

Lee Milteer's Millionaire Smarts® Coaching Program Wealth Attraction

By Lee Milteer

IV. Choose Courage

Dear Millionaire Smarts® Members,

Our goal is to pay attention to what we focus our life energy on so we can manifest what we want. Truth is we all need reminding on a daily basis to do the right things and to keep our attitudes positive. We are Self-fulfilling Prophecies and what we think about ourselves and our future tends to come true. Please write your goals with a big picture mindset that you can create whatever you need and want. Start taking the mindset that your prosperity and your real success is ahead of you!

I am concerned about the number of people who think a weak economy is a permanent condition. Regardless of the economic turndown, where is the optimism today? We clearly won't hear anything positive from the news media or politicians who seem to focus only on the gloom and doom. Do yourself a favor and start looking for what is good in life. Prosperity is around you if you focus in on it.

I think our current reality calls for us to have ingenuity and some courage to be willing to go back to the drawing board of life. It's time to reinvent yourself to insure new prosperity and new ways of looking at life. So what have you been focusing on? Are you focusing on lost money in your retirement accounts and the negative news about the economy? Are you focusing on all the blessings you have right now? Are you focusing on what you can do to reinvent your life to bring you rewards in the future? Your power is right now. Start focusing on what you want.

Folks, you cannot direct the wind but you can adjust your sails. So we are in stormy weather. So what?! Stop taking that so seriously. We have been in stormy weather before and if you live long enough, you will encounter stormy weather again.

Right now I want you to take a new attitude: Act as though it were impossible for you to fail. Focus on what you want to achieve, enjoy, and manifest in your life. Prosperity is a decision.

Right now you have 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 an optimistic view of life?

It's a matter of deciding if you are an actor or a reactor to life. We need to face the reality that if we are not conscious of how we spend our life energy, it will be used in non-productive and non-profitable ways. We as business people are not really on a time economy; we are on a RESULTS

economy. As the person responsible for the results we get with our life energy, we really do have to wake up and truly get clear about directing energy in ways that bring to us what we want. We truly have to be vigilant about going for our desires, goals, and aspirations and to focus on what is possible.

The Power of Focus

Focus is one of the keys to success. Many people have a hard time focusing their energy and thoughts in a clear direction. One day they are heading for a particular goal, then six months later, that goal is gone and there is another major direction change. Someone or something has distracted their attention from the original goal. They lose direction or just do not follow their plan to completion of the goal.

To focus your life, you must create boundaries around what you focus your thoughts and attention towards. This is to guard your mind from negative sources that may defeat your positive thinking and to create for yourself a vibrational match that will attract to you what you want. You have the power within yourself to create your own reality by simply focusing on exactly what you want with positive feelings of expectancy.

I personally thank the power of focus for assisting me in creating a prosperous and blessed life. When I focus on an important project or goal I become almost obsessed. The strong focus I use on my goals makes the goal come into reality faster. Intense efforts will bring intense results. Small efforts bring small results.

Case in point: When I started to write my last book, **Reclaim the Magic: The Real Secrets to Manifesting Anything You Want**, I had to make changes in my life and reduce my travel for speaking engagements to devote the time to the new goal of writing a 300 page book. For a while, I had to let go of my preference for my home to look like “house beautiful.” All other major projects had to go on hold while I focused my creative energy into this book. I had a big yellow cardboard paper sign up as you walked into my house. On it was written in large magic-marker letters: ***Attention: I am writing a new book—all bets are off!***

This silly sign was a reminder to the people around me of “our deal.” The deal I make with my family, friends, and staff is not to expect me to be my normal self while I am writing. Please allow me this time to work on this project without interrupting my flow of energy unless it is high necessity.

In no way am I suggesting that you go as “off the charts” as I am when I write, but you do need to make some sacrifices to allow yourself the time and space to focus on your goals. Ask yourself during the day, “Where is my focus? Am I focusing on my priorities or doing busy work that is not productive or profitable?” Be honest with yourself about how you use your time and your mind.

The Power of Truth, Integrity, and High Ethics

When it comes to life and business, what are your ethics? You can have average ethics and give the customer fair exchange for their money, no less, no more, which is how the average person operates. A person who sincerely wants massive prosperity operates from maximum ethics, where you give more and better service to your clients. When you offer exceptional service, you impress your clients with more than they expected. One of the best reasons to employ maximum ethical standards and behavior is simply peace of mind.

Be Impeccable with Your Word

A book that has made a huge impact on me and that I recommend for everyone to read is *The Four Agreements*, by Don Miguel Ruiz. He has a chapter in the book called "Be Impeccable with Your Word" in which he says, "Your word is the power that you have to create. Your word is the most powerful tool you have as a human being. Like a sword with two edges, your word can create positive experiences or destroy your peace of mind. This concept of being impeccable is very important because we live by our honor. We honor ourselves by living true to our word, so our word needs to be reliable. Unwittingly, our culture has allowed the negative habit of lying to persist in much of our interpersonal and public communications.

The word 'impeccability' means "without sin." It is said that a sin is anything that you do which goes against your true self. Any type of lying is certainly going against your true self. Ruiz says in his book that when you are impeccable, you take responsibility for your actions. As Ruiz says, speaking the truth is the most important part of being impeccable with your word. Only the truth sets you free. William F. James, founder of Boys Town, Missouri, said that there are only three things necessary to success: first, normal intelligence; second, determination; and third, absolute honesty. One cannot be a little dishonest; it's all the way or nothing.

Follow up on Promises

One of the biggest wealth attractants is simply saying what you will do and doing what you say. Ask yourself: *Are there any areas of my life or business that I am not following up on promises?"*

Be Knowledgeable

Be knowledgeable about how and why money moves in our economy. Money moves for value. It moves for influence and expertise. Money moves because of sales, persuasion, and marketing, and money moves for economic leverage. Money moves for a variety of reasons that are not directly related to work. Ask yourself: *"Am I being a victim of old programming by thinking that I must simply work really hard to earn and enjoy wealth? Does this programming really serve me?"*

Deal with Discomfort

Discomfort precedes the attraction of wealth and for most highly successful entrepreneurs, there's a constant level of discomfort and frustration. The discomfort fundamentally comes from changing their philosophy, strategy, and behavior in order to be attractive to wealth. The ONLY way that

you will increase your current wealth status is if change is involved. Change is most often perceived as being uncomfortable. You might want to start programming yourself with your self talk that "change is good." Focus on *leverage* rather than work for wealth. Ask yourself: *"How can I excel in life, always being in discomfort and chaos?"*

Embrace Your Leadership Role

Face it. People look to you for guidance, authority, and motivation. You must embrace the leadership role you have carved out for yourself. Through your focus, dedication, stability, and discipline, you are influencing others with your competence, wisdom, and your take on reality. Keep in mind, at least 90% of the world are followers and as much as 10% of the world are leaders. You are a leader. Ask yourself: *"What am I doing daily to behave like a leader?"*

Prosperity Is a Planned Result

Prosperity is the result of deliberate thought and action. As the Bible promises, ask and it shall be given you, seek and ye shall find, knock and the door shall be opened. If your desires are not definitive, it's very hard for your subconscious to give you innovative ideas, directions, or answers to create the lifestyle you want for yourself. If you interview or read about the most prominent and successful people, you will find the majority use a technique for creating their desires -- they *write down what they want*. There is magic in putting ideas on paper.

Begin making a list of all the things you wish cleared up and eradicated from your life. This list should include everything from old relationships, old habits, and fears, to material objects. This exercise will empower you to have a clearer picture of what you do want.

I recommend that you start a new daily ritual of sitting down first thing in the morning and listing your goals for that day. It is a very effective way of invoking the creative law of prosperity. By focusing your attention at the beginning of every day on what to do with your life energy, you give your computer, your brain, direction and it always follows the most powerful directions given to it. By simply taking a couple of minutes first thing in the morning to make a list of your desired accomplishment you'll be in control of your day. By spending your life energy wisely you are giving yourself a wonderful gift -- a new lease on life. Before you know it, this new strategy will put you in control of your life.

The Power of Choice

Your power of choice is your one true personal power. It is your greatest ally as you design your destiny, for you are ultimately shaping your destiny with the choices you make every single day. In fact, your power of choice is the only power you have that can ensure you will create a life that fits your own unique personality and needs.

Please go to 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.

Your Mindset and Performance Coach,
Lee Milteer

P.S. 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 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.

Lee Milteer Inc. (757) 363-5800 Toll Free: 800-618-6780 Fax: (757)363-5801 <http://www.milteer.com> Permission granted for reprint for Lee Milteer Inc., Sponsors and their members only for personal use. ©2015 Lee Milteer, Inc.