

Lee Milteer's Millionaire Smarts® Coaching Program Decide: The Ultimate Success Trigger

Lee Milteer Interviews Jim Palmer

IV. Decide to Change Your Mindset

Dear Millionaire Smarts® Members,

Our Expert guest is Jim Palmer and his new book is called **Decide: The Ultimate Success Trigger**. He is going to gift his book to all of our coaching members so I highly recommend that you take him up on his very generous offer. This offer will be on our Millionaire Smarts® Membership site along with the four reports, transcript, and reports from our faculty coaches. I want to remind you that being part of Millionaire Smarts® Coaching is two-fold. One part is me assisting you to clean up your mindset and get rid of Head Trash. The second part is about applying the lessons and strategies from the information I share each month. You have to take time to study the materials and understand the principals, adopt the strategies, and do the exercises.

I want to remind you that to be really successful, you have to have a great ability to control your time and your boundaries. You need to be able to delegate and stay out of overwhelm. Take control of your environment to make sure it is supporting you. Pay attention to your personal and business habits and be sure to nurture your mindset daily.

In Jim's new book **Decide: The Ultimate Success Trigger** he has an entire chapter devoted to the importance of taking back your power from the past programming that holds you back from manifesting what you want in life. The chapter is called Decide to change your Mindset and Jim has given us permission to share excerpts from this chapter with you. I hope you will take it to heart! Enjoy, it is for personal use only. No reprint permission is granted.

Three things – skill, talent, and work ethic – are definitely components of success. But I have some bad news: those three things will only carry you so far. There are countless entrepreneurs who employed those three components but still ended up with failing businesses. People who were extremely talented, had the right skill set, and worked incredible hours but who learned the hard way that those weren't enough to create success. Or they're now working ridiculous hours, barely eking out any profit, and are far from running their Dream Businesses and living their dream lifestyles. In fact, their dreams have become nightmares because their businesses have become anchors, preventing them from having the time to do what they want or derive any enjoyment from running their businesses.

Yes, you need skill, talent, and work ethic but you need more.

From *The New Psycho-Cybernetics* by Maxwell Maltz and Dan S. Kennedy, consider this statement: "Human beings always act and feel and perform in accordance with what they imagine

to be true about themselves and their environment... and ultimately experience appropriate results."

Without a doubt, your results are the product of your thoughts, and your thoughts drive your action or, in some cases, your inaction.

As my personal mindset coach, Melanie Benson Strick has taught me invaluable lessons about mindset, so I'll take a moment here to include her thoughts on mindset:

Mindset and Beliefs

First, let's define mindset as a combination of the thoughts, beliefs, and attitudes that you hold about your life, your business, and how much success you can create. If the strategy you're using isn't working at the level you want, I've found it's almost always the lack of the right mindset. Your business becomes your greatest personal growth tool. We learn so much about ourselves and what we're capable of... and where we're holding ourselves back simply by looking at the results in our businesses. Every single result I've ever created, any client of mine ever created, or any person I've mentored along the way has created is directly correlated to what we believe is possible. That belief is directly proportionate to the specific set of stories we've collected over the years that have defined our view of the world and of what's possible.

Over time, we don't realize we are doing it. We run around and collect evidence in life and do everything we can on an unconscious level to keep ourselves in a homeostatic pattern that supports what we believe is possible. We study with people who mirror that belief; we surround ourselves with friends who, on some level, mirror that belief. We are literally an energetic equivalent on the outside of everything we believe is possible on the inside.

Most people on this planet are working ten times harder than they have to, but they have a belief that you have to work hard to create more success. I'm not saying success doesn't require hard work, but after we buy into that, we never stop doing it. So we don't ever explore how we could create more success without continuing to have our foot pressing the accelerator to the hundred-mile-an-hour speed. Mindset becomes a dictator of what we can create.

Are you working harder than you have to because of your mindset... because you believe that's what you have to do in order to be successful? Again, you need more than a solid work ethic in order to build the business you want and live the lifestyle you are dreaming about.

Mindset as Fuel

For success, there are two components that have to be in place. There has to be an internal mindset that is causing you to be able to take the right actions. We might think of it as the fuel for the machine (our business) we're creating. Then there has to be an external strategy that's designed to achieve the level of success we want. What I've seen, having coached people for so long, is that if you have one without the other, it's like trying to walk on one leg. You will wobble. You will fall over all the time. It's very unstable. I like to look at your mindset as it's kind of like the inner

workings of a machine. The external is how the machine comes together and actually works as a system.

In looking at it another way: Your skill and talent serve as the machine, and your mindset is the fuel that drives it. You can't have one without the other. The greatest level of skill and talent will just sit there if there's no fuel... no motivation or mindset. On the other hand, all the most positive mindset in the world can go nowhere unless it is supported by the ability to serve a need profitably and get things done.

Mindset and Negativity

There's also a mindset of hopelessness: "I don't know what to do, so I'm just going to give up." Those attitudes are directly relational to certain events and situations from which we formed a belief about who we're going to be on this planet. What we have to realize is that there is a direct correlation between our thoughts, the actions we take, and the results we have.

Let's say you're somebody who says, "I can't do it. This is too hard for me. There are too many steps. There are too many things going on. I don't want to figure it out. I don't want to do that." If that's your mantra ("life's too hard" or "things are too hard" or "I don't want to have to learn things"), you'll find you'll resist taking action. That lack of action will result in your failure to achieve a particular outcome.

On the flip side, perhaps the person next to you has the attitude, "Well, if I don't know how to do it, I'm going to figure it out." That's his mindset. In this mindset, he's being shown a path where there are a lot of new things he has to learn, and he decides to figure it out or hire someone to figure it out. Now he's on track to generate results.

I watch people who aren't achieving what they want or are stuck, and it's because they've literally been telling themselves, "I can't do that," and they've stopped trying to figure out how.

One of the biggest shifts I ever had was when I stopped telling myself, "I don't know how" or "I can't afford that." You see, "I can't afford that" is the single most limiting thought you can ever have. When you say "I can't afford that," you literally shut down any creative possibility of achieving what you want or what you need. So I learned to change my thinking about things that I wanted but didn't know how to get.

Instead of saying "I can't" or "I don't know how" or "I don't have it" or "I'm broke" or any of those limiting belief statements, I would ask, "What would have to happen for me to make this investment? What would have to happen, so I could have that? What would have to happen, so I could create this thing that I don't know how to create?" Now my brain goes into a discovery process. Now I'm in a creative-solution-oriented mode where I'm searching. My brain's trying to solve the problem of "Okay, we need money" or "Okay, we need a new helper" or "Okay, I don't know how to do this; I need to learn it." So you open up and you expand your possibilities rather than limit them.

For more information about Jim, go to www.GetJimPalmer.com.

In Closing from Lee:

Jim is offering a fantastic gift this month. Simply pay shipping and Jim will send you a free paperback copy of his book, **Decide: The Ultimate Success Trigger**. Go to www.decideforsuccessbook.com to claim your free copy today.

Also, remember to take advantage of the resources on your Millionaire Smarts® Membership page. Each month, we provide you with digital copies of the reports and transcript, an MP3 of the call to download to your mobile devices, information on our featured expert guest and links to free gifts & helpful resources, and supplementary content from our team of expert faculty coaches—who include Dan Kennedy, additional reports from me, Phone Sales Doctor Chris Mullins, Health and Fitness Coach Joe Carabase, Leadership Coach Kevin Eikenberry, and Sales Coach Steve Clark.

Plus, new this month: we'll be providing a *Quick Download Link* where you can quickly and easily download the online content. We want to know, do you like this new feature? Please send your feedback to millionairesmarts@gmail.com.

Your Mindset and Performance Coach,
Lee Milteer

P.S. To access the Millionaire Smarts® membership site and monthly content, go to www.milteer.com and put in your code for the month (*986865*) at the top of the web page on left where it says COACHING SIGN IN. It will take you to the private and password protected Millionaire Smarts® Coaching membership site.

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