

Lee Milteer's Millionaire Smarts® Coaching Program Wealth Creation

By Lee Milteer

Transcript of Tele-Seminar

Welcome to this month's issue of the Millionaire Smarts® Coaching Program for Profit and Productivity with your coach Lee Milteer

Lee: This is Lee Milteer and welcome. We are going to focus on prosperity.

I am the first to admit to you that our world has suffered an economic downturn. Now, this is an opportunity for every person who is part of this program to be smarter. We can learn from what has happened in the past and right now what we have to do is focus our mental, physical, emotional, spiritual and financial energies in more intelligent ways.

This program is about your mindset because your mindset determines how successful you are in your relationships, it determines how successful you are in your career, in your profession, in every part of your life we are self fulfilling prophecies. What you think about yourself, what you think about your future tends to come true because what you focus on always expands.

I am sad that our whole media system has such an agenda and their agenda has been to stab the economy in the heart with all of their negative information. They constantly focus on everything that is wrong. The media has totally gone into denial about any companies that are succeeding, any people who are succeeding, people who are innovative, people who are creative and what has happened is that we have suffered such a downturn in our expectations and our optimism in the world. Many people don't think that this is just a phase. But if you will look at history, everything is a phase that what goes down must come up; what goes up must go down. Everything is a phase in life.

Our focus is going to be on prosperity because what you focus on expands. You are setting your goals and everybody needs to constantly recalibrate their focus in life so that they focus on what they want to achieve, that they don't come from a fear base in life.

Now, the definition of fear is fantasized experiences appearing real. Right now, people are afraid and this is a terrible place to be. You can not achieve

prosperity in a fearful state because when you are afraid, you shrink, you pull back, and you pull in your energy. When you focus on prosperity that means reinvent, recalibrate, set goals and I encourage you right now to take back your power from external reality. To go inside of yourself; look at yourself in the mirror and know that you have always landed on your feet, you will always land on your feet. You have to have an attitude that no matter what is happening in the external world that you have the power to create your own reality in a way that you will be prosperous, that you will succeed, that life will be what you decide to create.

We have mental, physical, emotional, financial energy. We have spiritual energy and you have 1,440 minutes per day, 168 hours per week and that you must take back your power; you must give yourself permission not to fall prey to the negativity that is on the outside world. This is an incredible opportunity time. It is a time to reinvent your life, to look at what works and to give that more power and more energy. Look at what is no longer working and eliminate that from your life. That is what life is about. Life is about deciding to take charge of your energy and to evaluate what works and what doesn't work and then focus your energy on those things that are profit making, focus on those things that enhance your relationship, focus on those things that enhance your ability to be successful in the world, whatever you do in life.

It is a time to be very careful about whom you pay attention to. It is a time to listen to your intuition. It is a time to have great discernment and it is also a time to understand that you have two types of energy; you have laser beam energy and you have shotgun energy. Since we are talking about abundance and manifesting and focus let me share with you how it's important that you pay attention to your energy.

For example, the people who succeed in the world are very, very careful about how they use their life energy. Once they have decided and mapped out exactly what they want to create, they laser beam their energy towards that. They don't allow people to distract them; they don't try to be all things to all people. They literally have boundaries around them, they don't let people interrupt them, they understand that they only have so much energy per day and they focus their energy towards what they want. They think about what they want, they talk to people about what they want; they seek out information about what they want and how to get there. Now people who laser beam their energy are the ones who tend to be great manifestors because they have great focus and what you focus on always expands.

People who shotgun their energy are people who are easily distracted by shiny objects I call them. People who shotgun their energy they allow their energy to be very scattered. They work on a project for a little while and then they drop that project and start a different project. They are easily influenced by a lot of the other people. They jump from project to project; they jump from focus to focus. And they never, ever manifest very big because they never stick to the topic or the subject or the project or the work long enough for them to manifest real concrete results.

I think what has happened in the world right now is that no matter where you go, whether it is the grocery store or the water cooler or any radio-television-newspapers-magazines, the focus has been on what is wrong. You have got to pull yourself out of this. You have got to understand that if you want to create prosperity in your life you have to focus on what works for you.

Now, I want to give you a little definition about defining wealth, because wealth is not just about money. Creating wealth is about being at peace of mind; it is about feeling fulfilled in what you do. It is about enjoying and appreciating your life, your family, your career, your profession, your business. I think right now is a great time for you to put down the radio and the television and the negative news and to take charge of the caliber of information that goes into your brain. Pick up some of your prosperity books and there are a lot of great prosperity books in the world.

One of the greatest authors on prosperity is Catherine Ponder. She has written a number of successful books on prosperity. One of the quotes that I have that is up in my office is this: "Prosperity is more than money, wealth and financial security. It is the way you live your life and the way you focus your life energy. It is the balance of what you can and can not control. It is loving yourself and others. It is counting your blessings. It is enjoying who and what you currently are right now."

So right now, in spite of reality on the outside world, you've got to start developing and focusing in on your prosperity consciousness. Because once you do that it will give you more self confidence, self trust and self esteem.

Now, the definition of prosper is this; to flourish, succeed and thrive. To experience favorable results to get what you want out of life. Another great author, Ralph Waldo Emerson, described prosperity as the law of compensation whereby like attracts like. And what you radiate out in your thoughts, your feelings, your mental pictures and words, you also attract into your life.

So, I think a lot of you have been exposed to *The Secret*, which I always laugh about when I hear because this is something that has been taught for hundreds of years in all great philosophy. *The Secret* is physics. What you focus on expands. If you focus on what is good in your life you attract more of what is good in your life. If you focus on what is negative, you attract on what is negative.

For example, I'm sure you've noticed negative people; they like to and tend to hang around with other negative people. They like to be around people like themselves. They like to sit around and bitch and moan and complain and whine and think about how terrible things are. And if you also notice, those people don't get a lot of breaks in life and when they do get those breaks, they blow them.

Now, successful people associate with other successful people who are optimistic, who are excited about life, who look to reinvent their lives whenever necessary. They are open minded, they are curious, they are tolerant, and they literally see the good in life. So, folks, you have to make a decision on which team you want to play on these days. Do you want to play on the victim's team or do you want to play on the victor's team. If you are listening to this program, you are definitely going to be on the victor's team. Let's focus on how we can create success in our lives.

Now, I will admit to you that our entire educational system has been very lack about teaching prosperity. Most of us have not been brought up with the skills and the knowledge and the wisdom that each and every one of us has the ability to create prosperity in our lives. So let's give some thought to that today.

A lot of people are victims to old programming. Our self image was formed by the time we were three to seven years old by our teachers, our parents, society, church groups. Let's face it, a lot of that information that they gave us and many of these people were very well meaning people, who meant to give us good information but they had bad information. The information we have is very outdated, it is obsolete, it doesn't really deal with our current reality. A lot of us grew up with people saying things like, "Well, you know, the rich only get richer. This is a tough world. Money is the root of all evil. The other guy is always the lucky one and gets all the breaks. I can't win for losing."

When you hear people talk like that know they are on the team of victims. For you to start creating your prosperity consciousness, pay attention to the

quality of information that you put into your brain, your computer, because it is truly your success mechanism. When you pay attention to those programs that you think about you either have poverty consciousness or you have prosperity consciousness. I do want to remind you, and this is important, you are 100% responsible for your reality. You are the source of your own wealth. You have to understand that it is not your job, it is not your investments, it is not your business, it is not your loved ones, and it is clearly not the Government, that your job can be eliminated, you can lose your investments, your loved ones can lose their means of supporting you, there is no security in life except for the abilities, talents and skills that you have to take care of yourself and the attitude that you will do whatever it takes.

So let's get real about focus. The greatest power we have to direct and control our lives is through our thoughts. I do want to remind you that thoughts are real, that they literally radiate out. Each one of us acts as a powerful broadcasting station sending out positive or negative vibrations. I think it is a Universal law; like attracts like. If we wish to focus in on success that is what you have to focus in on. You can't focus in on failure, you can't focus in on lack, you can't focus in on, "Oh, the world is in such a bad place." You have to start pulling back your power from the outside world and go internally.

Most of you know that I've written a book called, *Success is an Inside Job*. That is the truth; success is an inside job. If you want to be successful you have to focus in on success. I think that if you dwell on your problems you only create more problems because when you dwell on your problems it leaves you tired, it leaves you feeling hopeless. You are preoccupied with negative thoughts. That means that you are not doing those things that will allow you to create abundance or success or wealth in your life.

The truth is that there is not a lack of ideas on earth but there often is a lack of energy to create them. So start to pay attention to the caliber of information that you put into your mind and control your thoughts. For example, why don't you start saying to yourself positive things all day long? These are called affirmations and I like to call them declarations. But one of the ways to change your mood is to get excited and even if you have to force yourself to do this. Here are some declarations that might be very beneficial to you: I have prosperity in my life. I am in this world to experience and enjoy success. I have every natural right to be wealthy and successful. I am confident of my talents to create success. I have enthusiasm and confidence daily. I choose to be prosperous. I love myself more and more daily. I have the energy, resources and time to be successful and prosperous. I am more intelligent every day and in every way thinking about new, creative ways to attract money. I am projecting an image of power and confidence that

attracts to me the right people and the right situation. I am willing to be powerful and successful. I know I have valuable contributions. I reinforce my successes and I correct my errors.

Folks, whatever you think about, about yourself, your abilities, will determine how successful and prosperous you become. Now, I had an interesting conversation about two weeks ago. I had a new Millionaire Smarts® sponsor and he said to me that when he was introducing the Millionaire Smarts® program to his people that a lot of them were all excited about it and they realized how important your mindset was. He said but he had a few of those people who said, “Oh, I don’t need any of that ‘thinking’ stuff.” He said that this stunned him and it also stunned me that someone in today’s world wouldn’t realize how important thinking is.

Your mindset about anything that you do will ultimately determine how successful you are about it. It is your mindset that gives you the urge to go do new things, to reinvent your life. It is your mindset that gives you the inner power to do things. If you just think that action is everything, you can not act without a plan. You can not act without the correct mindset of thinking through things. If there is anything in your life that is important, you have to understand that there are two parts to success; there is the physical part of taking action, which you have to do that. Then there is the mindset of preparing yourself for it. Those two things married together gives you a combination that you have to have about prosperity.

I think that there are some fundamental positions that you can take right now to improve your life and to attract wealth. Rather than just chase wealth in life, I actually believe that you should focus on attracting wealth. One of the things that you can focus in on is the quality of your personal philosophy. Another one is the quality of your thinking and another is the quality of your behavior and of course, to improve prosperity in your life, the quality of what you offer as of service to the world.

When you think and focus on wealth, you give yourself a real head’s up. Remember, this about focus; what you focus on expands. So focus on what you want to create. Don’t focus on what you don’t want to create. You always receive exactly what you focus on. So poverty thinking brings poverty. Wealth thinking brings wealth.

For example, when you hold grudges in life it’s really like holding onto poison because it is a negative thing. You have anger in your life, when you have all those negative feelings in your life that is occupying your mind and not allowing you to think on, “Oh, I could do this or I could do that, or I could

invent this or focus my energy over here.” Anything that brings you prosperity.

So ask yourself this important question: What am I focusing on right now, good or bad. The more positive you are in your attitude and your actions the more abundance you will have in your life. I know that you hear that a lot but are you really taking it in? Are you allowing it to set into your mind to understand that this is where your power comes from?

Since I’ve talked about creating a map of your future, why don’t you ignore reality right now and pretend that you could go into the future. Script out for yourself exactly what you would like your life to look like. Exactly what you want to experience, how you want to live, what your relationships are like. The reason for doing this is because I’m asking you to go into the future and decide what you want.

Now the way all success is created is that you have to create a picture which now you can now start aiming your mental, physical, emotional, spiritual and financial energies towards. Because once you have a picture, a reference in your mind of what you want you’ll have clarity. And when you make this really strong decision that this is where I’m going to go, now you have a blueprint. You have a map to follow and you want to start believing that you are a self fulfilling prophecy, believe that you have all of the talents and skills and abilities that you need to create what you want in your life.

The next strategy we are going to talk about is I want you to avoid negativity. I’ve talked a lot about how the media directly poisons you every day because it poisons your mind on feeling that you can do whatever you need to do in this world. What the media has basically done is kill our optimism. I want you to have that back. I want you to realize there is an unlimited amount of things that you can create in this world. I want you to eliminate negative people from your life that influence you or challenge your positive mood. I want you to eliminate reading the newspaper or listening to the news first thing in the morning. Substitute something that inspires you, maybe it’s a book on prosperity, maybe it’s getting together with other like minded, successful people, maybe it is walking in nature in the morning or playing with your pets or looking at art. Anything that pre-frames your day to get started and feel good.

Look, folks; you have got to take charge of your own reality. If you don’t somebody else will steal your thunder. So ask yourself who and what is dragging you down right now and how can you remove that from your reality. I call all negative people energy vampires and that I do not want them sucking

the positive energy out of me and my creativity out of me because I need that myself to manifest my future. It is what I do and how I use my life energy and I see the future that will determine where I am in the future.

Another strategy is that I want you to have integrity with self. So create prosperity you have to have integrity with yourself. You have to be on guard against being manipulated emotionally by the fear and the drama of those around you and recognize the potential stress of allowing others to influence you. Ask yourself where have I been out of integrity with my own beliefs and actions. This is a very important question. We're out of integrity with ourselves when we start hanging around people who only talk gloom and doom and we start agreeing. We're out of integrity with ourselves when we let the outside world ruin our mood to the point where we come home and take it out on our kids and our loved ones. We are out of integrity with ourselves when we start getting depressed and down and out and negative and mean spirited and cheap and have poverty consciousness. This is totally out of integrity with yourself. You can not allow that to be part of your future.

Another strategy to create prosperity in your life is being creative. I want you to acknowledge right now that people spend lots of money on things that they want and need. Don't fool yourself, people. When people want something they can find the money. So everybody has bizarre, little hobbies and things that they want in life. Don't kid yourself; there is money in the world. So to grow in your current reality be creative. Give your customers or your clients or your patients what they are asking for. Keep a positive mindset. Ask yourself this question; what can I do right now to capitalize on new and exciting products and services that will generate attention.

I honestly believe that most people miss the boat on not doing surveys with the people that they do business with and ask them what they would like to have. I do not understand how people just fold into being victims of what reality is and not understand that you have to have this attitude: If other people can be successful, I can be successful. They don't have any more brains than you do, folks. Education is fabulous but the real education once you get out of school is how open minded are you to scan the landscape of your reality, looking for new ways to do things.

Let me share with you this story. When 9/11 happened, I was a professional speaker and I made my entire income as a professional speaker. I had huge contracts; I had been in business and I was doing fantastic. When 9/11 hit, I had contracts with people like The Walt Disney Corporation, AT&T, Ford Global. I had agreements with NASA and had work with them for many, many years. I had contracts with the top Fortune 500 companies of the world.

Suddenly, this disaster happened; 9/11. The day that it happened everybody was stunned. I had no concept of how that was going to affect my life. Within the next two weeks, every contract that I had, and I'm talking about a lot of money, cancelled. It didn't make any difference that we had contracts, they just cancelled. What was I going to do? I'm not a person who is going to sue people so suddenly I went from a person who was too busy traveling to a person who suddenly had absolutely no work.

Now, I had books out on the market and I had educational CDs and things like that. It's like the whole world just stopped. A lot of people experienced that. I sort of went through a phase of shock and despair and I suddenly realized I can't allow myself to stay in this state of mind. I can't just fold up and pretend that this hasn't happened. I am the provider of my family.

So I started asking myself questions. By the way questions are the way that you jump start your creativity. So I started saying to myself: How can I earn a living doing what I do but in a different way? How can I deliver my knowledge and expertise into the world in a brand new way that is exciting and if I'm going to reinvent myself that I don't have to travel so much? Hence was born the Millionaire Mindset program, which turned into the Millionaire Smarts® program and this program allowed me to reinvent my life totally.

I still travel as a speaker, I still write books and create educational programs and all of that, but now I deliver this coaching program from my office here in Virginia Beach, Virginia. I now have expanded to having people all over the world who listen to this. We have people who hear this in Japan and Russia and Denmark and Australia and Great Britain and all over Canada and all over the United States. Many other countries of the world. Now, as a professional speaker, I probably wouldn't be going to Japan to be speaking, because I don't speak Japanese. But, it is being translated into many different languages.

It is because of this very traumatic, dramatic thing that happened that forced me to take some lemons and make lemonade. Now, I can share with you many times in my life that my whole world has just imploded and it has forced me to look within myself and ask myself how can I use my talents in a different way. How can I create prosperity? How can I do what I do and use my world to become better?

That is what you've got to do right now. You have to be creative. So if you haven't take surveys with the people that you work with, ask them what they want and then spend some time in nature and ask yourself what can I do differently. Instead of asking yourself un-resourceful questions such as, "Oh, God, why did this happen to me?" Start asking yourself, "How can I be

creative and capitalize on what is going on?" There are new things that you can invent, there are new services, there are new products, there are new ways that you can take your existing reality and make it better.

The next topic I would like to talk about is you have to have the courage to act. If there is anything I've learned in life, is that wealth never rewards wimps. Now, every once in a while a wimp might find himself winning the lottery but other than that, money tends to move to courage. You have to have the courage to act on your ideas. You have to have the courage to defy conventional wisdom. You have to have the courage to start where you are right now, whether you are ready or not. Ask yourself this question: What do I need to do right now to improve my business that I have not had the courage to do before?

Now, folks, you would have to be pretty much brain dead not have noticed in the last year that the economy is changing. If you have paid any attention to what was going on in the world, you had to have paid attention to things that were coming to some very interesting and challenging places. If you didn't start making adjustments when you started noticing things not going well and you just what I call too optimistic or Polly Anna optimistic where, "Hopefully, it won't affect me and I'm going to stick my head in the sand. Unless I get hit in the face, I'm not going to pay attention." That is just crazy.

There are always red flags, there are always signs and we can choose to see them or we can choose not to see them. But you have to have the courage to act. If you look at your life, it's when you've had the courage to leap to the next level and take action on what you want that sometimes miracles happen for you. The world tends to always reward people with courage.

The next strategy that we are going to discuss is you have to have gratitude. I think it's important to understand that gratitude is probably one of the least acknowledged things that creates prosperity in our world. People take this for granted but the more you count your blessings, the more focused you are on what blessings you have, the more blessings you manifest in your life. What you focus on expands. This is about focus; we want to focus on prosperity.

I think guilt is a steel plated, emotional barrier to wealth because money goes to where it is welcomed and wanted. So ask yourself this question: How can I be in an attitude of gratitude and show my gratitude daily to my family, my existing clients, customers, patients and staff? An important question: How can I show my gratitude daily?

I think one of the most underused talents that we have in creating prosperity is thanking people for what they do. Who we tend to take for granted is particularly our family. People do things for us all the time that we take for granted and if you will start to pay attention to the things people do for you and truly show gratitude about it and focus in on what a blessing it is that you have a great family. Look, nobody's family is perfect, folks. I mean get real. Nobody has perfect families, nobody has a perfect job or career, nobody has a perfect business, nobody has a perfect life. We all are human beings and we're all works in progress. But we all have to take participation in if we want more of something we focus in on being grateful for it.

So your homework assignment is to show more gratitude. Make sure that with your staff you show them your gratitude in ways that you can show gratitude. It might be a note, it might be an afternoon off to go to the movies, it might be a little bit of extra bonus, it might be flex time, it might be a candy bar, a pat on the back. Everybody has different ways of showing gratitude.

With your family, when you go home, tell your loved ones how much you love them and how much you appreciate what they do. Show people; show your clients that you appreciate them. Do some appreciation for your clients or your patients or anybody that you do business with. I find it amazing that people take that for granted. So the power of appreciation is very important.

I also think that if you want to improve your prosperity that you have to start using what you have right now. It amazes me how many people go through life saving their best clothes, china, silver, the good furniture, and actually die and never use those things. Those are pleasures that are right there within your own reach. I see people who continually buy clothes and new purses and shoes and new briefcases and new cars and new this and that. As soon as they get it, they are off to the next thing. They think that the outside thing is going to make them happy. Those things can make you happy, but why not right now, decide that if you wish to enjoy prosperity use what you have, enjoy what you have. If you are one of those people who only use your good stuff on the Holidays and special occasions and only use them a few times a year why aren't you allowing yourself to use those fine things that you own right now? I think life is for living; it should be celebrated, it should be enjoyed.

I also suggest that if you have great clothes, wear them. If you don't, folks, they are going to dry rot and go out of style. If you have great candles, burn them. If you have silver, use it. Dress up and enjoy your stuff, use it. Don't have living rooms that sit there and collect dust. Get in there and use that stuff. It is amazing to me how our culture is always about obtaining new things, never exactly enjoying what we have right now. I also want to remind you in

prosperity, instead of following other people's traditions, that you create prosperity in your own life. Give yourself permission to not only use your good stuff more often, but treat yourself and your family. Have dinners with your family; realize that one of your prosperities is your relationships. Let's face it; being wealthy, without people you love is no fun whatsoever. You have to nurture everything and everyone in your life.

It is amazing how people overlook the small things that you can do for your wellbeing that will make such a difference on how you will perceive the world. Within you, you carry all the thoughts of potential happiness, health and wealth and whatever you think you will attract to yourself from the world. If you want to feel successful, worthy and blessed you have to do those things, and give yourself to enjoy them.

The next thing I want to talk about that attracts prosperity into your life is follow up on your promises. I think one of the greatest wealth attractions is simply saying that you will do something and doing what you say. Ask yourself this question: Are there any areas of my life or business that I'm not following up on my promises? I am amazed when I do one on one coaching from time to time that people have inquiries about their business and they just don't get around to following up on it or they let the leads go cold or they are not doing what they say they are going to do and spend all their time creating offers for people and marketing and then they chintz on delivering.

The secret of success and prosperity is give people much more than they expect. Another secret is to make people feel special. If you said you were going to show up at 12:00 somewhere, you need to be there at five of 12:00. You need to be there, be relaxed when you meet your person you are present, you're not stressed out. Following up on promises; if you say you are going to do something do it. Move heaven and earth to do it. If you want more prosperity in your life, simply give people more than they expected.

I've gone to restaurants when they first opened and they gave great helpings and then as time went by the helpings became less and less and less. And then they didn't understand why people went to other restaurants. Or I've been locations to do business where they are taking away services, they are taking away things. When the world is in stress, the last thing you want to do is take away things from people. You want to offer them more things; you want to attract people to you.

The next strategy to attract wealth to yourself is be knowledgeable. Folks, be knowledgeable about how and why money moves in our economy. Money moves because of value; it moves for influence and expertise. Money moves

because of sales, persuasion, and marketing. Money moves for economic leverage. Money always moves for a variety of reasons that are not directly related to work. So ask yourself this question: Am I being a victim of old programming by thinking that I must simply work really hard to earn and enjoy prosperity? Does this programming really serve me?

Now, a lot of people think hard work equals prosperity. I'm not saying you don't have to work, because you do. But you don't have to work so hard that you lose sight that you can create prosperity because of your creativity. For example, when I was a professional speaker sometimes I traveled to up to one hundred cities a year. Let me tell you, people, this was some hard working doing public seminars from 9:00 to 4:00 and then getting on a plane and going to the next city and playing that game all over again. I've really learned in my life that you have to leverage your talent and your abilities and that you literally, if you ask yourself the correct questions and remember, when you ask yourself a question, that question goes up into your brain, it looks into all the files of what you know in your reality and it looks for possibilities for an answer. The more intelligent questions you ask yourself, the more intelligent resources and answers you give to yourself.

So knowledge is very important. We're in the information age; the more knowledge you give people the more prosperity you attract to yourself. You have to be a lifetime student of reality and you have to understand, reality has changed. The Internet has changed everything. What we can now get up and do on Google would have taken a long time to research in a library years ago. You have to be always asking yourself the question of what is it I don't know? How can I learn new things and focus on those things that bring prosperity to you? Be open minded, be an interviewer.

Whenever I meet someone new in a new industry I always ask this question: Who is the top person in your industry? Why are they the top people? What is it they study? Tell me about their philosophy in life. Tell me about what they do that makes them the top people. What you'll find out is they are always curious to see how other people see life. We can mold and shape what other people do into our own style, our own profession and our own goals and create a map from our knowledge of learning of other people.

Another aspect that we want to deal with for creating prosperity and wealth in our lives is that we want to deal with discomfort intelligently. Discomfort seems to always precede the attraction of wealth for the most highly successful entrepreneurs and business people I've ever met. There is a constant level of discomfort and frustration in most people who are successful. The discomfort fundamentally comes from changing their philosophy, their strategies and their

behaviors in order to attract prosperity. Now the only way you can increase your current prosperity status is if change is involved in your life. Change is often perceived as being uncomfortable. Change is the most constant thing in our lives and frankly, no body ever seems to like change. I came from a place in life where I was such an underdog, farmer's daughter, Chuckatuck, Virginia, no education, nobody expected me to do anything, no head's up, no help from anybody. I always thought change meant I had an opportunity to get myself into a position because life had changed. And if life didn't change, I might not have had that opening. But I took a lot of risk like everybody who is successful does and it's very uncomfortable to put yourself out there. It is uncomfortable to force yourself to take risks. But risk means that you can leap to a new level.

I think when you see change as being uncomfortable you hurt yourself. So why not embrace change because there is nothing you can do to change it. If you want prosperity in your life you've got to realize that you always have to be reinventing yourself. Nothing is static. Every day in your life your muscles, by exercising, are either toning themselves and strengthening or you are weakening. So an intelligent question you might ask right now is: How can I excel even if I do feel some discomfort and chaos in my life? How can I be more creative?

The next topic that I want to remind you of for focus is that you have to embrace your leadership role. The people who become successful in life chose to be leaders. Only about 3% to 10% of the world are natural born leaders. Now, I don't know if they've been born or they've been put into positions that they have stepped up to the plate and decided to be leaders, but each and every one of you is a leader in your own world. So face it, right now, if you are part of the Millionaire Smarts® program, about being smart, other people are looking at you for guidance, authority, motivation, inspiration. You have to embrace the leadership role that you have carved out for yourself. You have to have focus, dedication, stability. You have to have discipline because you are influencing others with your competence, your wisdom, your take on reality. Again, remember, over 90% of the world are followers and 10% are leaders. Since you are a leader, the question you should ask yourself every day is: What am I doing daily to behave like a leader? Am I really thinking like a leader?

Now some of you right now are going, "Oh, I don't know if I want to be a leader or not." But look, you are a leader. This was your destiny to be a leader; leaders take it upon themselves to be visionaries. We have to look at the big picture in life, we have to do whatever it takes in our world that allows us to use our talents and our abilities and we are the providers. We're helping other people; we're creating services, we're creating products. When you accept that you are a leader in life, you really understand the importance of having

integrity with being that leader. So you have to change any negative attitudes and behaviors. You have to adapt strategies that set yourself apart because people do seek you out; they want to do business with you. If you want to attract more prosperity you have to spend your time creating that prosperity first in the inner part of yourself and then the prosperity can manifest on the external part of yourself.

So I've share with you about ten things that you should be focused in on that would help you in a very big picture way. Create a map for your upcoming year. We are self fulfilling prophecies; what you think about is going to expand. So I hope I have stimulated your mind.

Now it's time to create a map. Now it's time to set goals for yourself. But we're not setting goals like average people who just set a goal and kind of want it, but don't do anything really serious about setting the goals. They kind of think of goals as New Year's resolutions, which we all know really don't work.

We, as providers, leaders, we want to set goals for ourselves that have a big picture. We are the visionaries. We want to literally not think about what you might be able to create, but what do you really want from your heart. This is your life, folks, this really is your life. Stop going for what you think you can have and go for what you really want. I mean why not?

When I do coaching with people I often find that they'll tell me that they want to do something because that's all they think they can achieve. I push them and I go, "Is that what you really want?" They'll fess up and say, "Well, what I really, really want is this." Well, why not go for what you really want. Look, the world wasn't created in one day. Our life is a journey, it's not a destination. All of us get very confused about that. We're very destination oriented, but this is a journey and we are works in progress. You'll have good days, and you'll have bad days. The secret of life is get yourself up, do the best that you can and focus on what you want and give yourself permission to really go for what you want. You see, by being authentic, by being your real self, then you have a chance of doing things that you may have only dreamed of is possible.

I encourage you highly to go into nature or go out of your house, go out of your office and set some goals for yourself this year. Goals are only good for one thing. It's what you become along the way because you set them. Goals give you a focus to go towards. If you haven't mapped out what you want your life to look like and at least aimed your mental, physical, emotional, spiritual and financial energy into a direction and have set very clear goals for yourself, you will get distracted. Other people will pull you off your focus. You'll find yourself moving in a direction that you don't want to be going in.

You have to get very clear about what you want. So getting out of your house, getting out of your office will help you do that.

The first question I want you to ask yourself when you get out of your house and you have sat down with a pencil and paper or your computer, and the question you want to ask yourself is: What is it you do not want? I know that most of you haven't asked yourself that very often, but what that does is that helps you get clear about what you do want. If you've never thought about what you haven't wanted in your life, this would be a good time to think about that because it inspires you towards what you do want.

Goals are simply a map; your life will never follow the total direction that you've aimed at. Wonderful, new things can happen. Miracles can happen, things that show up that can inspire you to go off in that direction if that is for your best will happen. But what goals really do for you is just help you focus your energy. A lot of people simply will not take the time to write a business plan for themselves. I consider goal setting a plan for yourself. It is that map that helps you know when you get up in the morning where your priorities are. You really want to be aware of how much you honor yourself when you write goals. How much protection you put around yourself and boundaries you put around yourself so that you don't get distracted by other people's needs. Because if you don't set goals for yourself and have a clear plan and if you don't block off your time and if you don't have great time management for yourself, other people will come in and use your life energy for their purposes.

Again, you have 1,440 minutes a day. If you don't control that, other people will control it for you. There are enough emergencies and unexpected situations that arise without you allowing other people to distract you from what you want to do.

I think goals are very important and you should express your goals in terms that can be measured. So be sure that as you write your goals you also assign a timeline to each one of your goals. There is an old saying; an objective without a plan is a dream. Let's face it, dreams are nice but being focused on a master plan will bring faster results than just waiting for chance to make your goals a reality.

Your goals must be driven with your purpose. It has to be precisely what you want. You have to give your brain, your computer, a timeframe for achieving these goals because that timeframe or deadline creates a sense of urgency or purpose and focus, which will give you a sense of awareness of where you are, right now, and helps you prevent procrastination before you get started. These timelines also act as a motivator so you can start to see result right away.

I personally am very visual; I like to see where I am monthly. I like to do benchmarks to measure how I'm doing. I love to have accountability systems for myself so I can stay on track. I often will set up charts that I can fill in to see my progress in my office. They are nothing fancy but it allows me to see that my life is moving in the direction of exactly where I had planned for myself. I have an appointment with myself once a week on Monday mornings to look and see exactly where I am on the journey of reaching that goal. I can see it when I walk into my office every day, because I do story boards so it motivates me to focus my energy and my attention and my efforts towards whatever it is I'm trying to manifest.

So whatever your personality is, but you have to figure out how you can create accountability for yourself. You should also be defining your goals in terms of steps and directions. I don't think goals just happen by themselves. True goals happen because you take one step at a time. All progress comes from well chosen, interval steps that are realistic that can produce results. How you focus your energy, determines exactly how you will use your resources and time. Again, I always think of goals as a map to my future. I focus on the activities that will bring me closer to those goals and as you set your goals, be sure that you set aside time that you can, without interruptions, focus on the end results that you want to bring. You also ask yourself: Who in my world or what in my world can assist me to bring those goals into reality? I think it is always important that you have a coach and if you can be part of a Master Mind group that holds you accountable and helps you find solutions to problems. That you brainstorm with others who are on your side and are your support system in your corner and want you to be successful.

You know the old saying by Woodrow Wilson, President Woodrow Wilson, he said, "I not only use all the brains that I have, but all those that I can borrow." So you want to align yourself with other intelligent people who have your best interest at heart for feedback. Now, you may not always agree with their suggestions, but it gives you data to consider.

By the way you always want to choose goals that you have control over and that you are willing to devote and focus time and energy on. Pay attention to what you want in life. Make sure it's what you want, not what is expected of you. When you take time to identify your goals, make sure you strive for what you reasonably can create and focus on attention and dreams you can make a reality.

I've had clients who have said to me, "Oh, I want to be a rock star." But they have no talent and they are not willing to devote their energy into being a rock

star. I always laugh when people tell me about unrealistic goals. I think you can have fantasies and you can have fun, but you really do have to be realistic about what you are willing to put your energy towards.

Write out what you want, ask yourself are you willing to do whatever it takes to reach that goal. Once you have decided on the goals that you want, every morning of your life when you wake up, before you get out of bed, pick three of those goals and pretend that your mind is a TV station. I then want you to imagine yourself succeeding in those important goals. You don't have to spend any more than 30 seconds to a minute at a time, but see the end results. Feel it; what would it look like, how would you feel, who could you see yourself in that position of achieving that particular goal.

The reason you want to do that, folks, and this is very important is because when you imagine it, your subconscious mind can not tell the difference between imaginary event and the real thing. When you imagine it, what you do is you are creating with four volts of electrical, chemical current an image or a reference in your brain. Once you see that reference that opens up your brain and your subconscious and your conscious mind to bring forth to you references that you have learned in the past through books you have read, seminars you have gone to, education you have, information that you know on how to get to reach that goal. That literally using your mind to picture the end results and focus on the end results that you want stimulates part of that brain of yours to focus in that direction. It gives you inspiration; it gives you the tools to go there. A lot of people when they set their goals don't do this extra part. They don't focus on the end results. They focus on the trials and tribulations of how hard it might be to get there. Or they focus on how it might be impossible to get there. But each and every one of us has achieved phenomenal things in our life and if you look back on how you did it, it is because you focused your energy so intently on it that you were determined to go there. You were determined to succeed and you would do whatever it takes.

So with that thought, folks, your homework assignment is to create a map for your future that really makes your heart sing. Give yourself permission not to buy into what has happened on the outside world. Give yourself permission to know that you have what it takes. Go for what you want.