private exhibition of this product. This product is not to be re-sold at any time. In other words, you are expressly agreeing that these materials are only for your personal use and are not to be sold or otherwise distributed, transferred to any others or now in the future. MillionaireSeries.com will in all circumstances vigorously pursue anyone who infringes upon or otherwise violates its right under this contract at law or equity for the maximum remedies, protections, and statute damages allowable under but not limited to Title 17, United States Code, and Chapter 5.

Disclaimer and release from liability:

Statements made in concepts conveyed throughout this product are personal opinions only. www.millionaireseries.com and any of the authors or interviewees make no representation otherwise. You are responsible for your own behavior and action. You are responsible for your own use of this material. None of the material contained here is to be considered legal or personal advice. This product is provided as is, without any warranties of what so ever, either expressed or implied and you alone assume all risk associated with use of this product. You also agree to consult with the appropriate advisor team before beginning any plan. By purchase and/or by use of this product you waive your claim whatsoever against and hold harmless www.millionaireseries.com and any of its officers, staff, advisors, representatives of designees that may arise from such use.

In the event that your credit card is not honored for whatever reason, which sometimes happens, we will re-submit this transaction in smaller, multiple amounts as necessary to complete payment. This waiver specifically also includes but is not limited to any payment arising from a product and/or service which you purchased from www.millionaireseries.com or any information you received via post mail, email, fax or otherwise. This includes but is not limited to responsibility for the accuracy or compliance with any applicable local laws. Neither Annette M Bau nor any of its officers, staff, advisories, representatives or designates should be liable in any way whatsoever including but not limited to negligence for any direct, special or consequential damages resulting from either your use of this product or your inability to use it, even under any circumstances in which www.millionaireseries.com or any of its representatives have been advised of potential liability, damages or injury. Certain applicable laws may not allow all the limitations of liabilities described herein, to the extent that any of the above remedies and/or limitations should be deemed to fail of their essential purposes you agree that www.millionaireseries.com's total liability to you under any circumstances whatsoever include but are not limited to the losses, damages, causes or action, and are negligent shall not exceed the total manufacturer's suggested retail price of this product at the time of purchase.

The 7 Principles of Becoming a Millionaire for Life
Powerful Lessons for Creating Wealth, Health, and Happiness

The 7 Principles of Becoming a Millionaire for Life

By
Annette M. Bau, CFP

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

This book is dedicated to Roy. He was the first millionaire I worked for, at 16 years old, and while his life was a major success in some aspects, it was a failure in many others. While I didn't realize it at the time, he taught me that while money is important, it is only one element to a successful life. He was also the catalyst to my research of a worth barometer and the important role it has in creating a life with wealth, health, happiness and peace of mind.

The 7 Principles of Becoming a Millionaire for Life
Powerful Lessons for Creating Wealth, Health, and Happiness

**Thank you for taking the first step to becoming
a millionaire with an amazing life.**

**To access additional resources, go here:
MillionaireSeries.com/7pr.**

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Contents

<i>Preface</i>	<i>ix</i>
<i>The Profile of the Millionaire for Life</i>	<i>1</i>
1. Getting Started	1
2. How to Apply the Principles.....	1
3. What is a Millionaire for Life?	2
4. A Case Study.....	2
<i>Principle 1: Developing Your Millionaire Blueprint</i>	<i>4</i>
1. Tapping into Your Millionaire DNA	4
2. The Simple Millionaire for Life Secret.....	4
3. The Other Millionaire for Life Secret	6
4. Character Traits of the Millionaire for Life	7
5. The Millionaire Belief System	7
6. Millionaire Behaviors	10
7. Understanding Millionaire Paradigms.....	15
8. How Millionaires See Their Future	17
9. How to Release Mental Blocks and Core Beliefs.....	18
Applying Principle #1	22
<i>Principle 2: Making Millionaire Choices</i>	<i>25</i>
1. Defining Millionaire Moments	25
2. The Millionaire for Life Mission.....	27
3. Your Millionaire Success Formula	27
4. Millionaire Decision Making.....	28
5. The Millionaire for Life Reality.....	30
6. The Alignment of Your Values and Vocation.....	30
7. The Perfect Life.....	31
8. The Divine Health Plan.....	32
9. The Millionaire for Life Commitment	33
10. The Power of 7 Mini.....	33
11. The Millionaire Price Test.....	34
Applying Principle #2	36

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

<i>Principle 3: Manifesting Your Millionaire Luck.....</i>	<i>39</i>
1. The Magic Pill.....	39
2. The Lesson of the Pond.....	39
3. The Millionaire for Life Motto.....	42
4. Millionaire for Life Goal Setting	42
5. How to Achieve Your Heart’s Desire	45
6. How to Make Your Dream a Reality	50
7. How to Dramatically Increase Your Millionaire Luck.....	51
8. The 10,000-Foot View	51
9. The Relationship Factor	52
Applying Principle #3	54
<i>Principle 4: Avoiding Millionaire Pitfalls.....</i>	<i>55</i>
1. The Distraction Factor.....	55
2. The Wannabe Syndrome	56
3. The Cash-Poor Millionaire.....	57
4. The Millionaire Time Bomb.....	58
5. The Millionaire Addiction	Error! Bookmark not defined.
6. The Comfort Zone.....	60
7. The “Enough” Test	61
8. The No Action Plan	63
9. The Millionaire Lifestyle	63
10. Your Millionaire Locus of Control.....	64
Applying Principle #4	66
<i>Principle 5: Leveraging Your Way to Millions</i>	<i>67</i>
1. The Time Factor.....	67
2. The Relationship Factor	69
3. The Partnership Factor	70
4. The Employee Factor	71
5. The Contact Management Factor.....	72
6. The Investment Factor.....	73
7. The Personal Residence Factor.....	74
Applying Principle #5	76

The 7 Principles of Becoming a Millionaire for Life
Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 6: Generating Millions through Passive Income..... 77

- 1. Maximizing Income through Your Investment Portfolio..... 77
- 2. Earning Income through Real Estate Holdings..... 79
- 3. Generating Income by Selling Products..... 80
- 4. Growing Income through Affiliates..... 82
- 5. Leveraging Income through Businesses 82
- 6. Winning the Lottery..... 83
- 7. Inheriting Money..... 84
- Applying Principle #6 85

Principle 7: Protecting Your Millions 86

- 1. How to Begin with the End in Mind 86
- 2. The Big Picture PlanError! Bookmark not defined.
- 3. Implementing Your Plan 88
- 4. The Millionaire for Life Protection Plan..... 88
- 5. Monitoring Your Plan 89
- 6. The Future of the Millionaire for Life..... 90
- Applying Principle #7 91

Bibliography..... 92

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Preface

As a Certified Financial Planner practitioner, with over twenty years of experience, I have studied thousands of people and their relationship with money. It is fascinating that two people with similar lives can end up with such different experiences; one filled with success and peace of mind, the other with challenge and failure. Early in my career, I knew two attorneys who had graduated at the top of their class and were earning a great income, yet one was up to his ears in debt while the other was a multi-millionaire. In another example two families shared similar characteristics. They had similar homes, levels of education and were making similar incomes, yet one family lost their home and declared bankruptcy, while the other went on to earn millions and live the life of their dreams.

How does this happen? It is a question I became fascinated with during my 20+ years of advising and consulting with the top 1% of millionaires and multi-millionaires. The first reason is that millionaires, who remain financially free for life, understand the formula for financial freedom. They understand that there is an inner & outer game for money.

Although many people are searching for resources and solutions that can propel them toward achievement of their goals, they are missing the required ingredient. For over 25 years, I have been able to advise, strategize and consult with multi-millionaires, including the top 1% of entrepreneurs, professionals, actors and the affluent. From my in-depth experiences, I have realized that people need to learn more about the psychology of money versus just how to analyze it. Over the years, it has become my passion to help others learn these insider secrets so they, too, can achieve their financial and life goals. This is why I created MillionaireSeries.com. I wanted to provide a resource that would support others as they build a profitable business, create an amazing life, and achieve financial freedom.

While you don't have to build a business in order to learn from this book, the majority of millionaires have their own business and share an entrepreneurial mindset.

Some of the most successful millionaires have had emotional blocks and setbacks that could have easily led them to giving up and not pursuing their dreams and goals, but they didn't. Instead, they regrouped, created a new plan and implemented it. They kept their eyes on their target. We all have setbacks. We all have emotional obstacles. The difference is that those who succeed, and who I refer to as Millionaires for Life, develop skills to overcome those setbacks and obstacles. And the great news is that you, too, can learn these skills.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

My research shows that those who have incredible lives filled with money, great relationships, joy, and excellent health apply seven universal principles. This book shares these principles with you. They will guide and support you in creating the future of your dreams - a future with unlimited abundance in every aspect of your life.

Regardless of where you are i.e., in debt, a millionaire who wants to be a multi-millionaire, a millionaire with relationship or health challenges, etc., this book provides a path to help you create your dream life. Each chapter provides you with ideas and applications to help you incorporate the seven universal principles into your life.

A great place to start is by asking yourself:

What will my life be like in one year if I start today?

What will my life be like in one year if I don't start today?

May your life's journey be prosperous, and may you know, that regardless of your situation, you can change your direction at any time by simply taking one step down a new path.

To Building a Profitable Business, Creating an Amazing Life, and Achieving Financial Freedom,

Annette M Bau, CFP®, Kauai, HI

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

The Profile of the Millionaire for Life

1. Getting Started

To gain the most knowledge from this book, find a partner who ideally has similar objectives and dreams, at least in terms of financial, health and relationship goals. This individual should be a positive influence, hold you accountable and be as committed as you are to achieving their goals. This will help you both stay on track and get back on course if you deviate or become distracted. Having a partner will also make the experience and journey more enjoyable and exciting.

The first step is to schedule time into your calendar to complete the assignments and implement the principles this book contains. All you must commit to is an open and willing mind, as well as taking the time to apply these newly learned principles.

In addition, the MLF Bootcamp (<http://7PBootcamp.com>) provides more in-depth training that was created for those who wish to dive deeper and get additional support implementing the principles taught in this book. The bootcamp is a hands-on guide for taking action to create the life of your dreams.

One of the most important formulas you need to know to achieve your desired goal or achieve your desired results is: K (knowledge) + A (application) = R (results). If you have the knowledge or insight and apply the information correctly, you will achieve your desired results. If you aren't achieving your desired results, you need to first review the knowledge you have and verify you're not missing critical information. The next step is to apply the information to ensure you're completing the tasks required to achieve your goal. Once you complete this step, the results will dictate if you are on course or if you need to review your knowledge base or application of the information. Continue to tweak your formula until you get your desired results.

2. How to Apply the Principles

This book is offered through MillionaireSeries.com, <http://MillionaireSeries.com>. MillionaireSeries.com was created to provide a set of resources to help you build a profitable business, create an amazing life, and achieve financial freedom. This book was designed to assist you in becoming what we refer to as a Millionaire for Life, referred to as "MFL." This term represents someone who, in addition to significant wealth, also has excellent health, great relationships and peace of mind. They are people who in addition to becoming a millionaire also create their dream business & life.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Each chapter in this book identifies a principle and provides lessons that give you the foundation for becoming a MFL. You will need to study and consistently apply these lessons to your life to become a MFL. Begin with the first lesson. Once you complete it, move to the next. The end of each chapter provides applications to help you incorporate these lessons into your life.

3. What is a Millionaire for Life?

For years, I wondered why two people with similar lifestyles, educations, and incomes ended up with such dramatically different lives. Why would a person with a high IQ, good education, successful business and plenty of money, end up broke, lonely and sick, while another person with fewer opportunities ends up wealthy, healthy and happy. Why does one fulfill his potential while the other never comes close to his full potential?

To better understand this, let's review the MFL. To remind you, a MFL is referred to as a millionaire that maintains a rich internal, as well as, external life. He or she avoids the roller coaster ride of making money only to lose it, chronic health problems, unstable relationships, and emotional challenges. He or she makes decisions — including financial decisions and choices — that are based on **values** and **principles** versus emotions such as fear or greed. A MFL maintains a healthy worth barometer (beliefs & self-esteem) and understands the importance behind creating a life built on a solid foundation.

A solid foundation is created by accumulating reserves. Abundant reserves are critical because when you have more than you need, you have choices. These reserves include time, money, love, friends, a community, opportunities, space and energy. MFLs are able to create reserves in all aspects of their lives because they honor themselves. They take the time to exercise, eat a healthy diet, get adequate sleep and find ways to properly manage stress. They allot adequate time to develop, maintain, and nurture relationships with the people they love and understand that, without divine health and solid relationships, money means very little.

4. A Case Study

My colleagues and I are often surprised when we study the ones who succeed at creating an abundant life. Often they are not the ones we think would. It's not always black or white. Here is a case study that illustrates this. Take a guess which one will succeed.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

The Story of John and Matt

John went to an Ivy League school, where he earned above average grades and was able to land a great job earning well into six figures. From the outside, he had a picture-perfect family. They lived a luxurious lifestyle and had what appeared to be an endless amount of money. Above everything else, John's charismatic "salesman" personality and focus on his job, won him acclaim within his industry but left him with little to no time for a life outside of work.

Matt went to a community college where he dropped out at age 20. By age 25, he married a wonderful woman who convinced him to go to night school to earn a degree. The two eventually had two children and Matt got a decent job. Although he found his job enjoyable, the salary he earned was substantially less than he desired. His family was not able to afford a luxurious lifestyle and they constantly had to watch how they spent any money. Despite the circumstances, Matt remained focused and dedicated and continued to work hard.

Fast forward 15 years. Which man do you think becomes the MFL?

John is currently married to his third wife and is contemplating divorce. Although he became a partner in his firm and quadrupled his salary, he's currently in the process of filing bankruptcy. He takes anti-depressants, recently had a heart attack and hates his life.

Matt, on the other hand, is still happily married to his first wife, and after five years of learning the ropes of his job, has started his own manufacturing company. He now has three different plants and is a multi-millionaire. Not only are Matt's finances in order, his health is great, he enjoys an active lifestyle and his children are doing well in college. While he and his family enjoy the luxuries their money brings, they understand that money is a by-product that allows them to make different choices. They know that if they went back to the days of watching their every cent, they'd still be happy.

Over the course of my career, I have seen hundreds of stories like this. Stories like this are frequent. It puzzled me until I began to learn the principles I teach in this book.

One of my first breakthroughs was when I realized that everything in life has a formula. There is formula for success. A formula for failure. A formula for becoming a millionaire. A formula for filing bankruptcy. Those who achieve their goals operate from a formula that provides a roadmap to the achievement of their goals and dreams.

The 7 Principles provide you the formula to become a MFL. A life with wealth, health, and happiness!

Let's dive into the 7 Principles.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 1: Developing Your Millionaire Blueprint

1. Tapping into Your Millionaire DNA

Too often people believe others are just “born lucky.” They believe that some people have unique DNA that has made them millionaires. This is not so. While physical DNA is unique to individuals and cannot be changed, millionaire DNA is available to those who want access. Millionaires create their own luck. By understanding how to tap into your millionaire DNA, you, too, can make your dream of becoming a millionaire a reality. This is a critical component of MFLs.

Understanding your DNA makeup requires that you understand your underlying motivation for wanting to become a millionaire or multi-millionaire. Your DNA is the foundation for developing millionaire traits and paradigms. These include a belief that it is possible, an ability to see it become a reality and a character that ensures success.

By tapping into your millionaire DNA, you will be able to:

- Identify and remove beliefs that are keeping you from reaching your goals.
- Cultivate the internal resources required to open your mind and heart to new solutions.
- Create a foundation that is required to achieve success.
- Identify which method is best to implement change. The methods include: seeing, feeling, smelling, touching, hearing and knowing. Each of us learn differently so take the time to determine which method is most effective for you.

2. The Simple Millionaire for Life Secret

Before you can tap into your DNA, your basic needs must be met; adequate food, shelter, clothing, medical care, etc. If your basic needs are not being met, take the time to create a plan so they are. Once your basic needs are met, the lessons taught in this book will provide the tools needed to achieve your goals and dreams.

Once you’ve met your basic needs, the next step is to determine why you want to become a multi-millionaire. There are various reasons a person wants to achieve a financial goal. For example, you may want to travel, have a beautiful home, purchase a second home, a new sports car, do something for your grandchild, etc. However, when you peel away the layers of these external

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

desires, the vast majority of us share a common ultimate goal: we want peace of mind, contentment, freedom, security, and happiness. The ultimate goal is always an **internal** goal.

In the application section at the end of this chapter, complete the exercise that is designed to help you identify your underlying motivation.

Why is it important to determine your ultimate goal? Because, when you're clear on your ultimate goal, you are able to identify why you want to become a millionaire. We make choices that promote what truly matters, including divine health and family harmony. One of the most significant differences between those who have a wonderful life and those who don't is the understanding that money is a by-product of achieving a goal. **Money can enhance a great life but will never create a great life.** By putting money into perspective, it's easier to become a multi-millionaire, without sacrificing what really gives meaning to your life. It is common for people without money to believe that money alone will give meaning to their lives or that money is the key to solving their problems. While a life with money is better than one without it, the key is your relationship with money and your ability to discern what is really important.

The secret to becoming a millionaire who's happy, healthy, and content instead of depressed, sick, and unfulfilled is to understand this perspective and never lose sight of the value of money. While money plays a critical role in life, it only makes up a part of the equation. It is never the end goal.

Those who fail to put money into perspective often suffer from depression or substance abuse. Alcohol and drugs dull the pain of a meaningless life. But problems such as divorce, illness or an empty feeling inside are often caused by lack of a fully acknowledged goal, not lack of money.

Because making money is an external accomplishment, it will never satisfy an internal goal, such as peace of mind or happiness. Individuals who are unable to understand this concept may continue to make millions compulsively, at the cost of life threatening health issues, failed relationships, or other serious problems. They often continue to earn more in an attempt to satisfy that empty feeling within. Sadly, this can be seen with many famous actors and singers whose lives end in tragedy.

If you want to learn how to become a millionaire, filled with happiness, and peace of mind, access the grid insight at <http://MillionaireSeries.com/7pr>.

Think about it this way. If you had dirty carpet that you wanted cleaned, would you go outside and mow your grass in hopes that your carpet would get cleaned? Unfortunately, this analogy relates to many people who try to fix the external factors (make more money) but ignore the internal goal (peace of mind, love, happiness). The result is often a life filled with tolerations that they despise.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Becoming a happy, healthy millionaire requires determining your internal goal first and then following your plan.

While having money makes things much easier than not, becoming a millionaire, in and of itself, will not bring you long-term happiness. It can bring short-term gratification but it will never last. A mentor I had early in my career would say, "People with holes in their souls shop the malls." This saying is an example of the actions people take when they are not clear on their purpose. Too often when we are not clear on what we want, we walk around aimlessly searching to fill that emptiness within. Too often we spend our valuable time and money on stuff that may give us temporary relief and maybe a ten minute high but will never bring us the long-term fulfillment we so desperately crave. This approach may bring temporary relief but it never brings long-term fulfillment. Another saying says, "They major in minor things," meaning that people whose lives lack a greater purpose spend their time on minor, nit-picky, unimportant things that will never bring peace of mind.

Often times, individuals who continue to compulsively earn money do so because they are trying to fill an internal void. They are trying to prove, both to themselves and others, their worth. Money will never prove one's worth. In fact, often times what happens is the person who continues to make more and more money continues to feel more and more empty creating a vicious circle. To end this circle, you must increase your feelings of self-worth while becoming clear on your internal goal. The result will produce a foundation for a rich and prosperous life.

When you become clear on your internal goal, you create a foundation that makes it possible to make choices that nurture your soul so you can enjoy life regardless of your external situation. You then have the foundation to become a millionaire who is healthy and happy instead of sick and miserable. Understanding and applying this simple secret is the first step to becoming a MFL.

For more insight & research on becoming a millionaire filled with peace of mind and happiness, access our free "grid" & "Level 3 Why" resources at <http://MillionaireSeries.com/7pr>.

3. The Other Millionaire for Life Secret

This secret is simple, but critical to your long-term success. External success, in any area of your life, is a result of your inner success. If something is not working in your outer world, first look internally and determine what needs to change. By completely resolving "inner issues," you are able to see your outer life transform instantaneously.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

4. Character Traits of the Millionaire for Life

Many of us grew up thinking it was an impossible dream to become a millionaire, let alone, a multi-millionaire. The great news is that becoming a MFL is not as difficult as you may believe. Most MFLs aren't more educated, smarter, have better luck, or are more connected than you. For example, the IQ of many millionaires is not higher than average. The majority of millionaires I know and have worked with rarely earned A's in school and most didn't get a college degree.

The common denominator of multi-millionaires is their character traits. These traits include accountability, personal responsibility, focus, consistent right action, desire, and passion. Any motivated individual can learn and apply these traits.

MFLs are accountable. They understand that where they are today is a direction correlation to the choices and decision they have made. MFLs not only choose wisely, they take responsibility for their choices. If their choice doesn't work out, they do not blame others. Instead, they make better choices moving forward. They have an unrelenting ability to remain focused on their desired goals and stay on track, regardless of distractions. They take massive, consistent, right action that are intentional. This enables them to achieve their goals and dreams.

MFLs are generally motivated by desire and passion. They have a burning desire to accomplish their goal and carry excitement throughout the process. They understand the journey to achieve their goals is just as important as the achievement. They have passion for what they are accomplishing and know their 'why'. They take the time to determine their profit model. A passion without a profit model is a hobby not a career.

Developing these character traits takes time but is available to anyone. You most likely possess many of the traits; you just need to connect the dots. By continuing to strengthen your existing traits while developing new ones, you too can become a MFL.

5. The Millionaire Belief System

Do you believe you're capable of becoming a millionaire or multi-millionaire? Do you believe you deserve great health and happiness? Too often, people don't. Others think it will only happen if they are lucky and win the lottery. Beliefs are powerful. While this may seem basic, the fundamental truth is that our beliefs create our reality and how we see the world. Our beliefs affect what we think is and isn't possible. This has been proven time and time again.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

The saying, “change your beliefs and you change your life,” applies to your financial situation too.

Sometimes, we are not even aware that our beliefs are what is actually keeping us from achieving our goals. A common factor among millionaires is their belief that they can, and will, become a millionaire. They actually see themselves as a millionaire. Even when setbacks occur, they are able to look at them as temporary. They view obstacles as setups to change course in the achievement of their goal. MFLs play internal “tapes” that naturally increase their Worth Barometer. This dictates their self-esteem, confidence, and ultimately, their achievements.

The reverse is true for those who don’t become millionaires or are miserable millionaires. They play different internal “tapes” that lower their self-esteem and confidence. Which tapes are you playing each day in your mind?

The millionaire belief system is simple: you must believe that you can be a millionaire. You must see and feel it to experience it! If you do not believe you can achieve your goal, review the Releasing Mental Blocks and Core Beliefs at the end of this chapter.

Another common characteristic millionaires share is a resounding belief in their abilities and self-worth. I have seen firsthand, how someone can work like crazy to become wealthy only to lose it all. But what causes a person to do this? One of the most common reasons is they have a low Worth Barometer. A Worth Barometer is a combination of beliefs and self-esteem. At a basic level, individuals with a low worth barometer do not feel they are enough and often believe they do not deserve to be wealthy. Most of these beliefs began in childhood. If you suffer from low self-esteem and lack confidence, take active steps to improve your sense of self-worth. In addition to following the advice in this book, consider professional help from a qualified psychologist or coach. If you don’t do the necessary personal work to overcome these issues, feelings of inadequacy will continue to haunt you your entire life.

Self-worth issues show up in one of two ways. You either never come close to reaching your full potential or you achieve success in one area (make a million dollars) while sabotaging your success in another area (destroy your health.)

An important step facilitating change in our beliefs is to understand the impact of *thresholds*, the internal programming of our comfort zone and what we choose to accept as our reality. We all have an internal threshold similar to the worth barometer that measures our comfort zone. For some, their threshold has a wide range of comfort; for others, very short. For example, Michael had been consistently earning \$50,000 a year. He then had an exceptional year earning \$100,000. What do you think happened the following year? He dropped back to earning \$50,000. Why? Because his internal threshold was programmed to earn

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

\$50,000 and earning \$100,000 put him out of his comfort zone. Making \$100,000 a year did not conform to his internal and unacknowledged sense of reality. Michael couldn't understand why he was unable to sustain earning \$100,000 per year. The solution was simple - he needed to expand his internal threshold. By doing so, he was able to increase and sustain a desired level of income.

In a study of consultants, nearly ninety percent of people who increased their income substantially in one year dropped to their average (or lower) income the following year. This same rule applies to net worth. For example, consider the statistic that the average lottery winner is bankrupt within five years. Why is this? Until you internally accept that you are worth the increased income or net worth and learn to think of yourself as someone who deserves wealth, it is often difficult if not impossible to sustain.

This is the psychology of money and matters more than any investing techniques or computational methods available today.

Changing your thresholds requires that you release mental blocks. By changing your threshold, you can increase your net worth and income. MFLs have learned how to re-program their thresholds. They make it their top priority because they were serious about creating habits required to become a millionaire.

Another common belief is people with money are simply "born lucky." This is not true. MFLs create their own luck. As the saying goes, "luck is when preparedness meets opportunity." MFLs understand and use this to make their dream a reality. They are focused and determined individuals. People who believe millionaires are lucky didn't see them working for years before they became a success. Ray Kroc, the founder of McDonald's, wrote in his autobiography "I was an overnight success all right but thirty years is a long, long night."

While some people may appear lucky by winning the lottery or inheriting money, the majority of time they end up broke. A few years back, I overheard the manager of a collection agency speaking at a conference. He shared that a high percentage of people who had credit problems often received a windfall of money from either inheritance or winning the lottery and the majority squandered their money in a very short amount of time. Other statistics show that up to 95% of lottery winners are bankrupt in 5 years. It is likely that these individuals weren't able to reprogram their internal thresholds. They were unable to change their habits, behaviors, and above all, their beliefs. As you progress through this book, you may find it helpful to spend time working to improve and increase your threshold by changing the beliefs that aren't serving you.

Some of the greatest challenges people have in becoming a millionaire relate to our beliefs we were taught as a child. I grew up believing that once I

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

had money, my life would be amazing. I believed all people with money were happy. Of course, I eventually found out that some were and some weren't. It boils down to their worth barometer, what they believe and their self-worth.

Millionaires with great lives have positive beliefs about money but aren't driven by money. They live balanced lives driven by purpose and values. They understand that money is a means to an end but not the end itself. They know that money without health and fulfilling relationships, equates to a failure of a life.

Whatever your reality is, you can change it by improving your beliefs, thoughts, words and actions. If you are not achieving your goals, the problem lies internally with your current beliefs. By expanding or changing your beliefs, you will achieve different results. I recommend that until you reach your desired goal, you continue to work on your beliefs and inner growth. While you have nothing to lose, except a life that isn't giving you what you want, you have everything to gain, by living a life you desire.

6. Millionaire Behaviors

One of the best questions to ask is, "Am I getting my desired results?"

If the answer is a resounding "yes," keep doing what you're doing. If the answer is "no," take time to review your behaviors & daily actions and make a change.

Wanting a different result but continuing to do the same thing, as we know, is defined as insanity. You're probably not insane but if you're not achieving your desired goal and wish to, it makes sense that changing your behavior is a good place to begin. Let's begin by discussing two behaviors that often need to change. I refer to these behaviors as the "solution rejection factor" and the "excuses factor."

The Solution Rejection Factor

Have you ever noticed how a person will complain about something, such as not having enough money or weighing too much? You ask them if they want to fix their challenge and 99% of the time they respond, "Yes!" You provide them ideas and they reject them and continue to take the same actions that produced their problem.

While it's easy to say this is crazy, the reality is that we all do this to some degree. But why? It is often caused by our habits which are formed by neuron pathways. Over time these neuron pathways become ingrained in our subconscious mind. To change this, we need to form new neuron pathways which allow us to create new habits and to open up to new ideas and solutions

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

that will solve our challenge. By taking the time to identify potential solutions you may have previously rejected, you can change this behavior and use the solutions to become a MFL.

Years ago, I was addicted to coffee. I would drink coffee all day long throughout college. When I hit the bed at night, I was always exhausted. I needed that jolt to get me up in the morning and keep me going during the day. Many people, including experts, told me I would have more energy if I eliminated coffee. I rolled my eyes and headed for my next caffeine fix. I didn't even consider the solution that was being offered to me. Finally, when I became pregnant with my daughter, I quit drinking caffeine. While the detoxification wasn't a pleasant experience, after getting it out of my system, I started to feel great. That was over 25 years ago and my energy level is measurably higher now than it was when I was addicted to coffee.

This same attitude of rejecting solutions is what keeps so many from becoming a millionaire or multi-millionaire. We reject valid solutions to our challenges and then wonder why we are not reaching our goals. Part of rejecting solutions is using excuses to maintain the status quo. Becoming a MFL, requires us to open our mind to possibilities that we have not previously entertained. While the concept is simple, it requires that we become conscious. This allows us to notice our gaps, apply the solution and stop rejecting solutions and making excuses that keep us broke and unhappy.

Here are a few ideas that can support you on your journey to becoming more conscious so you can achieve your goals:

- Slow down.
- Take time daily to be silent.
- Pay attention.
- Maintain a consistent sleep pattern with 7-8 hours of sleep each night.
- Let sleep provide solutions.
- Consider ideas before rejecting them.

Let's explore each of these ideas.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Slow down

When we slow down our mind, we are able to see opportunities and solutions that we simply can't see when we are moving too quickly and trying to complete too many tasks.

Take time daily to be silent

When we withdraw from our accustomed external stimuli, our minds don't know what to do. At first, the mind will focus on internal chatter, such as outstanding to-dos or replaying conversations. You might feel overloaded from just listening to it.

Train your mind to handle space. Spend time in silence with no music, television, or telephone calls. Begin a daily ritual with no noise or distractions for three minutes upon arising in the morning and again in the evening just before bed. As you master the first three minutes, increase each session by one minute until your quiet time is up to 15-30 minutes in the morning and 15-30 minutes in the evening. Then, if possible, take a silent retreat. This can range from a day to several days. While most people agree that spending extended time in silence is one of the hardest things they have ever done, the effect can be priceless.

The first few hours are generally the most difficult because our mind is ingrained to expect external stimulus which causes inner turmoil without those distractions. On about the third day, your mind begins to quiet and slow down. By the fifth day, you should feel like a new person. The result is an ability to think more clearly and feel more energized than ever before. By taking time each day to quiet our minds, we can, with ease, attract whatever it is that we desire.

My writing studio is two hours from my home. I often drive in silence. While this isn't the same as the exercise above, it is amazing how clear you get once your mind quiets down. Initially I unconsciously go to turn on my radio or call someone but as I continue, a calmness and peace sets in that provides amazing focus.

Pay attention

If we are accustomed to rejecting solutions, we oftentimes ignore a key idea or contact that could potentially unfold our plan, simply because we aren't able to recognize it. Pay attention to coincidences. For instance, if you tell your spouse that your job is boring and later that day receive a phone call from a friend telling you about an opportunity out of your expertise, pay attention and consider the possibilities before rejecting the idea. Sometimes when events like this occur, we believe they are simply coincidence and we ignore them. In working with thousands of people, I

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

have found that coincidences are oftentimes what we need to pay the closest attention to.

Let sleep provide solutions

This solution has been known for millennia: sleep on it. When you turn off your conscious mind, your subconscious becomes free to discover an answer that was available all along. When you wake up, the answer often presents itself to you. Steve Ledson, founder of Ledson Winery, shared in my interview with him that he built his castle using this technique. Originally it was going to be his home but when 100's of tourists continued to jump the fence asking when the winery would open, he decided to convert it to a winery. It is in Sonoma and one of my favorite wineries.

When he had a design decision to make that wasn't obvious, he would get clear on the question, post the drawings on his ceiling above his bed, and then sleep on it. When he would wake up in the morning, he would have the answer.

Consider ideas before rejecting them

Ask yourself some key questions before rejecting a potential solution. Examples include: "What if?" "What if I tried this?" "What if, this is the answer I need?" Todd Kelly used this to first double his quarterly revenue and then double his annual revenue.

"If it worked, would this idea bring me closer to my desired outcome? What impact will this make on my future?" Oftentimes, we aren't open to possibilities because our brains are wired to be efficient and do what we know to get the task done. In addition, our inner "voice" has a pre-existing narrow vision of what's possible. By embracing our creativity and what is possible, we become open to the idea before we reject it. A great question a mentor told me to ask myself is, "What would a blue elephant do in this situation?" A blue elephant represents the highest level of enlightenment. Whenever we take the action a blue elephant would take, we are working toward the best solution! This concept changed the trajectory of my life and contributed significantly to where I am today, personally and financially.

Excuse Factor

Another common behavior that keeps us from achieving our desired result is making excuses. If you find yourself saying, "I am _____ because of _____," you are using an excuse. Whether it's because your spouse left or the market is down, the list of excuses for why you are not achieving your goals can be endless. Many times the excuses are true (maybe your ex-spouse did steal all your money or leave you or you lost a lot of money when the market

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

dropped), using them as a reason for why you aren't achieving your goals creates a barrier to achieving what you desire. The sooner you are able to recognize this pattern and how it is keeping you from achieving your goal, the faster you'll achieve your desired result. Instead of dwelling on the past, focus your energy towards developing a plan that will support you in achieving your present and future goals.

Sometimes our excuses are so ingrained in our being that they become a hard wired belief. I once met a woman who explained she had been unable to achieve her desired goals because of her husband's untimely death in a fire. She had me in tears, believing she truly needed more time to grieve before she could accomplish her goals. Then she mentioned her new husband. I asked her when her previous husband had died. "Almost ten years ago," she said, and added that she had been remarried for eight. I was shocked. She was using an excuse that was *ten years old* to justify why she wasn't able to achieve her current goals.

No one is immune to using excuses, even when we know better. For instance, I previously owned and used a contact management software program for years. When I first purchased the program, I spent a lot of time and money getting it up and running. I knew it had a time-consuming learning curve but wasn't willing to take the time or spend the money to climb that curve. The time and money had become my excuse for not properly learning and understanding the software. One day, while working with my coach, she had me write down everything I needed to more effectively run my company. As we were discussing the list, I realized that 90 percent of the issues would be solved by this software. While I already knew about the Solution Rejection Effect and excuses, here I was violating my own advice.

When I gave up my excuse of not enough time and resources and learned how to use this valuable tool, guess what I gained? More time and money! Hopefully this is a helpful reminder that regardless of where you are, by simply paying attention to the excuses that have become hardwired, you can replace them with habits that move you in the direction of your goals.

When you focus on problems that keep you stuck versus a solution, you actually make it more difficult to attain your desired result. The secret is to learn from your actions that are holding you back and focus on the target you want to reach. This requires us to determine what works for us.

Often combined with excuses are mental blocks that keep us from achieving our goals. If you realize you frequently use excuses, congratulate yourself for acknowledging this. Then, start to identify when you use them. Enrolling a trusted friend to help you identify your excuses can also help. By simply becoming aware of your excuses, you can work to eliminate them.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

An important insight to understand in this process is failure. Most people think failure is a problem and they use it as an excuse to stop taking the action required to achieve their goal.

This requires that we understand failure. On one side, failure occurs because you are not taking the required action to achieve your goal. This type of failure is what I refer to as true failure and should be avoided.

The other side of failure often occurs when you begin a new path and do not yet have the data to prove the actions are on target to get to our goal. Be careful not to think of this as 'failure' but instead as your learning curve. Early actions and results (or lack of) may not appear to be working but more time may be required or an adjustment to the action may be required. This path or process is good and leads to success. Too often people stop doing something because they do not understand failure and which path leads to success. The secret is to continue to test and tweak to determine what actions will lead you to your desired goal. While this will take time, this is the path that MFLs follow.

7. Understanding Millionaire Paradigms

In *The Seven Habits of Highly Effective People*, Steven Covey explains that a paradigm is "used today to mean model, theory, perception, assumption, or frame of reference...it's the way we 'see' the world—not in terms of visual sense of sight, but in terms of perceiving, understanding, interpreting." For our purpose, we will use *paradigm* to mean what we believe to be true, and *paradigm shift* to mean a shift in a current belief.

The basic paradigm of MFLs is they believe they can reach their goals. When faced with a setback, they understand it's only temporary and if the setback is based on a paradigm that no longer serves them, they change it. They see challenges and problems as opportunities and use them for personal growth moving forward. They also understand that every situation that has occurred including good and bad are essential to their success.

The most profound paradigm shift I experienced changed the financial course of my life. My goal when I graduated from college was to make \$100,000 a year and to be a millionaire by the age of 30. What a 'high' it was to reach my income goal within a couple years of graduating and to be well on my way towards my net worth goal.

Then one day, I was reading an article about people under 30 who were making a million dollars a year. I was shocked! Earning a million dollars a year? Why hadn't I thought of that? Before I read that article, my paradigm was that \$100,000 a year was the most a person under 30 should expect to earn. I had never considered the possibility of earning \$1,000,000 a year. After reading the article, my paradigm shifted and I changed my goal to \$1,000,000 per year. To

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

facilitate my paradigm shift, I found a mentor who advised me to work with people who had the net worth I desired. He also reminded me that the only difference between a check for \$1,000,000 and one for \$100,000 was just one zero. While this may not sound earth-shattering, it changed my paradigm and my financial destiny. By simply believing it was possible and working to change my current paradigm and threshold, I was able to achieve ten times more income than I had ever imagined.

As my life progressed, my goals became less about money and more about who I was meant to serve and the impact I was making. Interestingly, when my focus became more about others, the money piece fell into place even faster. I still took consistent action on my plan but my big picture plan was my motivating factor.

So how can you begin to identify and create new paradigms? The first step is to identify your paradigms and then determine which ones are working and which aren't. For example, how much are you currently earning and what is your net worth? Are you satisfied with your income and net worth? Are you worth more? Our research consistently shows that individuals earn what they believe they are worth. That being said, if you aren't satisfied, increase your worth barometer and watch your wealth barometer (that dictates your income and net worth) follow suit.

The next step is to write down any paradigms that are consistent with what you want and don't want to accomplish. Write out new paradigms to replace the ones that aren't supporting your goal. Take time each day to review your beliefs and paradigms and challenge what you previously believed to be true.

Finally, review your daily behaviors and activities. What paradigms are these based on and are they helping you to reach your goals? If not, replace these paradigms with ones that serve you. A good way to begin is to ask yourself how many hours per day you spend on IPAs - income-producing activities and HVFDAs - high value fixed daily activities. If you are spending less than 4 hours per day, think about increasing your daily IPAs. When I was building my business, I spent 8 hours per day on income producing activities. While this may be too intense for you, take time each day to track your high value activities and how long each task takes you to complete. You also want to make sure and complete your HVFDAs - high value fixed daily activities - daily. The only exception to completing your fixed daily activities is an extreme emergency or pre-planned vacation. We will further discuss HVFDAs (daily fixed activities) in a later chapter.

In our performance mastermind community we create "power hours," which we refer to as PHs. These are 60 minutes of laser focused work followed by a 10-15 minute break. Begin with a minimum of 3 PHs per day, increasing it

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

to 6 or more. It is amazing how productive and efficient you will become by taking this step.

Other experts recommend 50-90 minute PHs followed by a break. Test different times to determine what works best for you to get your critical tasks completed

For more insight on daily activities, including LVFDAs and NVFDAs, go to <http://MillionaireSeries.com/7pr>

By continuing to review the lessons taught in this book and continuing to identify your behaviors and beliefs, you will be positioned to eliminate and shift the paradigms that aren't producing your desired results and replace them with ones that propel you forward.

8. How Millionaires See Their Future

What does the picture of your future look like? Can you *see* it in all its glory? If you don't have such a picture, it is critical to create one. The saying, "We become what we think about and how we see ourselves," applies to every aspect of our lives. If you have trouble seeing yourself as wealthy, create a clear picture in your mind of the physical details that represent wealth to you. What does your home look like? What kind of car are you driving? Where do you travel? Are you donating a big check to your favorite charity? See yourself having, doing or being whatever represents how your life will look once you reach your goal.

Early in my career, I created a visualization book that contained pictures of my dream life. It included my second home, vacations, family, my garden as well as pictures that filled me with peace and joy. It even included how I wanted to look physically. Every night before I went to bed, I would look at the pictures to imprint them into my subconscious mind. This helped me clearly picture what my future looked like, which in turn, helped me create it. It turns out that my second home, a cabin in the pines, is very similar to the picture I have in my book.

MFLs see themselves wealthy, long before their wealth becomes reality. Those who don't see themselves as wealthy often have trouble saving money, even if they earn a lot. Because our financial future is largely influenced by our internal beliefs and our ability to focus, it is easy to talk with someone and determine where they are financially and where they will likely be in the future.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

A critical element is the ability to separate income versus net worth. While income is the queen of financial freedom, net worth is king. Too often people brag about how much money they are making or how much they pay in taxes. While income can play an important role in the accumulation of wealth, a person needs to understand the difference between what they take home and what they save. One of my multi-millionaire peers was in a mastermind group with a man who was earning \$50,000,000 per year. Sounds incredible until he found out that he was spending \$60,000,000 per year to make it. If someone said, "I am making \$50,000,000 per year," most people would want to learn more than if he shared, "I am losing \$10,000,000 per year."

A huge contributing factor not only to a person's wealth but to their general happiness is the mental pictures they have created. The pictures in our mind create our reality. Those whose lives are filled with happiness often serve others with an open, loving heart. Their mental pictures show their generosity and kindness. On the flip side those whose mental pictures are self-serving in their accumulation of money often create a life filled with problems.

The mental pictures that currently reside in our mind have been created from past experiences. They are largely influenced by role models, the most common being our parents, teachers, and peers. If the pictures we create don't support our desired result, we need to change them or replace them with ones that do.

9. How to Release Mental Blocks and Core Beliefs

At this point, you may be thinking, "I don't possess the characteristics or beliefs I need for becoming a millionaire and I don't know what to do or how to change." Here's some great news: you can learn how to change your beliefs and thus your results, in any area of your life. To be a MFL, you must believe that you are capable and deserving of being one. Many of us grow up believing that only a select few are lucky enough to be multi-millionaires or that those who do are lucky or more deserving than us. Some of our beliefs become so ingrained, we aren't even consciously aware of them. It requires dedication and hard work to rid ourselves of beliefs that no longer serve us and create new beliefs that propel us towards achieving our dreams.

Many people have successfully resolved emotional issues around health, relationships and money by simply using the technique of journaling. Because many of our beliefs are deeply ingrained, it requires a conscious effort to release them. One of the best techniques I found is in Dr. Ronald L. Peters' book *Edgework*. In a chapter called "Edgework Exercises," Dr. Peters explains a process for tapping into the subconscious mind and releasing emotional issues. While his book relates to health, I have found similar results for resolving money issues using a similar technique.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

These 5 steps will help you to identify and change the beliefs that are interfering with the achievement of your goals:

1. Identify two or more beliefs you have about money, prosperity, or abundance that are holding you back from achieving your goal. For example, you may believe "All rich people are dishonest," "Money is filthy," "I never have enough money," or "I'll never make enough money to be a millionaire." Because the list can be extensive, I recommend focusing on any negative beliefs that frequently surface. You may need to take a few days to pay attention to thoughts and comments you make, both aloud or to yourself. For example, if you see someone in a Ferrari, do you think, "He's a flashy show-off"? If so, that might mean you believe wealth means showing off. Or do you think, "He could have built a homeless shelter with the money he spent on that car," meaning that you believe all rich people are selfish and heartless.

2. With your dominant hand, write this question: Why do I believe [fill in one of your beliefs about money]. For example, why do I believe that money is dirty? Why do I believe people with money are selfish? It is best for the statement to be written in a positive versus negative tense. For example, "Why am I broke?" is better than "Why can't I ever save money?"

With your non-dominant hand, answer the question. By using your non-dominant hand, you tap into the part of your brain that is intuitive and holds the answer to all situations, problems or challenges. Each day, take 10-30 minutes to write whatever comes to mind. It may take some time to peel away the layers and uncover your deepest beliefs. It's common to have deep emotions surface in this exercise, such as grief, sadness, or fear but it is critical to continue the exercise. After you identify the belief and complete the handwriting exercise without an emotional reaction, replace the belief with one that allows you to achieve your desired goal. For example, you might write, "I am a happy, healthy millionaire."

3. Create verbal and written affirmations that align with your new belief, such as, "People who are rich are honest," or "Divine wealth is mine." Later in this book, I discuss how to effectively use affirmations to help you achieve your desired outcome.
4. Verify that your belief has changed by noticing your reactions, emotions, and results. If old beliefs continue to surface, don't worry; simply continue to repeat these steps until they stop. You will likely find additional beliefs in your subconscious that need to be released and replaced with new beliefs. It is common that the core beliefs which need to change, will take more time to surface.
5. Continue this process until you no longer have beliefs that are interfering with your ability to become a millionaire and don't support your end goal.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

You will know you have resolved this issue because your outer experience will change.

It is important to identify “core beliefs” or “emotional blocks” so you can release and disconnect them. Once you identify the belief or block and then feel the negative emotion, such as fear, anger or helplessness, you can neutralize the feeling and replace it with a belief that will assist you in achieving your desired goal.

When we have blocks or false beliefs, they keep us from attracting our desired goal. By clearing the blocks to our energy field, we make room to attract our desired results. If this is a new concept for you, as it was for me when I began my journey, it may take some time to understand and implement. I encourage you to stick with it as it changed the course of my life and can for you, too.

Karol Turman, in her book, *Feelings Buried Alive Never Die ...*, says it best: “It’s the continual suppression of unresolved feelings and emotions that cause the problems we experience in our lives.”

Here’s an example. Mary believed she never had enough money or time. She complained about life being hard and although she wanted enough money to live the life of her dreams, she never had enough. We discussed how her situation was most likely the direct result of old beliefs that no longer served her and that by eliminating and replacing these beliefs, she would create the life of her dreams. She was skeptical but began journaling for 30 minutes each day. Before she knew it, she was able to identify an inner belief that she wasn’t enough. She felt she was overweight, unattractive and not educated enough. Suddenly, it made sense that her outer experience – “not enough” time or money – simply reflected her inner belief of being “not enough.” By identifying and feeling the emotion associated with her false belief, she was able to release it and completely change her outer experience.

Sometimes people aren’t able to release their emotional blockages on the first attempt. This occurs for one of two reasons. First, the belief may be so deeply rooted that it takes time to identify and replace it. The key is to continue the writing exercise and eventually you will release it.

The second reason is that we all process information differently which affects how we change a belief. Perhaps you are a visual person and need to “see” yourself achieving your goals. Or maybe an auditory person who responds best to sounds or a kinesthetic person, motivated by touch or an intuitive person who listens best to deep knowing. For instance, if you’re having trouble “seeing” yourself as a millionaire, imagine what you’ll hear when you become one. What will people say to you? Will their voices be filled with respect? Perhaps this will motivate you faster. It is imperative to feel your goal internally but we all trigger that “feeling” through different senses. The key is finding out what works best

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

for you. Continue to try different methods until you determine which approach is best for you.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle 1

#1. Which goal is your first priority? Rank in order of importance: more money, better health, healthier relationships or peace of mind. Why?

#2. What about understanding this secret is so important?

#3. What top three external accomplishments do you want to achieve? Why?

#4. What internal goal(s) are underlying your external accomplishment?

#5. Confirm your internal goal by completing the following exercise:

Use this example, insert your own answer, and modify the questions accordingly.

Q: What's important about reaching your financial goal of being a millionaire?

A: I can purchase a second home.

Q: Why is having a second home important to you?

A: It gives my family and me a place to retreat.

Q: What about retreating is important to your family and you?

A: It gives us family time and down time.

Q: What about family or down time is important to you?

A: We get to spend quality time together.

Q: What about spending quality time together is important to you?

A: It brings us closer together as a family.

Q: What about being closer as a family is important to you?

A: Our family is content and happy.

#6. Give two examples of how your internal goal will change the lives of you and your family.

#7. Give two examples of how your external accomplishment will change the lives of you and your family.

#8. Make a list of Millionaire for Life character traits. Which ones do you currently possess? Which ones do you need to incorporate? Identify the first, second and third trait you will incorporate.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- #9. Which beliefs are propelling you toward your goal? Which beliefs are keeping you from achieving your goal?
- #10. List the top three beliefs you need to change to become wealthy, healthy and happy.
- #11. Create a log each day of your daily activities so you can track how you're currently spending your time. Next, create a log of how you need to spend your time to achieve your goals. Make sure to spend at least 4 hours each day on IPAs - income-producing activities. An IPA is one that generates income, currently or in the future.
- Are you meeting your desired goal? If not, how many IPAs are you completing on a daily basis? Track everything you do and how long it takes. Prioritize what you do and how long it takes. Next, complete your HVFDAs - high value fixed daily activities each day.
- #12. After reviewing your last ten years of income and net worth, determine your income and net worth threshold. Is it acceptable to you?
- #13. What behaviors need to change?
- #14. What solutions have you rejected that could help you reach your goals?
- #15. Identify two incidents where you caught yourself rejecting solutions or making excuses. Review both and determine what you can learn from the incident. Then determine how the ideal or insight could help you towards achieving your desired goal.
- #16. What paradigms must change to reach your goals? Give specific examples.
- #17. Describe how your future looks. Is it consistent with how MFLs see their future?
- #18. What does your future look like? Do you see yourself being a MFL? If not, why?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- #19. Create a visualization book. Purchase a three-ring binder and a box of sheet protectors. Put your favorite picture on the front of it. The only requirement is that it represents what you desire. Then whenever you find a picture that represents something you desire, cut it out and place it in a sheet protector inside your binder. Include your family picture, home, charities you will support, second home, automobile, ideal body, and anything else that motivates you. It is your future, so choose carefully. Review your visualization book every night. Envision yourself living this life and make it as vivid as possible: see, smell, feel, hear, and touch it.
- #20. What mental blocks or limiting beliefs do you possess?
- #21. How are you eliminating these emotional blocks from your life?
- #22. Describe the process you'll use to release mental blocks to accomplish your goals.
- #23. Can you identify any excuses you should eliminate?
- #24. Take 5 minutes and identify any beliefs you want to change.
- #25. Complete the *Releasing Mental Blocks and Core Beliefs* exercise for 10-30 minutes each day until your results changes. Keep a journal and monitor your results.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 2: Making Millionaire Choices

1. Defining Millionaire Moments

During my interviews of millionaires, "[Defining Millionaire Moments: How One Choice Can Change Your Life Forever](http://DefiningMillionaireMoments.com) (DefiningMillionaireMoments.com)," I am often amazed by the events that have changed the course of millionaires' lives. Seemingly insignificant choices can have a profound, long-term, effect. By paying attention to the choices we make, we too, can make choices that will change our lives forever.

Early in my career, I heard a life changing story. It had a profound effect on my life and the success I have achieved. There were twin boys whose father died when they were seven years old. Their mother was forced to go back to work. She had to work two jobs and the boys' childhood was difficult. A reporter located the twins and interviewed both of them at age 45. One of the brothers was a successful attorney, had four children, and had been happily married to the same woman. The other twin was an alcoholic, had been married numerous times, lost touch with all his children, and was unable to hold down a job. When they were asked what they attributed their current situation to, they both responded, "The death of my father at the age of seven." This is an excellent example of how one event in our lives can either propel us forward or destroy our dreams. The choice is yours; do we take a situation and create our dreams or destroy our destiny?

In the exercises at the end of this chapter, you will create a past and future "MFL Map" that identifies which choices and events in your life are propelling you forward or holding you back. It is a great tool to use in your journey toward becoming a MFL.

Let me share one of the biggest lows in my life that turned into a high. I was a cheerleader in high school. At one of our tournaments, the other cheerleaders and I were talking with a group of guys from an opposing team. A woman from our town saw us and thought we were being disloyal to our own team because we were interacting with the opposing team. She petitioned the school to get us kicked off the cheerleading squad but her attempt failed. She then tried to get the school board to make us do two days of manual labor, which also failed.

At the end of the school year, we had cheerleading tryouts. I knew that I would make the squad again -- until I walked into the tryout room and saw this woman in the middle of the judges. I was so caught off guard that I literally froze and could not even do my cheer. At that moment, it seemed to be the most devastating event in my entire life. I went home and cried. I didn't make the squad.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Then I received a call from a girlfriend who said, "Let's join the cross country team." I said, "Are you crazy? Why would we ever put ourselves through that?" Although I enjoyed running, the thought of running competitively had no appeal at first. She wouldn't give up and ultimately convinced me. Every morning, we biked seven to ten miles and ran four to five. What a great idea this had turned out to be. We got in shape and I made the state track championships. So why was this story so important in my life?

Whenever I've been in an uncomfortable or challenging situation, I remember when I froze at cheerleading tryouts and how that choice affected my ability to achieve my goal. In fact, I have thought of this story prior to closing some of the biggest deals of my career. While there are always factors beyond our control, we can only do our best with what's within our control.

This experience also taught me that when things don't work out as planned, there's always a reason. By accepting the situation and outcome for what it is and looking for the lesson in it, we are that much more prepared to reach our goal. If only I had known the impact this event would have on my life, I would have ran up and kissed that woman. I wish I could write her a letter and thank her!

Another event that had a huge impact on my career occurred after an NBA Championship game when the Phoenix Suns were playing the Chicago Bulls. The Suns were ahead by two points with one second left in the game. The Bulls had possession of the ball and could have easily made a two-point shot. Instead, they took a chance and scored a three-point shot to win the game. I was so disappointed that the Phoenix Suns had lost.

I was watching the championship in Toronto, Canada while at a top producer event. The next morning, our speaker asked if anyone watched the championship game the previous night. The audience responded with a combination of cheers and boos.

What he shared with us next has had an enormous impact on my life. He explained that the game was a great example for everyone at the conference. It was symbolic of why some people win and others don't. He said that winners take risks and don't give up, even when the future is uncertain. Winners go the extra mile and that is why they are winners. The next time things aren't going how you desire, he said, think of last night's game and ask yourself if you want to be a winner or loser. This will help you go the extra mile. I have thought of that man's words many times.

While this may not seem like rocket science, simple lessons can have a profound effect on us when we are faced with an experience that is out of our comfort zone.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

What unpleasant experiences have you had that helped achieve your dreams? Or kept you from realizing your dreams? Could you take the experiences, previously viewed as failures or barriers, and identify alternate solutions to help you achieve your desired result?

2. The Millionaire for Life Mission

As you develop your MFL plan, you need to determine the most important personal and professional objectives you want to accomplish. I recommend that you review these objectives frequently and update them annually. As you achieve your objectives and goals, you want to set new targets immediately. In addition to discussing your business goals with your partner and mentor, take time to discuss personal goals with your family, including your spouse and children. When you share your goals with others who support you, they will help you stay on target in the achievement of your goals.

You will have an opportunity to identify your priorities for this principle in the application section at the end of this chapter.

Once you have identified your priorities, develop your MFL Mission Statement. Your mission statement provides the framework of your life and what you do. This is explained in the application section at the end of this chapter.

3. Your Millionaire Success Formula

Every person is operating from a formula. MFLs have a success formula which includes their unique abilities. To become a MFL, determine what your purpose is and what unique abilities you have. Ask yourself the following questions: What do I love? What do I do well? What is my calling or purpose in life? What talents do I possess that are unique to me? Each of us has unique talents and abilities. Sometimes the greatest challenge is simply identifying our hidden treasures. If you find it difficult to identify a purpose, begin by making a list of the tasks at which you excel and those you don't. It also helps to identify the items that you love doing and those you don't enjoy. We typically enjoy tasks at which we are good more than those at which we struggle.

My research and personal experience shows that people who have never had an opportunity to share their opinions, often discount their worth and are not clear on what they want or what motivates them. If in the past, you have frequently been put down or made to feel unworthy, take time to learn how to love yourself and improve your worth barometer. This will enable you to identify your passion which is a requirement in determining your millionaire success formula. By doing what you love, your work becomes play and you will leap out of bed each day because you cannot wait to get at it again! The only caution is to differentiate between a hobby and a career. A hobby is fun but doesn't

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

provide a monetary reward. Your goal is to find a career that feels like a hobby while offering monetary rewards. Give it time and use your creative energies. The exercise at the end of Principle 1: #9. How to Release Mental Blocks and Core Beliefs, is a great exercise to help identify your creative energies and passion.

Various exercises throughout this book will assist you in searching for your success formula. This step explains how to tap into your subconscious, allowing you to become clear about what you are supposed to do and how to release beliefs that are in the way of achieving your goals.

With your dominant hand, write out these questions:

- What is my success formula?
- What am I passionate about?
- What am I afraid of? Why?
- When do I lose track of time?

Now, with your non-dominant hand, write the answer to the question. It is common for deep emotions to surface, often issues from early childhood. Just let the emotions flow and continue to write out the answer. Spend 10 to 30 minutes a day completing this exercise until you have the “real why” answer and are getting the results you desire. For example, if your goal is to lose weight, you can measure the result by weighing yourself. If you weigh less, the exercise is working; if not, continue to journal.

The most amazing part of this exercise is that when you shift internally, your external world changes instantaneously. It has a life-changing effect because once you experience it, you will use this technique to get your desired results in any area of your life. If you are not getting the results, continue to do the internal work. Know that it will pay off.

4. Millionaire Decision Making

A critical factor in becoming a MFL is learning to make great decisions. Your decisions will make or break you. Whenever you make a decision, ask yourself, “Will this decision bring me closer to my desired goal?” If the answer is a resounding YES or NO, the decision is easy. If the answer isn’t clear, you need to take more time to analyze and research options before making a decision.

A good idea is to ask your question before going to sleep each night. For example, if you are wondering which career you should follow, a good question may be, “What career would I love more than any other?” Or if you are faced with a major financial decision, ask the question, “Which financial decision makes

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

the most sense?" When you wake up in the morning, ask your question again. Many times, the answer will be waiting for you.

If you want additional assurance, ask a confidant or expert for their opinion. Once you have enough information, create a pro and con list. Or ask yourself the question and then forget about it for a few days or a week.

As you learn to trust yourself and listen, the answers come. Do not be attached to the outcome. Oftentimes, we pre-determine how the answer will appear and if the answer doesn't match our expectation, we may miss it. It often comes in an unexpected form, such as a coincidence, so just be open and don't discard any options.

Then wait to make the decision until you're confident in the decision. If you have never done this type of decision making, it will take time to build confidence in your ability to make the best decision. This is not to say that you won't feel apprehensive or nervous. Just take the time to make sure you listen to your intuition. If that little voice inside you is saying "No," listen. It will likely save you time and money.

Sometimes, we are poor decision makers because we haven't had the opportunity to learn how to make decisions or we may be aiming for perfection. If you have always had someone else making decisions for you, it will take time to build your confidence and learn this skill. Your ability to negotiate is also important. If you and your spouse cannot agree on a topic, take time to negotiate a position. The problem with letting someone else make all decisions about our life is that they often are not congruent with our personal values or desires. This state causes inner turmoil and will eventually catch up to us, either through a breakdown or an illness. Many people grew up believing it wasn't nice or acceptable to disagree with someone else. Others enjoy debate and their goal is to win the discussion through a logical argument. The key is to understand that negotiations, of any type, require a give and take from both parties. The best scenario will only bring you and the other person closer together.

Another important reminder is to not get caught up in being perfect. No one is perfect! Many of the MFLs aim for a 50% right decision average. Initially, this surprised me until I continued to see so many MFLs successfully utilizing it.

Another good rule of thumb is to determine how important the decision is and the downside of making the wrong decision. If there is a major downside then take time and get other opinions. If there isn't a major downside then make a decision knowing you can change course if you need to. Because decision making is critical to your success, take the time to learn how to make great ones.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

5. The Millionaire for Life Reality

An excellent paradigm to adopt is the belief that there is enough money for everyone. You can choose to believe there is enough money, food, and love for everyone. If you don't believe there is enough to go around perhaps you want to reconsider this option. When people know there is enough and they can reach whatever goal they desire, they do. When they believe there isn't enough or life is unfair, that reality plays its course in their life. Our beliefs, more than anything else, create our reality.

People who believe there is not enough have what is known as a "poverty mentality." This is a disease of the mind and is extremely damaging. While having an "abundance mentality" isn't a prerequisite to being a millionaire, it is the key to being a MFL who is happy and enjoys peace of mind. There are wealthy people who live with a poverty mentality. They often have the "disease of more." They worry about not having enough money, think others are out to con them, or are stingy with their money. They live their lives below the grid in a place of fear, worry, anxiety and angst. While they may achieve some financial goals, they rarely come close to their potential and rarely enjoy their success.

People who have an abundant mentality avoid these people. They aren't enjoyable to be around, unless you share their limiting and often negative beliefs. While the principles outlined in this book provide the framework to becoming a MFL, it is equally important to have a mentality that promotes positive emotions and healthy relationships. We refer to this state as "above the grid." When you get into a "below the grid" state of negative emotions, such as fear and guilt, it is important to determine what must be done to get back on track and above the grid where you experience love, peace of mind and happiness. In my 25+ years of studying this insight, I have never witnessed a single person who is always above the grid. The secret to an amazing life is to spend more time "above the grid" and determine what causes you to go "below the grid". And what you can do to get back to a state of joy and happiness, which is above the grid.

6. The Alignment of Your Values and Vocation

We all have to decide what we want to be when we grow up. The problem is some of us never grow up! The actual career you choose doesn't matter; it could be selling cars, creating computer programs, landscaping or something else. What does matter is that you are passionate about it and can make money doing it. You know you have found your career and purpose when the time you spend working flies by and you wish there were more working hours in the day.

If you are continually looking at the clock or leaving work early or right at closing time, do both your boss and yourself a favor - find a new job. Allow

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

yourself to feel excited about your career. If you don't feel passionate about your current job, spend some time getting to know what excites and motivates you.

It doesn't matter what your well-meaning family and friends tell you — you are the only one who can decide how you feel and what will work for you. Many of the multi-millionaires I have consulted with and interviewed have told me they went against what others recommended -- and that is when they started to make serious money. A large percentage of the people who are not passionate about their careers are doing what others — parents, spouse, or colleagues—think they should do, instead of following their hearts.

7. The Perfect Life

Some people believe there is a perfect life which includes a perfect job and family and that if they haven't found it yet, they must keep looking for it. In my 25+ years of working with thousands of individuals and families, I have yet to see the perfect job or family. While some are more satisfying than others, they all face challenges at one time or another. They all have deadlines, hassles and discouragements. The sooner you understand this, the happier you will be.

A woman I know once said, "It took me three husbands and another significant relationship to understand that no perfect relationship exists." I am not recommending you stay in an abusive or unhealthy relationship but the sooner you realize that there's no such thing as a perfect life, the sooner you can start creating one you love!

Everyone has challenges. The difference between others and MFLs is that they keep the challenges in perspective and use them to grow and become better people. They deal with issues as they arise and move on. They focus on what they can control and let the other stuff go.

Some careers have more challenges than others and all high-paying vocations require hard work. But if you choose the right vocation for you, you have abundant energy and excitement and don't mind the challenges or setbacks. MFLs understand that every job requires work - some tasks you love, others you don't. The difference is MFLs focus on their big picture goal, not the menial tasks they don't enjoy, because they understand these tasks are required in order to achieve their goal.

One of my favorite sayings is, "Why live to just make a living when you can live to make a phenomenal life?"

If a perfect life isn't possible, what should you aim for? The answer is simple: a life you love. To maximize your abilities and achieve long-term success, it is best to focus on your personal and professional life. Every aspect of your life is part of a whole. Imagine two chairs, one with one leg, and the

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

other with four legs. Where would you sit? Now imagine your life with one successful area and the others a mess. Some people say, "I just want to spend time with my children and not worry about making money." When they can't afford to take their children on a family vacation or can't afford a home computer for their children's education, does this serve their children? Other people justify working 80 hours per week because "I'm doing it for the family," although the family never sees them. Do you think the children are any happier than the first example? It doesn't matter which area of your life is lacking. If you fail to achieve success in your whole life, the result is often a life without happiness or peace of mind.

While it is difficult, if not impossible, to have all areas of your life in balance and harmony, it is critical that you take the time to get clear on what your dream life looks like. Each choice you make (or don't make) is determining your current and future life, so take time to get clear on what you want to create. MFLs who experience peace of mind and happiness are crystal clear on the life they want to create. It is not by chance that they consistently create it.

8. The Divine Health Plan

This lesson clearly separates typical millionaires from MFLs. There are far too many millionaires with health problems, specifically heart problems. I am always amazed at how many people don't take preventative steps to ensure adequate health. The old saying is true: "Without your health, you have nothing." So take time to make sure you have divine health!

The first step requires that you determine your normal level of stress in different settings such as work or home. Based on that assessment, determine how frequently you run on adrenaline. These are times when you're running around on high energy trying to get it all done because the task or situation is urgent. Imagine the cave men when they encountered an animal who was trying to kill them. Their adrenaline kicked into high gear and their only focus was on their survival. While we are wired to run on adrenaline when in danger, our bodies were not designed to run on adrenaline 24-7.

Most driven individuals spend a substantial amount of time in an adrenaline-induced state. On the surface, the adrenaline experience seems to feel great - you have amazing energy and can hop from one crisis to another. The problem is the stress that an adrenaline-induced state causes to your organs and overall health. Many experts believe that stress produces an acidic pH, which depletes your immune system and many experts agree that over time this causes disease and even death.

In my early years, I was addicted to adrenaline. I had no idea the impact it had on my health until I started reading articles about it. When I finally

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

eliminated my adrenaline addiction, I felt much calmer, had more energy and clarity, and focus.

Every choice you make affects who you are today and who you will become. This includes the choices you make such as what to eat, how you exercise and who to consult about your health care, etc. Making choices that don't support your health is cheating both you and your family out of the life of your dreams. Eventually, these unhealthy choices catch up with you. As you make healthier lifestyle choices, you will be able to determine what works for you.

What are you doing to ensure your divine health plan? Identify excuses that are keeping you from maintaining excellent health. Then create an exercise schedule including cardiovascular exercise, weight training, yoga or stretching, or whatever your health provider advises. Make sure you are getting 7-8 hours of uninterrupted sleep. Review your diet and create a plan to eat healthier, perhaps eliminating sugar or processed foods or whatever you and your health care provider decide on. Schedule an annual physical exam. Create a strong relationship based on mutual trust with your health care professional. As the ad says – it's your life. Make sure you're there for it.

9. The Millionaire for Life Commitment

Type, sign, and date the following commitment:

"I live an amazing life filled with significant wealth, excellent health, great relationships, and peace of mind, and so it is."

Then tape it wherever you will see it each day. Your bathroom mirror or office telephone is a great location. Throughout the day, read the affirmation statement. It will provide you the foundation to create an amazing life. By going the extra mile and completing your HVFDAs (high value fixed daily activities), you can reach your maximum potential and achieve your desired results.

10. The Power of 7 Mini

We cover the complete Power of 7 in Chapter 3. For now, use the Power of 7 Mini.

- Write the millionaire commitment out (or any other affirmative statement or high value activity) seven times each day.
- Say the millionaire commitment out loud seven times each day.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- Record the millionaire commitment by stating it into a tape recorder. Wait seven seconds and repeat it. Complete this seven times. Then listen to the tape at least once each day.

11. The Millionaire Price Test

Now that you're on the path to becoming a MFL, you have an important question to answer. What price are you willing to pay to become one?

Think of this price not in terms of money but in terms of time and choices. What you are willing to give up? You may be saying, "But, why?" It's simple. You can't have nor do everything. No one can. You will need to earmark family time, personal time, and career time. You may need to modify your current situation. Please don't misinterpret what I'm saying. It is imperative to have balance in your life but you need to have the time to accomplish your goals and work your plan. Time spent working will not be available for other matters. Equally important is not to spend all your time working on your career, ignoring personal or family time.

It is imperative to create a support system before delving into a new endeavor. Discuss with your family or support system what your plans are and negotiate a deal that everyone supports. Determine if you need to hire help at work or at home. Your support team will help immensely in accomplishing your goals and dreams. When other family members, including your kids, are a part of the plan and understand what and why you're doing what you're doing, they provide a lot more support. It is also critical to take time to ensure that you and your significant other are aligned. With the support of a loved one, you will go much further than doing it alone.

Another factor to consider is the effect having money may have on current friendships. When people who have never had money start making more money than other family members or friends, it can affect their relationships. Your family and friends may be jealous or feel it's unfair. You may find that the people you previously hung out with who complain about how tough life is, will no longer be the ones you choose to have in your inner circle. Their attitude may be negative and bring you down. Whatever the situation, it is helpful to understand that having more money may affect the status quo, so determine the price you are willing to pay to have the life of your dreams. As you become richer, you may want to go on nicer, more expensive vacations and some of your current friends may not be able to afford them. What do you do? Pay for everyone or go alone? On another note, it is equally important to not let your money control your life or your ability to enjoy the simple things that are priceless.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

In recent years, I have made a conscious choice to surround myself with people who are spiritually evolved. These friends understand that there is a deeper meaning to life and that each of our lives has to do with our spiritual growth.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle #2

#1. Complete a Millionaire for Life Past Map.

Here is an effective exercise to transform a “bad experience” into a “learning experience” that can help achieve your dreams. Begin by identifying events that you believe were highs and lows in your life. Whatever event comes up, even if it initially appears insignificant, write it down. This exercise may make you feel vulnerable but by identifying these highs and lows, you will be able to see the “silver lining” contained in the lows. Most of us, myself included, grew up believing that lows were lows. It was best to just forget them and move on. It did not occur to me to be grateful for the mistakes I had made or the tragedies that had happened. What – be grateful for my failures? That seemed crazy but once I understood the failures, I was able to achieve dreams I never imagined possible. Here are examples of some highs and lows:

Highs: Watching the U.S Olympic soccer team win the championship; Going on a business trip with my father; Earning an A in math; Making the high school swim team; Graduating with a B.S in Psychology; Getting my first selling job; Marriage to my spouse; Births of my two children; Moving into my dream home.

Lows: Being bullied in school; My father’s untimely death; Losing the swim team state championship; Being dumped by my first high school girlfriend; Having to work during spring break when my friends were on vacation; A broken engagement.

Remember, each event is unique to you. If it felt like a high or low, note it. Your purpose is to identify which events are propelling you forward or holding you back. Discuss your map with your partner or trusted confidant. If any lows are holding you back from your potential, you may need to complete the dominant/non-dominant handwriting exercise so you can release them. You will know if the exercise is working by the results you experience in your life. For example, Joe isn’t earning his desired income and one of his lows was being left by his fiancée years earlier. In his writing experiment he writes, “Why has my fiancée leaving me been so difficult?” If he answers the question and begins to heal and then starts to see an increase in his income, he will know his belief about his fiancée leaving was causing the problem. This type of result happens frequently. The key is to continue to write and work through the issues until you achieve your desired result.

#2. Complete a Millionaire for Life Future Map.

Now that you have looked at the highs and lows from your past, we are going to dream and create life’s future highs. Begin by determining how long

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

you want to live. Then work backwards. Decide which three major personal and business accomplishments you want to achieve in your lifetime. Ask yourself the following questions: What do I want to accomplish in my career? What do I want to accomplish in my personal life? How do I want to be remembered by my clients? How do I want to be remembered by my family and friends? How can I increase the value I provide to my clients? How do I, personally, want to leave the world a better place? This exercise motivates you to action because it provides clear goals that keep you on track. Daily activities become easier because you see they are part of a bigger picture.

#3. Identify your Millionaire for Life Priorities.

Review your desired personal and business accomplishments in your MFL Future map. Identify which are your most important business and personal goals. This is very important because it helps focus your attention.

#4. Next, complete the Millionaire for Life Mission Statement.

Write two or three sentences that describe your feelings and intentions for each category:

Family

Business

Spiritual

Personal

Health

Community

Now, combine the sentences to create your MFL mission. Your mission should be clear and to the point.

Create one for business and one for you personally. Take time to ensure each truly represents your desired outcome. Make sure all statements are present tense and positive. Our family *is* happy and healthy instead of our family *will be* happy and healthy. (Partner name) and I accumulate a million dollar net worth versus our net worth *will be* a million dollars.

When you complete your personal mission, involve every family member so they take ownership and feel a part of the plan. When your family “buys in,” they will give you more support.

#5. What is your success formula?

#6. What are you passionate about that can also earn you an excellent income?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- #7. What is the purpose for your life? Does it allow you to successfully achieve your goals?
- #8. How would you rank yourself at making decisions? Does your ability to make decisions propel you toward your goal? If not, how are you working to improve your decision making ability?
- #9. Do you have an abundance mentality or a poverty mentality? If you have a poverty mentality, what is your plan to replace it?
- #10. Identify your top 5 values. Do they align with your career? Your life?
- #11. How can you create an extraordinary life? Identify the legs of your ideal life.
- #12. What is your Millionaire for Life commitment?
- #13. Complete the Power of 7 exercise for important affirmations, goals and high value activities.
- #14. What are you willing to change or give up to become a MFL?
- #15. What additional support do you need to become a MFL? Who, other than your partner, can you count on for support?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 3: Manifesting Your Millionaire Luck

1. The Magic Pill

Isn't it amazing how some people continue to search for that magic pill, system, formula, or lottery ticket that will instantly make them rich? Then sadly, after years of wasting time searching, they find out it doesn't exist. It's like the story of the man who was so intent on finding diamonds and becoming rich that he sold his farm to travel overseas to search for diamonds. He spent his best years searching only to end up dying broke. The man who bought his farm one day noticed something sparkling in his backyard. After analyzing the stones, he found that his yard was full of—guess what? Diamonds! The man who spent his entire life searching for diamonds all over the world, had them in his own backyard. The moral of this story is: we all are sitting on diamonds!

Our diamonds are in our minds. We just need to take the time to quiet our mind in order to locate them. Before you waste time looking for your riches "out there," take time to look in your own yard for your diamonds. MFLs, unlike their counterparts, understand that there's no magic pill to success—personally or professionally.

By becoming educated on how to become a MFL and then studying, applying, working, and reworking ideas—you already have a higher probability of achieving your goal. By continuing to look for the secret externally, we miss valuable time and never find it. The only way we can permanently find a solution to our situation is to search inside ourselves for the answer.

2. The Lesson of the Pond

An important factor in determining your ultimate happiness and contentment in life is your peace of mind. MFLs live above the grid (see <http://MillionaireSeries.com/7pr> for more details on the grid). They are happy and content with their lives. This is true even while they are striving to achieve more.

When we are overly busy and don't allow our minds time to calm down and be quiet, we aren't able to attract or identify the best in life. Think of your mind as calm, a still pond. If you throw a pebble into a still pond, ripples immediately appear and radiate outward. Similarly, if you put an idea into your calm, still mind, it will create new ideas that will be immediately apparent. But if you put an idea into a mind that is turbulent, its effects won't be felt. Just as throwing a pebble or even a boulder into a waterfall would have no visible effect. Sometimes you might be able to accomplish a few goals with a turbulent, busy

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

mind, but it requires a much more substantial amount of time, energy, and work – and may even result in health problems.

What are the steps to creating a calm, quiet mind?

- Breathe
- Sleep
- Silence
- Detoxification

The first step is to breathe. Schedule three to ten minutes each morning upon arising and each evening before retiring, to simply breathe. In order to breathe properly, breathe through your nose and down into your abdomen. Breathe in to the count of 8, hold for the count of 8, and let your breath out through your nose to the count of 12. Do this routinely throughout the day. If you feel stressed, stop whatever you're doing and breathe. This will have an immediate calming effect on your mind because the mind is unable to think of two things at once. This is also a great technique to help refocus.

The next step is to get proper sleep. Research on sleep deprivation has become a hot topic and is part of many leading medical schools. The latest statistic shows that over 80 million people are on medication to help with sleep. Studies have shown that depression and anxiety are two main causes of insomnia. One of the foremost experts on sleep deprivation, Charles Czeisler of Harvard Medical School, says that being awake for more than 24 hours impairs performance as much as having a blood-alcohol level of 0.1 percent, which is legally drunk.

Most people need 7-8 hours of sleep each night. Experts agree that for most people, getting less than 6 hours of sleep each night dramatically increases the risk of becoming obese, getting cancer, diabetes, earlier onset of Alzheimer's and many other ailments. While you must determine how much sleep you need to operate at peak performance, sleep is critical so don't discount it. Our research and subsequent results in our performance mastermind, shows how important sleep is to operating at your peak level of performance.

A few good tips to help you get the most out of your time spent sleeping include: Go to bed between 9:00p.m. & 10:00 p.m. and rise each morning when you naturally awake. Studies show that it requires substantially more time to get rested when we go to sleep later. Light also interferes with sleep as it inhibits the production of melatonin and resets the biological clock. This requires that you avoid anything with a blue screen such as a computer, phone or television, 60-90 minutes before bed. In addition, keep your bedroom as dark as possible and don't turn on lights if you get up in the middle of the night. If you need a light, purchase a night light that is designed to not disrupt sleep. Be consistent in your

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

sleep habits and make sure and get enough REM (deep) sleep. If you are a night owl, experiment to see what works best for you.

When we don't get adequate sleep, we are more forgetful, less productive, agitated and can actually have mental breakdowns and hallucinations. Sleep is a means of recharging mentally, physically and spiritually. It also gives insight into any questions you may have. A wonderful exercise when you have an important decision to make, is to ask a question and then sleep on it. This technique is a form of using your subconscious mind and intuition. Like any new skill, you need to continue practicing so you become comfortable making decisions using your intuition. Eventually, with practice, you will become better at listening to your intuition or gut to make or influence decisions.

Next, consider a detoxification of your body and mind. A cleanse can be effective to release old, negative emotions that often surface. Consult with experts so they can help determine what cleansing techniques will work best for you. In addition to cleansing the body, the mind can also benefit from a detoxification. A silent retreat or time in solitude, without distractions or noise, can be very helpful. Taking some quiet time without thinking, worrying, or using our minds, provides a retreat and refresher in our thinking and outlook. Each morning and evening, practice your focused breathing exercises. This entails breathing in and out through your nose. Breathe in to the count of 8, hold for 8 and then release to the count of 10 or 12. Continue this exercise for 5 to 10 minutes.

Other options you might consider as regular practices for detoxifying the mind are meditation or chanting. I was raised Catholic and was not exposed to practices outside of the Catholic tradition. Chanting sounded "strange" to me. Then I took a yoga class and was introduced to chanting and realized that saying the rosary was very similar to a chant. Other religions also have traditions that rely on chanting sacred words or sounds. As a former cheerleader, I saw that even cheerleading is a chant! The bottom line is that chanting is a powerful technique that *works*. It is designed to elevate our consciousness through meaning, sound, tone, and rhythm, with the ultimate goal of spiritual freedom. These words or sound patterns engage the mind and trigger a response in the body that taps into an energy which significantly impacts our lives, helping us to achieve our desires and goals. I urge you to try it. The key is regular practice. For thousands of years, the recommended length of time to experience huge results was 108 chants per day for 40 days.

If you find that you immediately make a judgment like I did, try it for only 40 days so you can see the difference in your life.

Finally, use visualization techniques. Visualization consists of seeing what you want in your life. For example, see yourself as a success with a calm demeanor during the day whether you're in a stressful meeting or rush-hour

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

traffic. By mentally going with the flow, you will be able to experience a more peaceful reality. Whenever you feel stressed, visualize a picture that represents peace to you. It can be a sunset over the Pacific Ocean your baby or grandbaby sleeping or simply a smile on your significant other's face. By focusing your inner mind, your outer world and experience will simultaneously change.

3. The Millionaire for Life Motto

Use this sentence as your motto: *"Identify your goal, develop a plan, and then work the plan on a daily, weekly, monthly, and yearly basis."*

Goals, and their related activities, help manage your life to achieve results. The purpose of a goal is to focus your attention on a desired target. Once the subconscious mind has clear objectives and goals, it automatically reaches toward achieving them. Goals turn on the switch so the current begins to flow and the power to accomplish them becomes a reality.

I liken the subconscious mind to a computer. If you have a missing or corrupt file on your computer, you must either create a new file or fix the existing file in order to get it working. The same is true of your subconscious mind. If you want to create a life you desire, you must make sure the files are installed and properly functioning.

Once you identify your goals, it is essential to review and analyze them on a daily, weekly, monthly, quarterly, and annual basis. Then, you are able to see what's working and make changes to your plan based on what your analysis shows isn't working.

When you don't have goals, many things keep you from achieving your dreams. Pebbles, challenges on your path, can cause you to stumble. However, when you have a plan and clearly defined goals, not even huge boulders can move you off course for long. Take time to set goals and witness the impact it will have on your life!

4. Millionaire for Life Goal Setting

To manifest your millionaire luck, you must set clearly defined goals. Most people recommend SMART goals. This stands for specific, measurable, attainable, realistic, and timely. Prior to spending a decade running a performance mastermind, I believed and recommended SMART goal setting. While elements of the SMART goal method work, our research has found a better goal setting strategy for achieving massive results.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Specific- Goals need to be specific. The more specific the goal, the more likely it is you'll accomplish it. For a goal to be specific, it must answer the five "W's":

Who - Who is involved. Where - Where is the location? What - What do I desire to achieve? Which - Which requirements, constraints or parameters are important? Why - Why achieve the goal (i.e. what will the benefits be)?

Example: General Goal: I am in shape. Specific Goal: I weigh 125 pounds with ease. Another way to make sure your goals are specific is to make them tangible. Try to experience your goals with your senses – taste, touch, smell, sight and sound. Experience them with your emotions. Does contemplating your goal make you feel calm, happy, grateful, excited? Or scared, nervous, angry, or sad? If you feel a negative emotion, allow yourself to experience it so you can first feel it and then release it. If the negative emotion continues to appear, make sure and follow the writing exercise located in Chapter 1 #9: "How to Release Mental Blocks and Core Beliefs."

Measurable- You must be able to measure your progress toward achieving your goal. Write out your goal so you, or someone else, can determine if you have completed it. I eat healthy is not easy to measure. A better goal would be: I eat 10 servings of non-starchy vegetables and 5 servings of lean protein each day. Ways to measure the example of the weight loss goal might be to weigh yourself once per week or keep a log of each workout day and what you accomplished. A measurable goal allows you to see when the goal is achieved. This process will help you stay on track, or if you get temporarily off course, provide a framework for you to quickly get back on course.

Attainable- You must believe that the goal is possible to achieve. For a goal to be attainable, you may need to move the date of completion. Goals should motivate you to action, not immobilize you by fear. When you are motivated, your subconscious mind ignites an internal process that allows you to figure out unique solutions and ideas that propel you forward. Amazing things happen, including coincidences, opportunities and much more. It is like switching on the inner light and watching your life change instantly.

A goal should be attainable and written in positive, present tense, as if it were happening right now (even if it isn't). So if your goal states "I weigh 125 pounds" and you currently weigh 300 pounds, the goal is positive and present tense, but do you believe you can achieve it? If you do, then what is a reasonable timeframe? This goal may be more believable if you currently weighed 165. Regardless of the goal you set, you don't want it to be so difficult that you become discouraged and give up before you achieve it.

Real- For a goal to be real, it needs to be something in your heart you *really* desire, not just something you would like to achieve. A goal needs to be challenging so that it is both motivating and exciting to you. Interestingly,

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

sometimes bigger goals are easier to achieve because they require greater motivation and action than smaller ones.

If, in your heart, you believe you can achieve it and really want to achieve it, the goal passes the real test. If you feel overwhelmed and believe your goal is impossible to achieve or don't have the excitement or motivation to achieve it - it probably isn't real and your odds of achieving it are much less likely, if not impossible. Taking time to identify what has to happen or change for you to accomplish your goal will help you determine how realistic it is.

If you currently weigh 300 pounds but in your heart of hearts, really want to weigh 125 pounds and have the discipline and desire to change your habits, then the goal would be considered real. When a goal is real, there is a much higher probability of attaining it. Moving your time line to achieve the goal can help when setting goals that are seemingly unrealistic. We have had so many members of our performance mastermind achieve unrealistic goals that I no longer recommend realistic goals. That being said, you have to determine what motivates and inspires you, which is really the determinant of what goal setting technique will work for you.

Timely- To make a goal timely, you must give it a realistic deadline. While it can be good to challenge yourself, make sure your goal motivates you to action and doesn't immobilize you with fear. For instance, if your goal is to make a million dollars a year and currently you make under \$50,000, first review the real test. If you pass the real test, then set the goal but realize the timeline may need to be moved out to make the goal attainable. If the goal 'I earn \$1,000,000 per year' makes you feel anxious and nervous, set your goal as follows: "Within ten years, I earn \$1,000,000 per year." This allows you to state your intention and begin the manifestation process. When you put a more realistic timeframe on it, it takes some of the pressure off. But make sure to set a timeline for achievement of your goals; without a deadline, there is no motivation to begin moving toward your goal right now. Why wait?

MFLs understand the importance of long-term happiness and that it requires finding the correct balance between personal and professional obligations. Creating balance in your life requires that you set goals in more than one area. As you create your goals, consider the different areas of your life: spiritual, family, physical, financial, community, career, relationships, and personal goals. You may find that some categories overlap; the key is to have goals and determine the balance you desire in your life. As you set your goals and achieve them, your self-confidence will also improve. You will become more confident and can set and achieve goals that you once believed were impossible. In the next section, you will learn how to write affirmations and take action on your daily activities so you can achieve your goals.

Create affirmations in the areas of your life where you have identified goals you want to achieve to create your dream life. Although your affirmations

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

can relate to only one area, such as money, MFLs understand that an amazing life consists of all areas that are important to you. After all, what good is it to be extremely wealthy if you are dead at 50 or never achieve any satisfying relationships?

It is important to understand that balance doesn't mean equal. We may need to prioritize the most important things and continue to expand or shift as our life and goals warrant it. After we discuss HVFDAs - high value fixed daily activities - we will review some examples of affirmations combined with fixed daily activities. The key is to take the time to see the vision of your future and determine the parameters of your dream life because you will be living it.

5. How to Achieve Your Heart's Desire

What is the key to achieving your heart's desire? How do you create an extraordinary life? It all begins with tapping into your subconscious mind. The subconscious affects the reality of your life more than anything else and represents a compilation of your education, experiences, and beliefs. Change your subconscious mind and you change your life. Given the importance of your subconscious mind, it is critical that you train it to create your desired reality.

Here are some of the most frequently asked questions about this process:

- How do I get a belief into my subconscious mind?
- How do I focus and direct my subconscious mind?
- What if it doesn't work?

The most effective tools to change your subconscious mind are personal affirmations, HVFDAs (high value fixed daily activities) and suggestions. The proof that affirmations and suggestions work lies in the reality of what you're currently producing. Your external results represent what you've previously implanted in your subconscious mind. If you want to change your reality, simply change your affirmations and suggestions.

What is an affirmation? An affirmation declares a positive intention in a present tense statement. Affirmations need to be positive because the subconscious "hears" only the pertinent word in the statement. For example, if you affirm "I am not overweight," the subconscious focuses on the pertinent word "overweight," and this is what you will get as a result. Similarly, it is more effective to state "I weigh 125 pounds with ease," than affirming "I will lose 50 pounds."

Our research has proven that shorter affirmative statements are more impactful than combining several in one statement. I believe shorter affirmative

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

statements work better because it's much easier to hardwire the goal into your subconscious mind. For example, a better option would be "I weigh 125 pounds with ease." "I run each morning from 6- 6:30 a.m.," rather than "I weigh 125 pounds and run each morning from 6- 6:30 a.m."

HVFDA - High value fixed daily activities

While it is exciting to set goals and discuss dreams, the true test of your commitment is the completion of your daily activities. This requires work and dedication.

HVFDA's are those actions and "mini-goals" that must be completed on a daily basis. You can't skip activities on Monday and make them up on Tuesday. It just doesn't work. The only exception to missing your activities is pre-planned vacations or time off. This time should be planned when you create your activities.

These activities provide the foundation to achieve your larger goal or affirmation. For instance, when you write an affirmative goal about income or health, you need to determine the most important HVFDA's that will propel you to generate income or maintain divine health. Later in this section, there are examples you can use to create your own personal affirmations.*

Take a minute and review your most important personal and professional objectives. Now, review each HVFDA and ask, "If I complete this activity, will it increase my likelihood of achieving this goal?" If the answer is yes, you are on course. If you aren't sure, stop and revise your activities or objectives before proceeding.

Here's a story that explains why HVFDA's are critical to your success. There was a farmer who had a highly successful farm with a variety of crops, flowers and foods. One day, a man drove over a hundred miles to see this farmer's farm. It was more beautiful than he imagined and he exclaimed to the farmer, "You are so lucky, God sure has been good to you and has blessed you with an amazing farm!" The farmer replied, "Yes, God has been good to me but you should have seen the farm when God had it all to himself!" He explained, "The reason my farm is spectacular is the same reason any business is successful. I first created a plan and then I implemented and worked the plan,

* The Millionaire for Life Bootcamp provides resources, training, and insight to assist you in implementing the materials in this book. The Bootcamp is a response to requests from readers who after reading this book, wanted a format to make the principles and lessons in this book a reality.

For more information, go to www.MillionaireSeries.com/7pr.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

day in and day out. If I have to be away, my workers complete the daily tasks. I know that if I don't plant my seeds on time or fertilize and water adequately that my farm will be a disaster. My secret is that I complete my required tasks every day. The result is what you see. Can you imagine if I got lazy in the spring and waited until late summer to plant my harvest? They wouldn't survive the frost and I would have a disaster." The visitor replied, "There are businesses that could learn a lot by talking to you." The farmer smiled and said, "It was nice meeting you. I need to get back to finishing my daily chores. Enjoy your visit and take as much time as you'd like."

I love that story. Everyone can benefit from its lesson.

Here's another story, one from my own experience. We own a second home and have a rental cabin next door. We have approximately 160 trees and another 100 plants. One spring, we were unable to visit early enough to turn on the water. When we finally were able to go, six trees had died due to the lack of water. Making sure our plants and trees had water was one of our fixed activities, and ignoring this critical task is what caused the trees to die.

A third story for professionals: many entrepreneurs and service professionals devote nearly 100% of their time to marketing when they are getting started. Then, they are swamped with new business in the pipeline and are very busy fulfilling business commitments that were generated from their marketing efforts. But what happens to their marketing? It stops; they are too busy with all the new business to continue marketing. The cycle runs its course and the new business begins to dry up, which causes their income to drop. What do they do?

They again, begin marketing like crazy, only to continue repeating this cycle. What can be done to avoid this cycle? First, create a business and marketing plan and then, follow it precisely. A great resource for creating your marketing plan can be found at <http://MillionDollarMarketingSystem.com>.

Next, complete the required activities each day, regardless of the distractions or crises that arise. While it requires discipline and accountability, the result will be a consistent income flow. If you have trouble being accountable, hire a coach or find an accountability partner. Make sure they have the skills and expertise to help you become more accountable.

The best news is that each required activity is within your control. Many people often come up with excuses as to why they don't have time to market (plant the seeds) or service their clients (water and fertilize). The key is to focus and complete your HVDAs, regardless of outer distractions or emergencies.

Some of the HVDAs you have written down may make you uncomfortable. This is fine, unless it sends you into a state of inertia, where you

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

become immobilized by fear; remember that to become a millionaire, you have to get out of your self-imposed comfort zone!

It is important to create your own affirmations and ideally, two HVFDAs for each affirmation. Here are some examples of affirmations and fixed daily activities in various aspects of life.

Spiritual Renewal—Peace of Mind

Affirmations:

I am connected to my Source (God, faith etc.).

I live each day to the fullest.

I look for the good in every situation.

HVFDAs (high value fixed daily activities):

Each morning from 6:00- 6:30 a.m. and evening from 8:30- 9:00 p.m.

I complete my focused breathing exercise.

Each evening from 9:00- 9:30 p.m.

I read spiritual teachings and say my prayer of gratitude.

Physical Health and Diet

Affirmations:

I am vibrantly healthy and energetic.

I feel terrific.

I weigh 135 pounds with ease.

HVFDAs:

On Tuesday, Thursday, and Saturday from 6:15- 7:15 a.m.

I work out with my trainer. I run each day from 5:30- 6:00 a.m.

I eat a daily balanced diet with 10 servings of non-starch vegetables, 2 servings of fruit, 5 servings of lean protein and 2 servings of nuts and seeds.

Career

Affirmations:

My business flows.

I earn \$500,000 per year and serve 250 clients.

HVFDAs:

I perform a minimum of four hours per day on high value and income producing activities.

I call 25 new potential clients each day from 8:30- 9:30 a.m.

I call 5 referral partners each week.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

I write 2 articles for publications in my target market each day from 9:30- 10:00 a.m.

Financial

Affirmations:

I earn \$300,000 per year with ease.

(My partner) and I are debt free.

(My partner) and my net worth is \$2,000,000.

HVFDAs:

(My partner) and I save \$50,000 of income each year.

(My partner) and I pay off all credit cards monthly.

Community Service—Volunteering

Affirmation:

I serve my community by volunteering once per month (when and where).

I donate (time and money) to (name of charities).

HVFDAs:

The third Wednesday of each month I volunteer from 9:30 AM-12:30 PM at the Humane Society.

The second Sunday of each month my family and I volunteer from 5:00-7:00 PM at the homeless food center.

(My partner) and I donate \$5,000 per year to charities that benefit children and animals.

Now, it's your turn. Write out your affirmations and fixed daily activities in each category of your life. Once you practice saying your affirmations and incorporate your fixed daily activities into your everyday life, you will have the foundation to achieve your heart's desire.

* For more support writing out your goals, go to <http://MillionaireSeries.com/7pr>.

Suggestions

Another important technique to help you achieve your dreams is to create suggestions – simple word phrases -- that you plant in your subconscious mind. With ongoing practice, these suggestions turn into belief. They don't require a lot of thought or time and can be done throughout the day with ease. I recommend you create suggestions for whatever you desire. These include: words and phrases like divine wealth, excellent health, prosperity, happiness, harmony, beauty and love. Our research has shown that the combination isn't as important as making sure the suggestion resonates with your soul and

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

motivates you. Say it as often throughout the day as you can. You can tape it to your bathroom mirror, your telephone, your computer, or any other place that will remind you to repeat the phrase to yourself. As your priority of goals or affirmations shift, so should your suggestions.

Lastly, make sure that your affirmations, HVFDAs, and suggestions provide the framework for achieving your major personal and professional accomplishments. Take time to review and ensure they tie together before proceeding. Continue to review your goals and refine periodically as needed.

6. How to Make Your Dream a Reality

Now that you have your affirmations and HVFDAs identified, it is time to incorporate them into your life to make them a reality. An effective strategy to achieve this is "The Power of 7." The steps are as follows:

- Record each affirmation into a tape recorder. Say your first affirmation, wait seven seconds and repeat it, seven times. Complete this for all affirmations.
- Each day, listen to your tape, preferably once every morning and once every evening before retiring. If you have time at lunch or on break, listen then too. The more you hear these statements, the deeper they will become ingrained into your subconscious.
- Write out each affirmation seven times. I find that the best time to do this is in the morning, immediately upon arising.
- Before you retire at night, read each affirmation aloud.

One of the most critical steps to make your dreams a reality is to implant your goals in your subconscious mind. This must be done so you can see, feel, and experience them. What will you feel like when you are a millionaire? What does your world look like? What will you drive? Where will you live? Take time to close your eyes and feel and experience them, as if they have already occurred. This may be challenging if you've never tried this type of exercise but just keep practicing. Eventually, you will begin to integrate your future goals into your current life and will make dramatic leaps in achieving your desired outcome.

Before you reject this idea (solution), try it. Review Principle 1, Lesson 6 *Millionaire Behaviors Solution Rejection* if you are finding this exercise difficult. I am always amazed when people tell me they are too busy to do these activities. I tell them that those who use this technique are busy too – but also, extremely successful. In fact, the MFLs are the people who use this technique. Try it; what do you have to lose? To gain?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

7. How to Dramatically Increase Your Millionaire Luck

Early in my career, I had a mentor. He had accomplished more in his life than anyone I knew. He also had an amazing life. He gave me a tip that's as important now as it was over 15 years ago. He said,

"The harder I work, the luckier I get."

I asked him to explain what he meant. He said, "It is critical to set goals, and to say, speak, and write affirmations and personal and professional objectives each year." He added that to achieve success, you must take action, work your plan and "just do it." He said that many people talk, analyze, and strategize but too often they stop there and never go on to actually achieve their dreams. Those who are at the top of any group are the ones who implement the plan and complete the activities. Their plans are flexible enough to adapt to changes that occur along the way, if necessary. The main difference is they adapt their plan, whereas, their less successful counterparts often abandon their plan if they get thrown a curve ball. MFLs understand that becoming and remaining a millionaire requires "being" and "doing." He also told me to make time each day to be grateful for what I had. He said that even when you desire for more, take time to say a daily gratitude prayer for what you already have! When you say your personal prayer of gratitude, take a few minutes to become present so the prayer can resonate with your entire being.

8. The 10,000-Foot View

Take time, at least monthly but ideally weekly, to review where you're at and decide if there's anything you should adjust. Given all the distractions in our lives, it is easy to get caught up in our daily routines and lose sight of where we're headed and what we wish to accomplish. By taking time on a regular basis to look at what is happening from a 10,000-foot view, we get a perspective that allows us to adjust our course and get back on track, if needed.

An advisory team can be helpful to keep you on course. It helps to have a team of people who are independent but able to provide objective input. A fresh perspective can provide valuable insight and feedback that you may never get on your own.

Enrolling an independent person who is supportive of your endeavors and provides effective feedback from a different perspective, is also a great source of additional information.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

9. The Relationship Factor

One of the most important determinants of your success is your ability to create long-lasting relationships. Because relationships affect every aspect of our lives and our success, improving our likeability factor pays huge dividends. Although you will never be liked by everyone, creating a friendly and open manner that people enjoy, brings more opportunities for success. In addition, you must build and maintain healthy relationships that nurture you. The cost of a divorce or a failed business partnership, financially and emotionally, is too high. While I am not encouraging anyone to stay in a marriage or partnership that isn't healthy, I strongly recommend that you take the time to know who you are marrying or partnering with, and wait until you are certain that the odds of success are in your favor. Almost every person I have interviewed, after divorcing or ending a partnership, says they saw the warning signs long before they entered into the union.

Once you commit to marriage or a partnership, you need to do everything in your power to make it work. Commit to your relationship, make it a priority in your life, and allow it to grow and mature.

If you've done everything in your power to make your relationship work but it's not, end it. Take time to heal before finding a new relationship or partnership. The importance of time and space in the healing process is critical to the success of your next relationship. If you don't take the time to heal from a failed relationship, you are more likely to end up in another unhealthy one.

If you have a fear of being alone or feel there is something wrong with you because you are single, this is a sign of low self-esteem. The problem is that we often attract relationships that are of the same consciousness. That being said, if we attract someone while we are half full, they too, will only be half full. Often, one person's worth will increase at a different pace than the others, causing a problem in the relationship. Creating a successful relationship from a foundation of low self-esteem is going to be a struggle from the very beginning. To be able to fully invest yourself in a relationship, you must be comfortable with yourself and feel whole about who you are. Accepting your strengths and weaknesses is the first step to showing up healthy in any relationship.

When you take the time to become clear on who you are, how you choose to show up in life, and what you have to offer others, you lay the foundation for finding loving and healthy relationships because you attract others of like mind.

Here are two affirmations that my friend Marilyn Stewart shared with me. She attracted her husband of 19 years with these affirmations. I began stating these affirmations and two years later, met my husband. We have been married for 19 years and together for 20. These affirmations have been used by numerous people and have successfully attracted wonderful relationships:

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- I am open to a loving and supportive relationship, and so it is.
- Every day, in every way, I am getting better and better, and so it is.

Another great affirmation to improve your Worth Barometer and Relationship Barometer is "I am enough."

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle #3

- #1. Review the magic pill lesson. Do you believe in the magic pill?
- #2. How does the Lesson of the Pond affect you?
- #3. What are you doing daily to focus & achieve a quiet, calm mind?
- #4. What is your Millionaire for Life Motto?
- #5. How can the Millionaire for Life Motto propel you to achieve your goals?
- #6. Do you have a Millionaire for Life goal setting strategy? If not, create one.
- #7. What is the most effective way you can state an affirmation?
- #8. Why are affirmations and HVFDAs critical to your success?
- #9. What affirmations and HVFDAs will best help you achieve your goals?
- #10. How do affirmations make your dreams a reality?
- #11. What is the key to your HVFDAs?
- #12. Write out 5 of your own personal affirmations.
- #13. How will your affirmations, goals, and activities align you to achieve success?
- #14. What specific, daily time will you allocate to creating your affirmation tape, listening to it, writing your affirmations out, and reading them?
- #15. On what date, each month, will you review your plan from a 10,000 foot perspective? Who can give you a fresh perspective of what is working and needs to change?
- #16. Write a couple of paragraphs listing the most important lessons you have learned up to this point. What impact will this have on you and your family?
- #17. What has been your greatest success up to this point?
- #18. What is your biggest challenge up to this point? What, if anything, are you doing about it?
- #19. If you haven't begun implementing the material in this e-book, why not? What will it take for you to take action?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 4: Avoiding Millionaire Pitfalls

While it's amazing to join the top 1% club and become a multi-millionaire, there are pitfalls that you need to avoid on your journey.

1. The Distraction Factor

Our lives have become increasingly hectic, making it extremely easy to get distracted and lose focus. Experts believe we get anywhere between 60,000 and 100,000 external messages a day through all of our senses. And that doesn't include the internal messages we process on a daily basis.

Many of us think about what we have to do at home, while at work, and then, when home, think about what needs to be done at work. Studies found that college students who earn straight A's and study without distractions, are able to study in one-third the time as their counterparts who study with distractions present, such as television, music, or other people. Can you imagine saving two-thirds of your time when accomplishing a task?

Because becoming a millionaire requires focus and attention, and the distractions are endless, it is important to train your mind. Like physical training, mental training requires practice, time, and an ability to keep our eye on the target. By following the lessons contained in this book and identifying what's working and what needs to change, you can train your mind and focus your attention towards achieving your goal.

Two of the most powerful exercises for improving your focus include focused breathing and silent meditation. Commit to practicing your focused breathing for three to ten minutes each morning and evening. Breathe into your nose to the count of 8, hold your breath for 8 and then release your breath to the count of 10.

Remove all distractions when completing your focused breathing exercise. Simply keep a notepad and pen next to you to write down creative ideas that support you in achieving your goals. Once you write it down, let it go. If other ideas or thoughts come to mind, which they will, let them go. Strengthening your mental focus muscle is a lot like building muscle mass in your body - it takes time and, initially, seems like you're not making any progress.

Experts agree that one of the components of a healthy mind is the ability to live in the present. Where do you spend your time? Analyzing the past or worrying about the future? If you are not sure, make a log and randomly throughout the day, note what you're thinking about. If you find you're spending more than twenty percent of your time worrying about the past or

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

analyzing the future, learn how to re-direct your mind. One of the best books for training your mind is *The Power of Now* by Eckhart Tolle. The sooner you can learn how to stay focused and avoid distractions, the sooner you'll be on the road to achieving your goal.

2. The Wannabe Syndrome

Early in my career, a couple came to me for financial counseling. When I saw them drive up in their Ferrari, I automatically assumed they were wealthy. This impression was strengthened when they walked into my office wearing designer clothes and expensive jewelry. Then I looked at their financials. I'm truly amazed I didn't gasp out loud. They had no assets, just debt. In fact, they had more debt than I thought was possible. As I sat there and listened to their story, it became apparent that coming to see me was their last ditch effort to avoid bankruptcy.

I'm no longer surprised by cases like this because I've seen so many. Frequently, the underlying issue is what I've come to refer to as the "Wannabe Millionaire Syndrome."

Wannabe millionaires are everywhere. Their focus is on their income and rarely, if ever, on their net worth. They have the look of a millionaire and appear to have lots of money on the outside. They look wealthy and often have good incomes and lots of possessions. But their balance sheet tells the true story and is never equally attractive. They often have more debt than assets. If they do have equity, it is often in their personal residence or other personal assets. They often continue to re-mortgage their homes as soon as they have additional equity only to maintain their luxurious lifestyle. They generally justify their actions by saying, "I want to enjoy my life now" or "Life is short and I could die young." While that is true, it is more likely that they will live to be old -- and broke.

An ideal financial plan balances living today with a plan for tomorrow. If you are suffering from wannabe millionaire syndrome, my best advice is to determine what your essential needs are and make a list of your wants. Then create a plan, preferably with qualified help, which includes a reward system for following that plan. This will balance your needs with your desires. Another important part of this plan is to determine how much you must save in order to reach your desired income goal at retirement. Then translate that figure into a net worth goal and determine how much money you must save every month to be able to retire. If you are not making progress, find a coach or advisor who can help change your mindset. This could be the best decision you will ever make.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Monitor your spending. When you want to spend money on any discretionary item such as a big screen television or an around-the-world vacation, wait until you save up enough cash for the expenditure. In addition, pay off all credit cards each month. If you can't afford to pay cash for it, the solution is simple - you don't buy it.

If you, or your spouse, are a wannabe, professional help is strongly recommended as over spending is often a psychological issue. Spending money can actually be an addiction just like alcohol or drugs. We will dive more into this topic in a later section.

3. The Cash-Poor Millionaire

While the Cash-Poor Millionaire is worth a million dollars on paper, his or her cash flow is in the red. The cash-poor millionaire might be paying alimony or child support and can't get ahead of the monthly cash outflows. The solution to this pitfall is to figure out where you are financially. Review your net worth and determine if any assets can be re-positioned to create additional income. Then review your current budget.

I use a special income and expense worksheet that separates fixed and variable expenses. I recommend that you set up a master account, which is a savings account, into which you deposit all income. Once a month, transfer enough money from your savings (master account) into your checking account to pay your fixed (required) expenses. The monthly allocation of your minimum variable expenses should be taken out in cash so the variable expenses are paid only through cash on hand. The next time you go grocery shopping, pay with cash. You will be amazed at how much money you save, especially if you take only an allotted amount. Take the time to determine what expenditures are required (needs) versus desired (wants). If you have never done this, it may be challenging but will change the course of your entire financial destiny. Many people who suffer from this pitfall feel helpless. They assume that they can't afford to hire a professional. Sometimes having someone to help formulate a plan can be the best step to take.

Another effective technique to consider is the three-day rule. If you find something you really want, leave the store and wait three days. If three days later you still need or want the item and have the cash to buy it, drive back to the store and buy it. I have seen this technique work extremely well. What do you have to lose by trying it? (The answer: your debt and mindless spending.)

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

4. The Millionaire Time Bomb

I have observed an amazing correlation between money and health problems, specifically relating to the heart. Some people believe they are genetically pre-disposed to heart disease while others believe they have heart problems because they have Type A personalities. But there are enough millionaires who don't have heart problems to indicate that perhaps there are other contributing factors.

Some experts believe the root cause is at a much deeper level, by the person shutting down their heart. If you have heart problems, it could be helpful to learn about the chakras, which are energy fields. Oftentimes, working through meditations and affirmations help people see amazing results.*

One common variable is how people respond to wake-up calls. Wake-up calls are messages or events that motivate you to choose a course of action. If you or your spouse frequently bounces checks, this would be a wake-up call. You are either not making enough money, spending too much money or both. What do you do about it? Keep paying late fees and borrowing from your line of credit to pay it back? Or set up a plan that will allow you to live within your means?

How you choose to listen to and respond to wake-up calls is critical to your future success. Take your health, for example. Some make it a priority and listen to messages. For instance, if you fail a stress test, what do you do? Do you understand that failing a stress test is a wake-up call requiring a change in lifestyle including your diet, stress level, and exercise plan? Or do you get a pill from the doctor, hoping it goes away? Or use the excuse that the problem is genetic? The actions you take when you get a wake-up call will determine what your future looks like more accurately than anything else.

John was a very successful business executive. I met him immediately after he had triple bypass surgery. We began chatting and after talking with him for a few moments, I mentioned that he may benefit from information I've read in a few different books and just how important "wake up calls" are. I explained that one book was about integrating a lifestyle that would provide excellent health. I also explained that, while it would require some work on his end, the results could have a huge impact on his life and health. He explained that he was really busy and took "medication" that was fixing the problem. He began to justify why, even though he was told he needed to rest and recover, he instead was simply just "working lightly." This is a great example of a person getting a "wake up call" but choosing to "stay asleep." John continued to talk as if we were discussing someone else who had just had a triple bypass. He clearly had not answered any "wake up call." This response is typical of people who fall into

* Go to www.MillionaireSeries.com/7pr for more resources on meditation.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

the time bomb pitfall. They act as if the wake-up call occurred to someone else or didn't even occur at all. The simple fact is that wake-up calls can be a life-saver or death sentence; you get to choose.

You will know instantly if someone falls into this pitfall because they rationalize everything and reject all solutions. Sadly, it often is a waste of time and energy to do or say anything, because, at some level, their life problems are working by meeting an unmet need. This can be devastating for family members. If you are experiencing this, consider getting professional guidance.

5. The Millionaire Addiction

There are many addictions — alcohol, smoking, drugs, sex — and some are more acceptable in our society than others. Other addictions are often times not discussed or widely known. One of those addictions is money. The thrill of having or making money can be like no other. Because some people's greatest success is to accumulate money, for them, it may become an obsession or addiction, something they must have in order to feel alive or happy. The addiction to money can cause them to forget what matters and leave no room for the things that give inner peace and joy, such as relationships, time in nature, or moments of doing nothing.

In addition, this obsession with money can cause serious health problems—often heart problems—or relationship challenges. When we replace God (or whatever your belief is) with money, the result is that our lives are often empty, yet full of noise, without peace of mind or inner happiness.

Many compulsively pursue the "win" of money – usually only to lose it again. This cycle often repeats over and over. The highs of money and power offer the similar highs experienced with drugs or other addictive substances. These people are often depressed or have low self-esteem and need the high of money to keep going. Until they get help, the only happiness or contentment they experience is short-lived, lasting only as long as their quests for the next win. These addicts put money ahead of everything else and often end up alone, living a life filled with other addictions. Everything they do is self-absorbed. While it is important to fill your cup so you can help others fill theirs, addicts just keep trying to fill their own – which is impossible. They generally hoard their money and often are stingy with family members. Or, they spend extravagantly, in an effort to buy love, approval, or attention from others.

Sometimes you will hear about people like this in the media. They often are extremely financially successful but their personal life isn't impressive. It may include excessive ex-spouses and a history of numerous health problems or heart surgeries. If this even remotely describes your situation, I encourage you to get professional help from a qualified psychologist; this problem can

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

dramatically affect your goals and life. After all, what is your life worth if you don't have your health or quality relationships?

6. The Comfort Zone

Getting stuck in your comfort zone can be another pitfall. Many people progress to a point but then stop, opting for mediocrity. This is often because they want to stay living in their comfort zone.

There are many who would love to be millionaires or multi-millionaires but aren't simply because they believe they are unable to go further than their comfort zone or aren't willing to experience being uncomfortable. Great news: you don't have to be uncomfortable forever. By releasing old beliefs and experiencing small successes, you can form new comfort zones that are much more rewarding than where you are now. The first step is to determine if you are willing to take the steps to get you out of your comfort zone. Do you take actions on items that are a stretch for you and that require courage? If not, begin by taking a baby step out of your comfort zone. Often the first step is the most difficult.

Think back to when you were growing up and moving towards a goal but then stopped because of some occurrence. Perhaps you were told by a mentor or teacher that you weren't good enough to achieve that goal, possibly relating to a sport or school subject. I can remember one personal example from my own life perfectly.

Growing up, I was a good runner with lots of potential. Each year, during the President's Physical Fitness run, I would run with the boys because no girls were able to beat me. I made it to the Junior Olympics and really enjoyed running. My biggest challenge was that I would get extremely nervous before running. I didn't have any mentor or coach who knew how to direct my mind or help me use that energy to my advantage and had no idea that was possible.

One of my coaches told me that because I got nervous before I ran, I would be a good runner but never great. I remember thinking, "Well, I guess I will never be a great runner so I should focus on something else." Isn't it amazing how one person can have such an impact on our life? While there is more research today, it is unfortunate that more teachers and coaches don't realize the impact their message has on their students' future. Needless to say, I remained a good runner but didn't become a great one.

I have watched many people stay in a comfort zone because their parents, mentors, or peers told them something that caused them to stop progressing toward their goal.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

While there may be times you have placed these self-imposed comfort zones on yourself, often they are triggered by another event or suggestion.

We have all experienced events where we stopped challenging ourselves and pursuing our dreams. Times when we settled for what life had to offer us or for what was simply in front of us, hanging out in our comfort zone even though deep down we desired more.

MFLs get comfortable being in the un-comfortable zone which is generally required to become a multi-millionaire or achieve a high degree of success. Once you take the risk and achieve a goal, you can experience the impact it has on your self-esteem. This makes it easier to face other challenges that require you to enter the un-comfort zone. Simply begin, first with baby steps, then walking, and finally running. This gives you an opportunity to have small successes, which build your Worth Barometer, giving you the confidence and courage to take bigger risks. Keep in mind: the more successful a person is, the more failures or challenges they have had. Instead of looking at something as a failure, look at it as a requirement to achieve success! It puts an entirely new perspective on the situation.

7. The “Enough” Test

Early in my career, I read a newspaper article that claimed high achievers often suffered from low self-esteem. They even included a self-test. While their test showed me to have healthy self-esteem, I wasn't convinced. I also had no idea what to do about it. It brought me to two huge realizations. One of my underlying goals to become successful was to make my father proud of me. The problem was that this goal was impossible to reach. While my father, whom I love dearly, has improved dramatically with age, he used to spend a lot of his time complaining and pointing out everyone else's faults. He was an expert at telling everyone what they should and shouldn't be doing. When I had no money, he would say, “You need to get some money.” Once I had money, he told me, “You have too damn much money.” Although he bragged to friends about my accomplishments, he never told me directly that he was proud of me.

His attitude had a dramatic effect on me. Even after I achieved a difficult goal, I'd have an empty feeling, as if all I had done still wasn't enough. The result of feeling empty inside manifested into what I refer to as “The Disease of More.” The result is a feeling of never being satisfied. It is a state below the grid where happiness, peace of mind and joy are short lived, if ever experienced.*

*Access more insight on the grid at MillionaireSeries.com/7pr

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Once I was able to realize that my goal to make my father proud was impossible, I began to determine my value and worth, independent of my father's opinion. Now, I set goals and accomplishments that work for me and my family. My goals are less about monetary achievement and more about what is internally rewarding.

I came to the realization that goals are either internally or externally driven. For years, my goal was externally motivated by accolades and achievements. This is not something I recommend. Now I set goals that are more internally motivated and focused on who I serve and the impact I make. I am a much happier and more peaceful person. It is much more freeing and rewarding.

My other realization was that my self-talk was not supporting my goals; in fact, it wasn't even supportive of my efforts toward those goals. I would say things to myself such as, "That was a stupid thing to say," or, "Way to go, Annette." One day, I read a book by Shad Helmstetter, *What to Say When You Talk to Yourself*. His book changed my life because it made me aware that what we say to ourselves matters. I began saying things that supported me and my goals. It made me conscious of just how important self-talk is in our life. I began writing positive, present tense affirmations, and visualizing myself as the person I wanted to be.

These new habits had a positive effect on my life and an enormous impact on my sense of self-worth. I became very careful and aware of the people I allowed in my inner circle. Now my inner circle is a group of people who are positive and have a spiritually enlightened view of the world, similar to mine. By surrounding myself with like-minded people, I feel much more spiritually aligned and have a higher sense of inner peace and happiness.

Now, I am able to accept all my strengths and weaknesses. It is amazing what self-love can do for our Worth Barometer, including our self-worth and confidence. When we accept our choices and mistakes as life lessons, we are able to work towards success without having an emotional attachment to any desired outcome. The outcome does not affect our self-worth.

By mastering our self-worth and knowing that what we do, believe, or achieve are enough, we don't have to experience emptiness. We feel good about ourselves regardless of what we achieve or do not achieve. We experience joy in each and every moment.

One of the best affirmations to improve your Worth Barometer and improve yourself-esteem, self-confidence, or the "not enough syndrome" is "I am enough."

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

8. The No Action Plan

A common pitfall that keeps people from becoming millionaires is a lack of implementation of their plan – in other words, they might make a plan but they don't act on it. We hear about millionaires and their lavish lifestyles but what we rarely see is what they had to do and how long it took them, to achieve their success. Wouldn't it be nice if it truly were like the movies -- you have a dream and then miraculously everything falls into place and overnight you become a multi-millionaire?

While I do know of people who have inherited or won windfalls, sadly, they rarely are millionaires for long. They frequently spend it faster than it can multiply and soon are broke. In the beginning, they look happy sipping champagne out of golden goblets, making it look as if their lives are a dream. The reality is that because their lives are not built on a solid foundation, they crumble. Their success is short lived and they often end up broke.

There are others who don't count on windfalls and, instead, make great plans that have a high likelihood of succeeding – but that's all they have: a plan. They don't take action or *do* what's required. The action piece is as critical as the actual plan. Ask yourself, "What consistent action am I going to take on a daily basis?" "Is it enough?" If you are not spending a minimum of four hours a day completing IPAs, income producing activities,* your odds of becoming and remaining a millionaire are greatly diminished.

There really are no "free lunches" in life. There may be temporary lunches but the laws of the universe require action in order to sustain them. This is the reason you need to truly love what you're doing. Then when you're working, it feels like play and you can't wait to get back to it. If you are doing something just for the money, you will pay for it with years off your life, which clearly isn't an ideal option.

9. The Millionaire Lifestyle

There's a common pitfall you may recognize from media stories of the "rich and famous." While the Millionaire Lifestyle is similar to other pitfalls, the difference is, these people truly do have money, lots of it. What they don't understand, though, is that the key is making sure the lifestyle will last, whether they have a job or not. It is easy to fall into the trap of "the more I make, the more I spend" pitfall. Whether they are making \$50,000 or \$5,000,000, they spend it. But the rich, like all the rest of us, are also affected by life transition issues such as job loss, divorce, or death. It's then that the Millionaire Lifestyle pitfall opens under their feet. Most of these "high rollers" have mortgages and debt, usually amounting to more than their reserves. When a life transition happens, they may be forced to sell their homes and other assets.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

While it may seem exciting to live a lavish lifestyle above your current means, the problem is that you will never experience a life filled with peace of mind. My experience has been that couples who fall into this pitfall generally have at least one partner who's constantly stressed because they are trying to "Keep up with the Joneses" or "Robbing Paul to pay Mary." Neither scenario makes for an enjoyable, great life.

The interesting point of this pitfall is how common it also is amongst people who aren't millionaires. If you can't manage your money now, do you really think will change once you have more money? I know from over 25 years of experience that it doesn't.

The solution is similar to that of the cash poor millionaire. First, you and your spouse must agree and commit to taking immediate action to resolve the problem. If one partner hasn't agreed to the plan and continues to spend above your means, it most likely will end up like the analogy of trying to go up an escalator while your partner is holding a rope that keeps you at the bottom. In other words, it is nearly impossible. If you're in a relationship, and your partner refuses to make any adjustments in their spending, you need to decide if that is how you want to live your life because, without intentional, corrective action, it won't get better. Spending more than you can afford represents a serious problem that needs immediate attention. The sooner you correct it, the better. If you or your spouse are often justifying why you spend a lot of money, review The Millionaire Addiction above. This lesson is helpful regardless if you're a millionaire.

This pitfall has underlying issues that often require professional help. Sadly, it often takes hitting rock bottom to wake up. Taking the time to identify your values and what's really important to you will help avoid this pitfall or correct it before it's too late! When you start living a life consistent with your values, you will begin enjoying things in life that don't require money, just as much, or even more, than you previously enjoyed the things that cost money.

10. Your Millionaire Locus of Control

In life, there are actions we can control and ones we can't. It is that simple. Examples of actions we can control include what time we get up, the number of sales calls we make, the number of contacts we have in our database, what educational programs we study, what books we read, what experts we listen to, and many more. Some actions we cannot control include how many prospects that meet with us or buy from us, the attitude of our clients, whether the prospects are home when we call them, how the economy is performing, and many more.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

If we aren't able to control something, does it make any sense to use our valuable energy to try to change it? And yet, how often do you spend valuable time trying to control elements that are outside your control? To avoid this pitfall, understand clearly which events are within your control and which are not, and then focus all of your time and energy on doing more of the actions you can control.

A helpful exercise is to make two lists, one of actions that you control and one of actions you can't control. Note if you spend time worrying about the items you cannot control or trying to change them. If the task isn't within your control, then it is best to not waste any time, energy, or resources on it.

Now with your partner, take time to list every action you can take that will assist you in becoming a millionaire. Create a plan, with specific activities, that is within your control and that can propel you toward your goals. Then each day complete the activities so you can achieve your desired goal!

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle #4

- #1. What distractions exist in your life that could get in your way of becoming a MFL?
- #2. How do you plan to train your mind so you can stay focused and achieve your goal?
- #3. Do you see any pitfalls that are keeping you from becoming a millionaire?
- #4. Which pitfall could you most identify with? What is your plan of action to resolve this so you can become a happy, healthy millionaire?
- #5. Explain the steps recommended for the Cash-Poor Millionaire that can help you on your journey to becoming a millionaire.
- #6. What is the Millionaire Time Bomb? What steps can you take to ensure this doesn't become your reality?
- #7. What addictions might you have about money? What steps can you take to change them?
- #8. What issues do you have about not being enough?
- #9. What internal tapes do you play? Do you think you're unattractive or beautiful, smart or slow, successful or a failure?
- #10. Determine if you need to improve your Worth Barometer including your self-esteem, self-worth or self-confidence.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 5: Leveraging Your Way to Millions

In my 25 years of consulting with the top 1%, I have identified seven common factors that can support you in successfully leveraging your way to millions. These include: time, relationships, partnerships, employees, software programs, investments, and personal residential real estate.

1. The Time Factor

Why is it that we all have the same number of hours in a day, yet some accomplish so much more than others?

Those who are effective at time management, are also generally great planners. They often batch activities together and understand that the time spent planning pays huge dividends. For example, they make return telephone calls at a designated time. They use methods that save time, such as sending an email notice out to a group of people versus writing, printing, and mailing a letter. They use their time appropriately, such as handwriting a personal thank you note if warranted. In short, they simply use time to their advantage.

Because we are all unique, with different situations, we must determine what works best for us in terms of time management. Try out different ideas and avoid rejecting any idea before you've given it a chance. Once you try something for a period of time, you will be able to determine if it works or if there's a more efficient solution. Time management is essential to leveraging your way to millions.

So what are some effective ways of leveraging your time? An effective way is to break your business into divisions, such as Finance, Administration, Sales and Marketing, Compliance, etc., depending on what is applicable to your situation. Next, create specific jobs or assignments for each of the divisions. For example, finance might include paying bills, preparing tax returns, collecting fees, etc. Once you've identified jobs within a division, create written procedures for each one, including checklists, so the individual completing the assignment is able to complete each step in chronological order. This will save time and provide consistency and clarity on exactly what needs to be done, regardless of who completes the task.

If you have many projects or tasks that are not easily batched together, determine how you can re-organize what you're doing and how you're doing it. If you aren't able to simplify a task, hire someone who has the required skills. The goal is to create more time to enjoy your life, work less hours and make

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

more money. To accomplish this goal, you must leverage your time effectively and efficiently.

Another effective tool is to keep a log of how you spend your time. There are three types of activities:

- **HVFDAs- high value fixed daily activities.**
These are critical activities that must be completed. Completing your HVFDAs is the best use of your time. For example, preparing for a client meeting has elements that include both HVFDAs and LVFDAs. The overview of the client meeting would be a HVFDAs, as you are the expert of the big picture plan. The completion of the plan is a LVFDAs, low value fixed daily activity, as it can be delegated to a qualified assistant. The final review of the plan and all recommendations presented to the client are HVFDAs.
- **LVFDAs- low value fixed daily activities.**
These are tasks that need to get done but not by you! These tasks should be delegated to an assistant. If you are just starting out, you will need to complete various LVFDAs. The key is to understand the difference between LVFDAs and HVFDAs. Do not let LVFDAs influence or replace the completion of your HVFDAs. LVFDAs can be a huge waste of time and wreak havoc on our ability to complete the more important HVFDAs that produce income and enable us to show up at our best.
- **NVFDAs- non value fixed daily activities.**
These are time wasters that take our attention and focus but do nothing to move us in the direction of our goals and dreams. NVFDAs are excuses in disguise. They give us a sense that we're busy but, the reality is, we are simply wasting valuable time that is better spent on HVFDAs that enable us to achieve our goals.

Take a minute and ask a few questions:

Am I spending time doing activities better suited for an administrative person?

How many hours a day do I spend wasting time on activities such as gossiping, surfing the web or chatting with a friend during business hours?

Tracking where you spend your time is a great exercise to help determine how you spend your time and where you can improve how you spend it. The activities you perform should provide the biggest payoff to you. If someone who is paid substantially less can do the job, the answer is simple -- let them do it.

The majority of your time is best spent on activities that generate revenue, either now or in the future. These activities can include visioning,

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

planning, marketing, creating selling opportunities, or any other activities that move you or your company toward your goals.

One of the most effective methods I use for saving time is contact management software, which I will discuss later in this chapter. People always ask, "How do you get so much done?" Here's my simple secret: The T5 (Top 5 most important activities). The first thing my team does is input our to-dos into our contact manager. This frees us up to focus on the important tasks that need to be done versus thinking about *everything* that needs to be done. Each night before we leave our office, my staff and I write out our T5. The T5 are the five most important tasks that must be completed the next day, including daily income generating activities. It is important to complete this prior to leaving the office. This allows your subconscious mind to begin the process of completing them. It is one of the most powerful exercises for getting your important tasks completed and for staying on course.

If an activity requires substantial time, we break it down into manageable pieces and then schedule it into our calendar of daily activities. We then review our top to-dos before we go to sleep so they are implanted in our subconscious minds. We begin our day completing the first to-do and then proceed to the next until we have completed all items for that day. Even if you do not get all of your top activities complete, you will accomplish more than you will by winging it.

2. The Relationship Factor

The relationship we have with ourselves is one of the most critical factors in the achievement of our goals. It is critical to understand your values, beliefs and goals. This is a pre-requisite that must occur before you can cultivate long lasting, powerful relationships with others. The challenges you experience with others can often be traced back to internal personal issues. By understanding and resolving your personal issues, you will free up a significant amount of time and energy.

Another relationship that is critical to your success is the one you have with your spouse or significant other; it is literally a relationship that can make or break you. They need to be committed and supportive in the achievement of your goals. If they aren't, you're going to be rowing against a very strong current. The best time to address these issues is before you get married. If you are already married and feel as if you are constantly swimming upstream, work with your spouse to get on the same course with common goals and dreams to ensure a bright financial future and wonderful life.

Our friendships should also lift us and help us soar with the eagles. Friendships should add a positive dimension and warm heart to your life. Because we are able to choose our social relationships and they have such a big

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

impact on our day to day life, be selective in whom you allow into your inner circle.

If you have supportive, loving parents and extended family, that is great; they can also help on your journey. If that is not the case, limit your time together and keep the conversations light. While families are great learning vehicles, they have a unique ability to push buttons and sometimes undermine our ability to achieve personal goals. For this reason, it is important to plan accordingly. If your family members have high self-esteem, they will likely be delighted to see you achieve your goals. If they have low self-esteem, they may have mixed reaction to your success. If they have always seen you as a failure, it may take time for them to adjust their paradigm. They may be jealous, angry or feel a variety of other emotions. Given time, they often become supportive and begin to encourage you to continue achieving your goals. Regardless of what they say or believe, you need to stay true to your values and eventually they will have no choice but to see you in a new light.

Another group that is critical to your success are your colleagues. Developing strong relationships with peers can help reach your goals much faster. If you have a colleague who doesn't have your best interest at heart, it is important to either improve the relationship or find a new coworker to associate with. Sometimes friction is caused by different personalities or because one person doesn't understand the other. Continue to grow and improve your relationships with colleagues and look for ways to combine your unique abilities with one another so you can leverage your time and expertise. The result of two great minds is much better than one.

3. The Partnership Factor

A partnership can be an asset or liability. When a partnership is built on a solid foundation, it allows you to achieve more than you'd ever accomplish alone. So why are some partnerships so effective and others disastrous? One common reason is expectations. What we expect from a partner and vis-versa determines the destiny of any partnership. It is helpful to hire a professional who is qualified to identify each person's personality profile and discuss each other's expectations. Make certain there is buy-in from all partners and the probability of a successful partnership will dramatically increase.

Let's look at a few examples of why it's critical to understand each partner's perspective prior to entering a partnership.

Joe wants to slowly grow the business and take out loans to support the growth of their business. Harry wants to continue doubling the business and borrow the least amount of money possible. Or perhaps Harry has dreams of becoming a multi-millionaire while Joe desires to simply make enough money

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

just to get by. Or Harry wants the good life and he wants it now, and sees nothing wrong playing with his expensive toys while Joe works twice as hard.

Each of these scenarios is a disaster waiting to happen. One of the partners, or both, is going to be disappointed and the partnership will suffer or fail. So what can be done to avoid these common problems in partnerships? The most important factor is becoming clear on each partner's expectations before entering. Discussing short, mid and long range goals, dreams and plans is a great place to start. Also, make sure to discuss contingencies for handling things that don't go as planned.

Every partnership should be set up as a separate, legal entity and operated as a formal business. This includes identifying roles and responsibilities for each member of the team. While it should go without saying that everyone needs to be accountable to their individual and team goals, it is wise to have regular meetings to ensure the partnership is moving in the desired direction and on track to achieving the predetermined goals.

4. The Employee Factor

Employees can either leverage you to millions or help you go broke. They require direction and guidance, so you must clarify their roles and duties. Create systems that can be followed by all employees, that ensure consistency and flexibility, and allows you to interchange key team players.

I learned early in my career, to inspect, monitor, and review my expectations for all employees. You must properly train new employees and continue to work closely with them to ensure they are capable of accomplishing the desired outcomes. Then, when you delegate tasks, you are freed up to accomplish your goals and objectives. Because your employees are critical to your success, take the time to continue improving your leadership while studying proven practices of employee management. The time spent improving your leadership and developing employees will pay huge dividends in running your business and helping earn millions.

Some business owners hire employees and expect them to complete tasks without proper training. When the employee makes mistakes, it can be devastating to the business, even resulting in loss of clients. For this reason, it is critical to properly train employees before they are given responsibilities. Create a training plan that ensures your employee and company success.

Another common mistake is hiring an employee who's a mirror of you. An employee who demonstrates unique strengths, different from yours, can provide valuable information. They will have different ways of looking at situations and will come up with different solutions. If you are an extrovert who is never without words and has never met a stranger, consider hiring an introvert who

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

prefers not to be in the limelight and enjoys following up on details. There are companies that test employees and provide you an analysis that can help determine which candidate will be best at performing the duties of the job. This process can be very helpful in hiring the right employee for the job.

Becoming a great (not good) manager while keeping your employees and their feelings on your radar, will reward you personally and professionally. When employees know you care, they will go the extra mile to assist you in the achievement of your goals and objectives. The opposite is also true. After all, how many people do you know who would go out of their way to help someone they don't like or who doesn't care about them? It is a law of human nature - we take better care of those who care about us. Take time to get to know your employees and find out what's important so you know what motivates and drives them.

One way to do this is to have your employees list the top ten rewards they desire aside from money. Some employees will prefer free days to spend with kids, others more vacation days. The key is finding out how your employees feel and what motivates them. Once you find this out, make sure to consciously provide it. If they want to be acknowledged for assisting in the completion of a project, make sure and do it.

Another great tip is to be lavish in your praise and easy on criticism. Whenever you reprimand an employee, do it in private, and each day, find something they're doing right. Remember, what you focus on expands. If you want more of a certain behavior, praise it frequently and in public. If you must correct an employee, make a conscious effort to provide, at a minimum, four praises for every one criticism. If you find you are giving more criticism than praise, make sure it's not your expectations that are at fault. While it is great to have high standards, they must be reasonable.

If an employee is not performing to a realistic, desired level, first take time to clearly define their responsibilities, then determine if they need to be retrained or just aren't a good candidate for the job. Set up training plans and make sure they include performance measurements.

If you have given your best effort and an employee still isn't performing, cut your losses. You cannot mold someone into something they aren't. You must follow your mission, have clearly defined goals and spend your time and resources hiring not just employees but those who are contributing to the growth of your business, goals and dreams.

5. The Contact Management Factor

The best system I've incorporated in my business that helps me leverage time is a contact management software application. It allows me to track all to-

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

dos and action items for my employees, clients, and self. With a click of a button, reports are generated for each person's to-do list, as well as what tasks have been completed and how long each took. This tool also allows me to track billable time and project completion. This program has been invaluable and allowed me to leverage my time, skills and team's efficiency. It has also been effective in creating a log of all activities completed, such as conversations anyone has with a client or vendor. When someone can't recall something, all we have to do is pull up the history of the account. I was able to eliminate 1½ of my employees by simply implementing the software, which also saved time and money.

6. The Investment Factor

Now, we are going to discuss leveraging investments, real estate, equities, and fixed income. Finally, a solution to your wildest dreams! You don't need any cash because you now can leverage your way to millions with no money! Sounds too good to be true, right?

I am going to tell you two little secrets. First, if it sounds too good to be true, it is. And if you forget the first secret, the second secret is to always remember the first. You are probably thinking, "But these books promise that if I buy real estate with no money down, I can be rich; what's wrong with that?"

While there are situations when leveraging assets makes sense, they generally aren't advisable. I have seen very few situations where a person was able to leverage their investments successfully long term. Although some people have used these techniques with success, many people have lost everything due to leveraging illiquid assets, such as real estate without adequate cash. Let's review facts. Most people who are interested in purchasing an investment with little or no money down, are cash poor. Then, what happens if the property doesn't generate a positive cash flow? There are many reasons why a property wouldn't generate positive cash flow. Perhaps there aren't any renters available to rent; perhaps you have to lower the price below your cash outflow in order to get it rented; or perhaps you have to produce a substantial cash outlay because there is a large ticket repair item. What do people in these situations do? Some are forced to use credit cards to pay unexpected expenses, which is only deferring the inevitable. Eventually, they reach their credit limits and are forced into a dire situation -- often ending in bankruptcy.

For every person that is making a substantial amount of money from some risky deal, there are hundreds of others who lose everything. It sure doesn't seem like this when you read magazine articles or books touting these investment schemes though. Why? Because the goal of magazines and books isn't to educate you on the facts, it's to sell more magazines and books. How many people would buy the magazine or book if it said, "You will lose your life

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

savings if you try this technique"? I guarantee not nearly as many would, which is why you are told, "You will be a zillionaire if you try this technique!" If your goal is to make money by leveraging your assets, proceed with caution. You should only leverage once you have spent the time researching all of the details about the investment, have consulted with a qualified advisor, and have adequate cash on hand.

Another way people leverage money is through their investments, such as equities. Investments can be leveraged by borrowing against a percentage of the value of the investment, known as the margin. Depending on the amount of securities an individual owns, the investment firm allows a client, who has an account, to borrow money against it. The client can use the money to either take out cash or purchase additional investments. Regardless of which option they choose, the client is required to pay interest on the loan. Regulatory authorities require there be a certain amount of equity in each account that has a loan. If the market drops, the amount of money they have borrowed, plus interest, may need to be paid back immediately. The last time the stock market crashed, people who had margined their investments were jumping out of buildings with no parachute. While leveraging fixed income doesn't have as much risk, I recommend using this technique only for short term, temporary, cash flow needs and only after very careful consideration.

Over the years, there have been savings and loan companies and foundations that were paying, in some cases, almost double the interest rate other institutions were paying. How can one company afford to pay 12% when all the other companies are paying 5%? The simple fact is: they can't. They are taking on substantially more risk. Sadly, many people who invested with these organizations lost all of their money.

If you are investing in something with a substantially greater return than other investments in its risk class, it's not recommended. In essence, it's very similar to gambling. If you want to gamble, go to Las Vegas and spend cash you can afford to lose.

Just remember: If it sounds too good to be true, it is. The sooner you memorize and apply this, the sooner you will understand one of the most important lessons in becoming a MFL.

7. The Personal Residence Factor

Close your eyes and clear your mind. What would it feel like to have a paid-for home? Yes, I'm talking about no monthly mortgage payment. What new choices would you make? What possibilities would open up for you? Now, write down these possibilities. For some, this may seem like an impossible dream. It isn't.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

If the idea sounds attractive, figure out a plan that would enable you to achieve it. It may require a different vocation or a reallocation of your monthly cash outflow. The one commonality I see among those who own their home outright is peace of mind.

Many advisors recommend not paying a primary home mortgage off because you can make more money in other investments. When interest rates are low, they have a logical argument and on paper, it often is true. But what's missing from this argument is the internal peace of mind that can't be achieved by simply having more money. By not having a mortgage (or debt), you have removed a chain from your neck. You free yourself for more options and choices. In short, you have real life freedom.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle #5

- #1. Which ways can you effectively leverage your way to millions? Which ways are not effective? Why?
- #2. Which leveraging methods are you going to incorporate into your life?
- #3. Are there other methods you use or could use to leverage your way to millions?
- #4. Is there additional research you need to complete before using one of the leveraging mechanisms?
- #5. Is leveraging your residence a good or bad idea? What are other options that may work better?
- #6. Is having no debt exciting to you? Why or why not?
- #7. How can you become debt free?
- #8. How can employees or business tools help leverage your way to millions?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 6: Generating Millions through Passive Income

1. Maximizing Income Through Your Investment Portfolio

For our discussion, I use the term *investment portfolio* to mean a combination of the following:

- Cash- Assets that can be converted into cash within seven days. Examples are checking accounts, savings accounts, money market accounts and short-term certificates of deposit.
- Fixed income Investments- Assets that are lower in risk and invested in various types of bonds, longer maturity certificates of deposit, fixed annuities and mutual funds that are invested in lower risk fixed income securities.
- Equity Investments- Assets that have more risk with the goal of more return. Examples include stocks, variable annuities and mutual funds that are invested in various types of equity investments.

As a person approaches retirement, it is common to create a portfolio that generates monthly cash flow to support their expenses. The key is to remember that fixed income investments will generally provide less return because they have less risk. The more income or appreciation an asset produces, the more risk associated with it. The money you consider to be “serious money” or “can’t afford to lose” money should be invested in lower risk options. This is especially important in retirement because you are no longer receiving an income from your employer.

Some equities generate dividends while others grow through appreciation of their value. To access cash from assets that appreciate you must sell shares of the investment. It is best to determine your personal risk tolerance, which is how much volatility you can afford, and then to invest accordingly. In addition, it is always wise to diversify your holdings and use a Certified Financial Planner™ or qualified investment professional.

My college options professor consistently shared, “Pigs get fat and hogs get slaughtered; don’t ever become a hog!” The technology boom of the 90’s provides an example of what happens to hogs. People were earning enormous returns. Instead of taking their huge gains and diversifying, they continued to pour their money into these investments. Some people were taking out second mortgages on their residences, while others were borrowing money on margin to purchase these high return investments. Every news outlet was sharing how much money people were making causing more people to follow suit -- after all, who wanted to be left out of these incredible returns? Sadly, many investors lost a significant portion of their net worth when the value of these inflated stocks

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

collapsed. Regardless of the economy or condition of the stock or real estate market, everything tends to move in cycles which means it fluctuates up and down. There will always be a "hot" investment; the key is to remember not to become a hog!

Before you begin any investment plan, assess your risk tolerance level by reviewing your quantitative and qualitative information. This includes an analysis of your age, time horizon, existing assets, liabilities, income and expenses. It also analyzes your ability to handle risk and feelings relating to the economy, inflation and other factors that affect investment performance. While this is a simplistic view of the risk tolerance test, it is an extremely important piece that shouldn't be ignored. Once you determine your risk tolerance, it is critical to create a portfolio that's allocated in alignment with your desired risk. As you approach retirement, you may want to continue to reduce your risk and invest in more secure assets.

A rule of thumb some experts recommend for the allocation of investments is to take your age and subtract it from 100. The percentage left is how much is recommended to invest in equities or growth oriented investments. For example, if you are 30 (subtract 30 from 100), you should invest 70 percent of your portfolio in stocks or growth-oriented mutual funds and 30 percent of your portfolio in fixed rate investments. If you are 70 (subtract 70 from 100), invest 30 percent in stocks or growth-oriented mutual funds and 70 percent in fixed rate investments. Another factor to determine is if you should invest in taxable or tax-free investments.* I recommend seeking advice from experts to determine how to best invest your portfolio. If you can't afford to consult with an expert, take a class or contact the FPA and ask for free resources.

The key to not outliving your retirement income is to preserve your principal and live off the income your portfolio generates. Even if your income decreases, it is generally better not to tap into your principal. If you and your advisor determine, at a certain age, you have enough money to last your life expectancy and more, then spending some of the principal may be an option. Consult with a professional before you begin depleting principal.

Often times, it's better to get a part time job to supplement your income. Because inflation will reduce your income, it is important to invest your portfolio to compensate for inflation. This is why you need to have growth oriented investments in your portfolio that will hedge against inflation.

* In our Millionaire For Life Bootcamp, we will discuss this in more depth. For more information, go to <http://MillionaireSeries.com/7pr>.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

2. Earning Income through Real Estate Holdings

A few years ago, it was impossible to go to a party without hearing someone bragging about how much money they had made investing in technology stocks. They have always been and will always be, a “hot investment.” Don’t make the mistake of chasing investment returns. That approach can be a direct path to the broke house.

Anyone who has been fortunate enough to own or invest in real estate in a bull market has made a lot of money. So what lesson is to be learned in all of this? The answer can be found in a tip I learned from a mentor. He said, “Beware of the herd mentality.” While it’s okay to lead the herd, it rarely is in your best interest to follow the herd. When we follow the herd by investing in what has already made money, it’s almost always too late.

A real estate attorney recently said to me, “When real estate values are up, people forget the time real estate couldn’t be given away and when values are down, they forget they go up.” It’s easy to forget when everyone else is bragging about how much money they are making. The time people should be investing in real estate is when “you can’t give it away,” not when it’s at an all-time high. By taking time to understand the risks associated with any investment plan, you are better preparing yourself for the future.

The most common real estate investments are income generating, generally residential properties.

Rental properties can also be a source for generating income while increasing your net worth through the appreciation (increase) of the property value. If you are planning to invest in rental properties, be sure to plan how you will handle issues such as a tenant who damages your property or isn’t paying rent. The mortgage crisis has taught us the importance of a conservative approach whenever you finance a purchase.

Another investment option is raw land which may provide appreciation but generally doesn’t produce income. Land is generally considered riskier than other real estate. If you plan to invest in raw land, plan accordingly and make sure you have adequate cash flow to pay taxes, mortgages, and other expenses in the event you are unable to sell it. In my career as a financial planner, I have seen many people lose everything because they were too leveraged in real estate. Take time to have a contingency plan so you don’t become a statistic.

Whatever your investment plan, it is always advisable to diversify the holdings. After proper research of all material facts and adequate time to plan contingencies, investing a portion of your money in real estate can be an effective method to generate passive income and diversify your assets. Many people get themselves into serious trouble because they don’t take the time to understand the details of the investment. In addition, when we’re open to new

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

ideas and possibilities, we find solutions we never previously entertained, as the following examples illustrate.

A student in a workshop made a comment that real estate has the unique benefit of “creating sweat equity.” She was a nurse by day and remodeled homes at night. She was currently jack hammering her old floors and preparing to install tile. She was on her way to becoming a millionaire and had a solid plan that I, personally, believe will work. After she fixes the home up, she sells, invests some proceeds into her stock account and uses the balance to purchase another property.

Another student’s strategy was to purchase a home in a new subdivision, live in it for enough time to claim the tax exemption, then sell and use his tax exemption to buy a new home again in another new development. Both of these ideas are worth considering. While the idea of moving every two years may not excite some people, others may like the opportunity to meet new neighbors while increasing their net worth. This strategy assumes that homes will continue to appreciate and that he will be able to locate a new home at a competitive price. Depending on the market, this may or may not be true.

3. Generating Income through Online Sales

Can you imagine what it would be like to make money while you sleep? For some of us, that is a pretty exciting venue! Many of us only dream of making serious money with ease, possibly in our pajamas or while sitting on a beautiful beach in an exotic location. The great news is that modern technology has made it possible.

Through the internet, it is possible to make profits with ease. While it does require work, the end result allows you to make money while you sleep. The process is as follows:

1. Find a niche market that you care passionately about. Perhaps you’ve always wanted to work with orthopedic surgeons, or chiropractors, or florists, or toy manufacturers. It doesn’t matter what niche it is, only that you are truly passionate about it.
2. Verify that the clients in this niche are able, willing and motivated to spend money to solve their problems.
3. Interview people in this niche and determine their three biggest challenges or problems.
4. Identify what you believe to be the solutions to their challenges or problems and what they believe are solutions.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

5. Verify that your niche market agrees the solutions you have identified will be of benefit to them.
6. Ask them how they would like to be contacted so you can provide free information that will solve their most common problems. You now have enough information to create a product that can solve your niche market's unique problems.
7. Create four information products with different price breaks (based on your research) that provide solutions to the most common problems in your niche market.
8. The first product should be free and require the persons' contact information, such as an email, so they can receive it. When you interview your niche, you also need to determine what they're willing to pay and then price your products accordingly.
9. The second product should be a low priced item, such as a compilation of interviews with experts in your industry, costing anywhere from \$20.00 to \$50.00.
10. The third product could be an audio program with a workbook priced at \$100.00 to \$150.00.
11. The final product will be a big ticket item that provides major solutions to your niche's needs. This product can range from a few hundred to several thousand dollars. It will take additional time to research and complete, as will the pricing. The pricing will depend on the content, the demand for the product, product competition and the perceived value of the information offered. While taking a course to learn the insight I have taught in this book, I spoke at a convention in front of a group of professionals about effectively working with affluent clients. My mentor said to make an offer at the end of my presentation that would solve my audience's biggest challenge. He said to make it at least \$1,997 because few people would purchase but it would give me experience with the process of making an offer. I had 12 people sign up for my course and made \$23,964. While this may not be the norm, the results are amazing when we take the time to help people solve their biggest challenges. Then, while teaching the course, I realized that most of my clients needed help marketing. This led to my next product which has generated hundreds of thousands of dollars in revenue.
12. I also recommend taking ample time to research and test your final product content and pricing. I personally like teaching the course live to get direct feedback. The result is a product people demand and are | willing to pay for. The higher priced products require a plan, process and

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

ideally, support from someone with experience selling these types of products.

13. Take time to create long-term relationships with clients in your niche market.
14. If the process of completing a product appears overwhelming, find a partner who can co-create a product with you.
15. Take a few minutes and write down any ideas that come to mind. With this list, begin formulating your plan that will allow you to generate passive income selling products.

Create an idea folder and whenever you think of a new idea, write it down. After you have a few good ideas, categorize and start implementing them. Take time and have fun on the journey.

Just think—you could go to bed and hear your cash register “cha-ching” all night long!

4. Growing Income through Affiliates

Once you have a product you can sell, why not enlist others to sell it? By working with affiliates who already have clients that would want to buy your product, you create a win-win. While you have to pay the affiliate on products they sell, the higher sales volume will make up for it. It is better to earn 50% of something than 0% of nothing. If done properly, this idea can generate substantial passive income for your affiliates and you. The ideal solution is to find a partner who sells a product that is a complement to yours.

Another opportunity is to find already-complete products your target audience needs to solve their problems. This is a win-win because the affiliate will pay you whenever you refer a new customer to them.

The key to a successful affiliation is to develop a long term relationship with one another. Find out what they like, don't like and how you can best support them. While it takes an investment of time up front, the end result pays huge dividends.

5. Leveraging Income through Businesses

How sweet is it to create a business that provides you an income stream? While this venue can be very attractive, it is imperative that those you hire to work for or even run the company are capable of the job. Take the time to get

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

to know, trust and ensure this person has the skills required for running the company.

Thriving companies sometimes fail because the leader running the business doesn't maintain the necessary management skills. The decision of who will run your company is the difference between making millions and losing millions; you must make sure the leader is capable. This will take time and effort, but if done properly, will pay huge dividends.

There are a variety of other factors to consider and analyze before starting a business. Here are some questions to consider before starting a business:

- What are the monthly overhead expenses?
- What happens if the monthly cash flow doesn't meet expenses?
- How will the business be structured?
- What are the projected sales?
- How are the sales generated?
- What could affect sales upward or downward? Are these within your control?
- What contingencies should you plan for?

These questions are only a sample. Take the time to list all questions so you have the information you need and can create a contingency plan for unexpected events. Success doesn't happen overnight. If by chance it does, it often fails. If your goal is to generate passive income through a business, consult with experts who can help you achieve your goal.

6. Winning the Lottery

Instead of spending your hard-earned money on lottery tickets, choose one of these options: invest, donate to charity or just throw the money away. For starters, the odds of winning the lottery are stacked so far against you it is virtually impossible to win. You have a much higher probability of making money by saving it than purchasing lottery tickets.

Many studies show that the average lottery winner is bankrupt in five years. I recently read about a woman who won the lottery twice, which is unheard of! She now lives in a trailer and lost all the money she won in both lotteries. When people aren't emotionally prepared for lump sums of money, they don't hold onto it.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Did you know there are even support groups for people who have won the lottery? The wonderful life people dream of when they think of “winning the lottery” is just that—a dream. Why is that? Often it’s because people haven’t reprogrammed their threshold. They do not see themselves as millionaires or multi-millionaires, which I covered in Principle 1, the Millionaire Belief System.

Some people use the lottery as entertainment, which is probably the best use for it. If your goal is to have passive income, study the other strategies discussed here; you have much better odds of becoming wealthy through these techniques than you do by winning the lottery.

7. Inheriting Money

Inheriting money is similar to winning the lottery in the sense that they both are generally very short-lived and aren’t the best choice for generating passive income. People who create passive income streams before they receive an inheritance, are usually more prepared to successfully handle and use additional passive income. Why? Because people who successfully use passive income sources understand that the cash cow must be maintained in order to keep producing the income. People who haven’t mastered this rule will receive an inheritance and immediately begin spending the principal and depleting the cash cow.

The speed with which people can spend their inheritance is truly amazing. One law firm I know actually bets on how quickly a beneficiary will spend their inheritance. One young man received \$100,000 on a Tuesday and had spent it all by Saturday. Another couple inherited millions. They purchased three homes in the first year and within a couple of years had filed for bankruptcy.

Even when warned of this pitfall, people who inherit money often fall in the pit anyway. Early in my career, a client left his son a significant amount of money. I felt the son was at high risk of losing the money because he just wasn’t psychologically prepared to manage it. When I shared the tragedies of people who lose their money because of that issue, he brushed off my warning and said he wasn’t going to lose it. Well, no one plans on losing it, of course. But they do. He found a different advisor and was broke in five years.

What are some solutions a person can use to prepare psychologically for a windfall of money? The first step is to not spend anything until you have created a plan that’s realistic and meets your goals and objectives. Hire a professional who can help and provide you with options for spending or investing the money. Before you invest any money, take time to ensure that the return you are getting is comparable and realistic. If you are considering an investment that has a substantially higher return, remember the saying, “if it sounds too good to be true, it is.”

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle #6

- #1. Which methods of generating passive income have you previously used? Have they been successful? Why or why not?
- #2. Which methods do you plan to use in the future to generate passive income?
- #3. Have you ever been guilty of following the herd? If so, what were your results?
- #4. When is it a good idea to follow the herd? Why?
- #5. Do you have a business idea that could generate passive income? What will you need to do for it to be successful? Who can you consult with to ensure you haven't missed any material facts or details?
- #6. What product ideas do you have that could generate passive income? Is there competition? A demand for it?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Principle 7: Protecting Your Millions

1. How to Begin with the End in Mind

When creating any plan, it's always a good idea to first identify what it is you wish to accomplish. Be specific: what will it look like? This will help you get clear on your goals and objectives, and will ensure you end up where you want to be.

A good place to start is by asking questions.

- What do you want your future to look like?
- What are your immediate, mid-range and long-term goals?
- How much money do you need during retirement for your basic needs?
- How much income do you desire for your wants and to donate to your favorite charity?

It is critical to determine your goals and dreams. When you identify goals and dreams that resonate within you, they can propel you to phenomenal performance. The passion and excitement motivates you to action.

Begin by reviewing your affirmations and fixed daily activities. Do they accurately represent what you want to achieve and will the daily actions produce your desired end result? Do they provide the foundation to create your ideal financial future? If not, take time to re-write them. Continue to monitor them at least annually. Revise your affirmations and high value daily activities as your situation changes. Monitor & measure your goals monthly, weekly, or even daily, so you can adjust your plan whenever needed. If you are completing your daily activities regularly but not producing results you desire, test other activities until you find the correct formula.

People often ask why it's important to write out their annual goals and objectives. For thirty years, I have studied both people who achieve great success as well as those who never come close to reaching their potential. A huge factor of success is the clarity of what they want and the plan to achieve it. Setting clearly defined goals keeps them on target to their desired destination. When ordinary people have clear goals, they can accomplish extraordinary success. When people don't have clear goals, they start down one road only to continually change directions and are never able to reach their destination or goal.

Goals are very important because they keep you focused on the end result. When a clearly defined goal is ingrained into our subconscious mind, we

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

stay on course, even if a boulder is thrown in our path. When we don't have clearly defined goals ingrained in our subconscious, we get distracted and lose our way. Goals can be the difference between a life of great achievement and one of mediocrity or failure.

2. The Big Picture Plan

Once you identify what it is you wish to accomplish, it's time to develop a financial plan.

The following are a list of tasks you need to complete to create your plan. The forms that compliment these tasks are located in the Millionaire Toolkit.* Consider hiring a qualified professional to assist you in completing your plan.

- What are your personal values and priorities? Examples include family, work, love, growth, and community. It is important to become clear on your family and values because that is what will guide you to the perfect career and keep you focused on what matters.
- Determine your desired income and net worth goal.
- Write out and prioritize your annual business and personal objectives.
- Review and revise your goals, affirmations, and fixed daily activities in all areas of your life.
- Set up an adequate emergency reserve that will cover expenses for three to twelve months. Most experts recommend at least six months but the amount depends on your personal situation.
- Complete a budget, separating out your fixed expenses (needs) and variable expenses (wants).
- Review your budget to determine your needed income and desired income - currently and at retirement.
- Locate your life, health, P&C (homeowners, auto, umbrella), disability and long-term care insurance policies. Determine if the coverages are adequate. Verify that the additional insured information in your property and casualty insurance policy is accurate. If necessary, review all policies with a qualified agent.
- Determine if you need creditor protection in your estate plan. A revocable trust does not provide creditor protection.
- Locate your most recent tax return and determine if there are additional deductions you can take or if you need to reallocate your investments for tax efficiency.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- Locate all estate planning documents and review all details to ensure they're accurate and up to date.
- Provide all information about you and your family in a place and format that's easy to retrieve. Include names, social security numbers, addresses, emails, telephone numbers, and other important contact information. Identify the location of this information and all other important documents. Two additional people should have this record of locations.

In the Millionaire Toolkit, The Locate IT™ form provides a guide on how to store, retrieve, and archive important documents. File the documents so you can locate them by year. If you don't have the expertise to complete a plan, hire a professional.

3. Implementing Your Plan

Now that you have all documents located in an easy-to-retrieve format and you've created a master "life" plan that includes all your information, determine what's already done and what still needs to be completed. For instance, if your umbrella policy coverage doesn't equate to your net worth or you don't have the correct additional insured information on your homeowner or auto insurance policies, take the steps to correct this.

I recommend that you create a form that allows you to track all items that need to be corrected or implemented and begin with the most important. Complete one task at a time. Create a list of questions and to-dos. If you are not qualified to complete and implement your plan, hire a qualified financial advisor to review your affairs and make recommendations to ensure your goals and objectives are met. While the task may seem daunting initially, by beginning and following through, you will eventually have your plan fully implemented.

4. The Millionaire for Life Protection Plan

In creating a protection plan, you will want to review each aspect of your plan. Begin by asking yourself some basic questions. Is your income protected from a disability? Is your income stream protected from an unexpected death? Are your assets protected from a long-term care need?

As your asset base approaches millionaire status, it is important to create a plan that will protect your assets. Some questions to ask are:

- Are my assets protected? Should they be? Can they be?

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

- What would happen if you are sued and your insurance is not adequate?

A plan to protect your assets is something you should consider and discuss with a qualified professional.

First, determine what you want to accomplish and why. Then, find a qualified estate and tax planning attorney. Many attorneys will set up a trust, but if you have a multi-millionaire plan, you need an attorney who has extensive knowledge and expertise so that your plan will work for you.

Depending on your situation, your plan may include legal entities that protect your assets, such as limited liability companies. Additional entities may be used, depending on your situation, including a holding company, a revocable trust, an irrevocable trust, and possibly a family partnership.

Make sure that your advisor or team of advisors understands your goals and has expertise in setting up millionaire protection plans. If you are not confident in the answers the advisor(s) provides to you, find a new advisor(s) immediately. Make sure you have a clear understanding of their fee structure before beginning a plan. Do not choose them based on whether they are the cheapest or most expensive; the best advisor is the one who is best qualified and shows a commitment to your best interest.

5. Monitoring Your Plan

Finally, monitor your plan. People who don't monitor their plan frequently end up with devastating problems. For my book, *"If Only I had Known... What you need to do NOW to avoid devastating financial mistakes surrounding a death or divorce,"* I spent four years interviewing dozens of people who, because they either didn't have a plan or didn't monitor it, ended up financially ruined. Because situations and laws change, it is imperative that your plan remain accurate and up-to-date.

Someone on your team needs to be the quarterback. This person's job is to coordinate and implement the entire plan. It can either be you or your financial planner. If you are going to coordinate it, you must be organized and follow up on every detail to ensure that all advisors are doing their part. If you are delegating tasks to an advisor, make certain the advisor is capable and detail focused. It is a good idea to write down every team member's to-dos to ensure that nothing falls through the cracks. If you are delegating your affairs to an advisor, you still need to monitor the big picture. This is advice any qualified advisor will recommend.

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Generally speaking, a plan should be revised annually or every couple years. Sooner if you have any material changes such as marital status, address, insurance coverage or career change, to name a few.

6. The Future of the Millionaire for Life

Congratulations! You have completed this book and now you are ready to take the next step. Continue to study and apply the Millionaire for Life Principles. Test what works for you and how you can improve the ideas to best incorporate them into your life. There is no right or wrong. What matters is that you take action and continue to learn and grow. Become involved in the programs or other opportunities offered through MillionaireSeries.com.

Now that you are familiar with the 7 Principles, find a partner to team up with to achieve your goals and dreams. Good luck and here's to your millionaire success!

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Applying Principle #7

- #1. Have you created a plan to protect your assets?
- #2. List all items that are complete and those that need to be completed to create your Millionaire for Life plan.
- #3. What is your next step after creating the MFL plan?
- #4. How will you track the items that need to be completed?
- #5. Will you or a professional advisor coordinate the process?
- #6. What advisor(s) do you need to hire to implement the MFL protection plan?
- #7. What other subjects would you like to see covered? Please email us at Support@MillionaireSeries.com so we can best serve you on your road to Millionaire Success!

I hope we cross paths again soon and often! Please share your successes, challenges, and questions with our team. We are committed to assist you in your journey to becoming a Millionaire for Life!

To building a profitable business and an amazing life,

Annette M Bau, CFP

The 7 Principles of Becoming a Millionaire for Life

Powerful Lessons for Creating Wealth, Health, and Happiness

Bibliography

Covey, Steven. *The Seven Habits of Highly Effective People*. New York: Simon and Schuster, 1989.

Kroc, Ray. *Grinding It Out: The Making of McDonald's*. Chicago: St. Martin's Press, 1987.

Peters, Dr. Ronald L. *Edgework: Exploring the Psychology of Disease: A Manual for Healing Beyond Diet & Fitness*. Nevada City, California: Blue Dolphin Publishing, 2003.

Tolle, Eckhart. *The Power of Now: A guide to spiritual enlightenment*. Novato, California: Eckhart Tolle Publisher, 1999.

——— *The Power of Now* [sound recording]: [a guide to spiritual enlightenment]. Novato, California: New World Library: Namaste Publishing, 2001.

Truman, Karol Kuhn. *Feelings Buried Alive Never Die..Utah*: Olympus Distribution Corporation, 1991.