

# Lee Milteer's Millionaire Smarts® Coaching Program Wealth Attraction

By Lee Milteer

## III. Act with New Standards

Dear Millionaire Smarts® Members,

I shared with you in the last report that there are four fundamental positions you can take to immediately improve to attract prosperity, rather than chasing it. Let's review those again because they are so important for you to remember and talk about in your business to your own team.

- 1- The Quality of Your Personal Philosophy
- 2- The Quality of Your Thinking
- 3- The Quality of Your Behavior
- 4- The Quality of the Value You Create to Exchange for Prosperity in the World

The next areas I want you to focus your life energy towards Wealth are:

### Have Courage to Act

Wealth never rewards wimps! Money only moves because of courage. You must have the courage to act on your ideas and defy conventional wisdom. You must have courage to start where you are, whether you're ready or not. Ask yourself: "*What do I need to do right now to improve my business that I have not had the courage to do before?*"

We are all bombarded by fears, doubts, and reasons why we cannot accomplish what we want for ourselves; to help put things into perspective, let me give you an interesting definition of the word fear:

**F**antasized  
**E**xperiences  
**A**ppearing  
**R**eal

Most of the things we fear are simply an exaggeration of our imagination. Since our subconscious mind and our nervous system don't know the difference between reality and our imagination, they produce the same uncomfortable feelings of anxiety.

You must allow yourself to experience your fears and move through them with courage -- the courage to look, acknowledge, and experience. Don't resist, avoid, or condemn your fears. It's an interesting paradox in life that when you resist something it persists. Allowing yourself this growth process is like a butterfly freeing itself from the cocoon. Many famous writers and artists

alike recognize the importance of this metamorphosis: Ralph Waldo Emerson said, *"Do the thing you fear and the death of fear is certain."*

Eleanor Roosevelt observed, *"You gain strength, courage and confidence by every experience in which you must stop and look fear in the face. You must do the thing you think you cannot do;"* and Mark Twain put it this way, *"Courage is resistance to fear, mastery of fear -- not absence of fear."* The truth is that success is never final and failure is never fatal -- it's courage that counts.

## **Be an Effective Risk Taker**

Progress in life is always going to involve risk. Many of us are afraid at the mention of the word because we associate pain with risk. In reality, for you to be in control of your own destiny, you must be willing to be an actor in life versus a reactor to life. This means you must be willing to risk failure in order to grow. People who make no mistakes usually don't take any risks, and therefore never allow themselves any opportunity to stretch and grow using their potential. In our past programming, many of us have been taught to play it safe, to not risk trying something new. We create an abundance of opportunities by trying new experiences. Every experience gives you additional resources and references, and teaches you valuable information for you to draw from. You have to look at life from a point of view where there is no such thing as failure, only results. For every adversity, there is an opportunity to learn.

The most successful men and women in history have all had to deal with change, uncertainty, and fear. The obstacles of your past can become the gateways that lead to new beginnings. It's clear that progress always involves risk. We shouldn't fear trying something new or be afraid if our efforts do not work out, because we will always gain experience and wisdom. I would like for you to start asking yourself this important question if you are being challenged by something right now: *What can I do about this situation? What opportunities are in this setback for me?*

I will share with you a quote that inspired me when I have been challenged in the past that was from General Patton: *"Success is not getting on top -- but how you bounce on the bottom that counts."*

## **Have Gratitude and Nurture Yourself**

Give yourself permission to treat yourself with love, kindness, and respect. Take long baths and walks in nature. Read a good book; spend time with your loved ones. All work and no play make you a dull person. Allow yourself to laugh and have fun! Not only is this strategy healing, it helps your creative side to emerge. Remind yourself how lucky you are and be grateful for all the blessings and joys that you already have. Focus on what is good about yourself and your life. What you focus on determines the quality of life that you experience. If you're seeking more blessings, be thankful for the ones you have now. Also if I might remind you that Guilt is a steel-plated emotional barrier to wealth because money goes where it's welcomed and wanted. Ask yourself: *"How can I be in an attitude of gratitude and show my gratitude daily to my family,*

*existing clients, customers, patients, and staff? How can I enjoy where I am this minute in time. What do I have to be grateful for and what blessings am I overlooking when I focus on lack?*

Our next report will deal with additional suggestions for you to incorporate into your life and mindset to attract wealth to you and to help you focus on what makes you successful.

#### HOMEWORK:

*Ask yourself: "What do I need to do right now to improve my business that I have not had the courage to do before?" If I take this risk what rewards will I receive? What exactly is holding me back right now from taking intelligent risks that will help my business leap to a brand new profit level?*

Your Mindset and Performance Coach,  
Lee Milteer

**P.S.** Please go to [www.fivetypesofenergy.com](http://www.fivetypesofenergy.com) to download five short videos I created to explain the five **kinds of energy to spend daily: mental, physical, emotional, spiritual, and financial**. Where are you spending your resources? Are you spending them in a fear or with an optimistic view of life? This video series is free to you since you are part of the Millionaire Smarts® coaching group. I promise you these videos are going to change the way you see life and your life currency with your daily energy level.

**P.S. #2** 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, Newsletter Guru Jim Palmer, and Sales Coach Steve Clark.

To access the Millionaire Smarts® membership site and monthly content, go to [www.milteer.com](http://www.milteer.com) and put in your code for the month **(219115)** 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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