

How to get from

where you
are, to

where you
want to be

#1 Take 100% responsibility for your results.

- Event + **New** Response = **New** Outcome.
- What are you pretending not to know?
- When you can say: "*What did I do to create that problem?*" you come up with a solution.

#2 Be clear on your purpose.

- Your purpose is your WHY and attracts opportunity.
- Goals are the WHAT you will accomplish.
- Without purpose as the compass, goals and HOW-TO action plans are meaningless.

#3 Unleash your gutsy breakthrough goal.

- How much? By when? A goal is a dream with a deadline and must be measurable.
- Write your goal on your business card as your commitment.
- It's one year from today, what would be true for you?

#4 Silence the inner crow. Be self-aware.

- Observe in order to stop the negative self-talk.
- Tune out frequencies that report negative things.
- Is it possible to create that vision? Act *AS IF* it is.

#5 Release the brakes with affirmations & images.

- Describe the goal as if it is already achieved.
- Feel the feelings. Speak openly with others. It's *in progress*.
- The mind cannot distinguish between what's real or imagined.

#6 Turbo-charge your feelings to highest levels.

- Visualize yourself in the future you want to create.
- Emotional people get things faster.
- Write out what your vision looks like. Then share it.

#7 Protect your energy. Fierce time management.

- Environment is *everything*. What are you tolerating?
- Take obvious and intuitive action daily. 5 things a day.
- Schedule Best Result & Best Preparation Days. Plug the leaks.

#8 Ask for and welcome all feedback.

- Ask: "*On a scale of 1 to 10 how would you rate the quality of our service?*"
- Without feedback, you can't course correct.
- Ask your clients, family and team for feedback.

#9 Practice persistence with patience.

- Radio silence does not mean NO.
- Ask for and expect the YES every time.
- No = Next! Move on, unattached to the outcome.

#10 Have an attitude of gratitude.

- Celebrate your successes.
- Instill it at home, and with clients.
- Bring it to your office & team. Change the culture.