

Think like a millionaire module one believe in yourself with Dr. Steve G. Jones. Hi, I'm Steve G. Jones, clinical hypnotherapist, and I want to tell you little bit about myself before we get started. I have a bachelors degree in psychology from the University of Florida, a Masters degree in education from Armstrong Atlantic State University, and a doctorate in education from Georgia Southern University. I'm a certified clinical hypnotherapist, a member of both the American Board of Hypnotherapy and the National Guild of Hypnotists, and I'm president of the American Alliance of Hypnotists. I'm the director of the Steve G. Jones school of clinical hypnotherapy. I also serve on the Board of Directors of the American Lung Association in Los Angeles I've over two decades of experience in hypnotherapy, and I still maintain a busy practice and teaching schedule because I see clients and teach classes worldwide. My client base consists mainly people who want to lose weight, stop smoking, or gain confidence. Other clients include sales teams interested in boosting motivation and increasing income, also singles looking for love, insomniacs desiring proper sleep, and actors desiring confidence for their next audition. When I travel to see clients and teach hypnotherapy certification classes around the world, I visit such places as: Tokyo, Japan, Barcelona, Spain, Paris, France, London, England, Montréal, Canada, Los Angeles, California, and New York just to name a few. By the way since you have an interest in hypnosis perhaps you'd be interested in becoming a certified clinical hypnotherapist. It's very easy to do. All you have to do is go to my website: BetterLivingWithHypnosis.com and click on *Hypnosis Classes* at the top. You can either train in person or online. After your training you'll be added to our worldwide directory of certified clinical hypnotherapists, and you'll receive a certificate. I was fortunate for many years to have my office in Beverly Hills, California, where I worked with such wonderful people as Tom Mankiewicz the writer of Superman, Geraldine Saunders, the writer of The Love Boat, and many other celebrities. I've been interviewed on CNN, Fox News, and appeared on True TV, in addition to having my own hypnosis TV show. With my over 20 years of experience I'm happy to share with you techniques that I've both developed and learned which can help you improve your life. I encourage you to visit my website BetterLivingWithHypnosis.com. There you will find my life's work: 22 books on hypnotherapy, over 3000 hypnosis recordings available as downloadable MP3s or CDs, and these recordings will program your mind to achieve goals in such areas as: weight loss, motivation, and stopping smoking. I also audio books such as this one where I'm talking with you and sharing with you in a very dynamic way, techniques that you can use to improve your life and the way you do things. The reason I'm telling you all this is not to impress you, but to impress upon you that I, your teacher, am very capable, and I know what I'm talking about. I'm also very happy for the opportunity to share this information with you, so rest assured that you're in good hands and let's

have some fun as we now expand your knowledge. I wish you well in all your endeavors, and please be sure to visit my website BetterLivingWithHypnosis.com. Welcome to the program that's going to teach you how to crack the millionaire mind, how to get into the mind of a millionaire. Now fortunately, I am a millionaire, and I have the knowledge that I can share with you about this topic. You know it's interesting when you listen to programs by people and they haven't achieved what they want to teach you how to achieve. It doesn't really add any benefit to your life if you're listening to someone who wants to achieve what they want you to achieve and they haven't been there yet. So, I have the information, the ability, the experience to get you there, and from me the pinnacle of my existence as a millionaire was when I was on the *Millionaire Matchmaker* on Bravo, so I was recognized nationally and internationally as a millionaire. I don't say that to impress you, but I want to impress upon you the idea that you're in good hands. I know I'm talking about. I know how to get you from point A, which is wherever you are right now, to point B, which is millionaire status. I also want to point out that it is not as daunting as you might think it is. If you're not a millionaire yet, you might look at and say, "my goodness, a millionaire, wow, that's such a large amount of money." But if you think about it, think about certain housing areas, think about Los Angeles for example. A lot of houses in Los Angeles are, in fact the majority of them I would say, are valued at over a million dollars, so anyone who owns their home in a large city like Los Angeles, and has a home paid off, is a millionaire. So, it's becoming more and more prevalent: this idea of being a millionaire. So perhaps you should just go ahead and accept the idea that being a millionaire is some thing that is very attainable, and even set your sights higher on being a billionaire beyond this program. But first things first, let's get you up to speed, let me share with you the eye ideas have helped me, so I can bring you up to millionaire status. Now this program doesn't guarantee that you're going to be a millionaire after listening to it. You have to apply what I'm sharing with you, and you have to be consistent and diligent, and you to look for opportunities, so there are a lot of factors that I'm not able to impart to you in this program, such as getting out there every day, making use of this information that I'm giving you, looking for opportunities, allowing those opportunities to lead to other opportunities. So I'm not guaranteeing that you're going to be a millionaire after listening to this program, but what I am guaranteeing is: I am going to share with you the concepts that made a difference for me, the concepts that took me from where I was, which was not being a millionaire, to where I am, which is being a millionaire. That's something I'm going to share with you in this program. So in module one, which is this module, I'm going to share with you the concept of believing in yourself. You've got to believe in yourself. You've got to believe in who you are, and what what you're doing. In module two I'm going to share the

concept of making the commitment. You've got to commit, whatever it is that you want to do in life, you've got to commit to it. In module three I'm going to help you see the potential, potential that you have, the potential that perhaps you haven't noticed before, the potential that's in your environment, in yourself, the potential that once you got into it is going to make a difference. In module four I'm going to share with you the concept that you have to be willing to learn. Everyone's got to learn. I am learning now there's always the next level. Once you become a millionaire, what about becoming a multimillionaire? And how about a billionaire? So the steps keep going upward. You must be willing to learn that each step of the way. In module five I'm going to teach you how to produce quality results. If you're producing quality results you're moving forward. If you're not you need to change things. So I'm going to share that with you in module five. In module six I'm going to share with you the idea of expecting more. Perhaps you've set your sights low. Perhaps you've been expecting minimal results. I'm going to share with you the concept that made a big difference for me, which is expecting more. Expecting more from yourself, expecting more from others, expecting more from your possibilities in life. In module seven I'm going to share with you how to be smart with money. Now obviously I'm not going to share with you everything there is to know about money, but I'm going to share with you the basic concepts that made a difference for me, and that's what this program is all about: the concepts that once you put them into your life, can make a huge difference for you as they did for me. So in module seven I'm going to share with you how to be smart with money. In module eight I'm going to share with you the fearless leader mentality. You have got to be a leader, at least of yourself, at least of your finances. If you want to crack the millionaire mind you have to fearlessly lead yourself, your finances, and sometimes others. You have to keep leading everything forward. So get ready to learn, and let's much jump in right now because this module is called believe in yourself. It's important for you to believe in your ability to make your financial goals happen in the first place. Now this is because doubt can cause you to not see money opportunities. The millionaire mind understands that believing is the key to success in all things, and without belief, belief in yourself, your possibilities, your environment, without that it's very possible that your attempts will not move forward. So, you've got to embrace that belief that belief in yourself, and you believe in yourself you believe in possibilities and you start to believe in others, other people who you influence, and you've got to believe that you are in control of your life, and what happens to you. You know it's easy to make excuses, it's easy to say, "well, So-and-So caused me to miss this opportunity," or "if I happened to know the right people this would have happened." Well, all of that is nice, those are convenient excuses, but who is in charge? You are in charge. You make the decisions day by day that affect your life. And

although you may have actual doubts, I want to start believing in the possibility of becoming rich. I want you to take that on, I want you to embrace that. Believe in the possibility of becoming rich, and that's going to give you the spark of hope that you need to really start a fire within your heart, if you will, to really get things going, to really light that fire that you're going to need to propel yourself forward. And that fire is going to more and more brightly as you learn how to nurture your belief in the methods that you're learning. Now it's interesting this concept of believing in yourself, because at first it just a concept. You think, "Well, I should believe in myself if I want to make things happen, but I really don't have any evidence that leaving myself will do anything. But I should do it anyway, so I'll go ahead and believe in myself." But you do it without any actual evidence. If you haven't achieved something yet that's really great for you, then you really have nothing solid to hold onto. All you have is the belief, the belief as a concept in your mind. But if you think about it, that's all you ever have. Even after you achieve something, you may think, "well if I achieve something then I can start believing in myself, and if I start believing myself I can achieve something else." Well, it's still just a concept. Even if you achieve something, it's just something that you have in your mind. This is a concept that's helping propel you forward. Now you can put that concept in your mind right now, without having achieved anything. The idea that you are confident enough, you have what it takes, you will make things happen, you can make things happen, and sometimes even people who have achieved greatly have difficulty. I remember working in my office in Beverly Hills, my hypnotherapy office, and working with actors, big-time actors who you think, "How would they have any doubts about themselves?" but they did, because they got something big and they made a lot of money, but then they thought, "Well, that was an anomaly. That was something unusual for me. That was something that doesn't normally happen in my everyday existence. How will I do it again?" Or actors who've been around a while, who think "Well, I was a good actor, but now I'm an older actor, I don't know if anyone wants to hire me now." So even if you do have experience being successful, this can still be a stumbling block. Got to realize it's a mental game, at all in your head, no matter what, no matter what you have achieved, or what you haven't achieved, it's all in your mind. So, what can you do to push through this? Well, first of all surround yourself with supportive people, support a family, supportive friends. Talk to people who love you, who care about you, and they can see what you may not be able to see in the moment, which is your true potential. People who are supportive will help you find the best parts of yourself, and this is going to grow your confidence level, and further strengthen your faith in yourself, and your abilities, and the future. And understand which people make you feel the opposite, and stay away from those people, people who bring you down, people who may be seem to support you but they

really don't. You want to avoid those people. Staying away from negative influences is just as important as being around positive influences. Also, how about stopping negative self talk? You can be your own worst enemy if you want to. When it comes to having a millionaire mindset, you can talk yourself out of it if you want to. That's not what you want. What you want is to be your own best friend, to be a cheerleader for yourself. So I want you to eliminate can't, won't, shouldn't, no, and other words that you can avoid when you talk to your possibilities. When you think about what you can do, how about not thinking about negative words like *not*? How about letting go of those negative ideas that you have? "Well, what if I don't do it? What if I can't do it? What if it doesn't work?" Well, sure those are in the back of your mind, but don't you dwell on them. What you do need to do, we're using positive words now, what you do need to do, is focus on the potential that you have. That's what winners do. That's what I want you to do. Of course, every now and then you're going to use words because you're using words. You're going to use words such as can't, won't, and shouldn't. I'm not saying eliminate them from your vocabulary. Sometimes when you're describing something, you're talking about something, those were just come up. The word no and not, and so forth. Some people get a little bit overly concerned about this, overly zealous, and they start to look for opportunities to eliminate those work completely from their vocabulary. Sometimes you have to use the word no. "Do you want to go here?" "No!" That's not being negative, that's just stating a fact. But what I want you to realize is that these negative words shouldn't be used in relation to you talking about your possibilities. Rather than saying "I can't do something", how about saying "I haven't done it yet"? Rather than saying "I shouldn't do something", well if it's something you feel you really should do, such as becoming a millionaire, or taking steps that will get you toward that direction, how about saying "I should do it"? Why would you say you shouldn't do something when clearly you should. Now this is all up to you. You've got to start monitoring yourself. But I caution here, because I've seen people get a little overly concerned about it. I don't want you to get to the point where you're watching every little word you say, in every sentence, and watching others and correcting them. Let go of all that. Simply put: when you talk about your future, let go of negativity, and adopt a new thinking vocabulary by telling yourself "you can," "you will," "you should," "yes," and that you have what it takes. So if you catch yourself telling yourself anything negative, just think of how you can turn it around to create a positive self talk. I also want to recognize that you can create your own destiny. You are in charge. This is a big part of this program. Taking responsibility. I want you to ignore anyone who tries to tell you otherwise, and I want you to realize that you should live like the person that you want to be. That's how you're going to change your life in every moment. When you begin the journey toward becoming the best version of yourself, you're going

to learn that your destiny is directly shaped by your own mind, and your own actions. Let's put the responsibility back on you. You are in charge, and you may realize that not everything is in your control, and that's okay. Not going to control everything in the world and that's fine. But you can control yourself. You can make judgments that pertain to you, and you are the only one who you can really ultimately control in every situation. You're the one navigating through these waters. You're the one who can control yourself. So, you can imagine what would happen if a sailboat were out on the water and no one was steering it. Or it was just left up to the wind, and where's the wind going to blow it? Or maybe you've been in that situation, and maybe it's time for you to take charge, for you to take control. A lot of people tend to live their lives that way: letting the wind blow them around. I want you to start taking direct responsibility, realizing that you are in charge of all of this. Recognize ways in which you can sail to success and prosperity through making little decisions that add up to big decisions. So I want to start taking small leaps of faith to build your confidence. Nothing unsafe. I don't do things aren't safe, I'm not advocating that. I'm talking about just doing things that you know are going to help you. That are going to be beneficial to you. To begin building your confidence, you will need to take some steps, and do this by setting small goals and accomplishing them. And the more you water the seed of belief, if you will, the more it's going to grow. And I want you to continue to set and achieve bigger and bigger goals, to allow your belief to bloom, and then you'll be ready to take on anything, once you believe. So, now that you understand the essence of the belief, I want you to start applying that to your life, set small goals, start believing in yourself, move forward. In module two we're going to talk about making the commitment. You've got to commit. You've got to be committed to something, if nothing else you got to be committed to yourself and your wealth possibilities. So join me in that module, module two, as we talk about how you can make the commitment. I'm Dr. Steve G. Jones, hoping you have an outstanding day.

Think like a millionaire, module two: Make That Commitment with Dr. Steve G. Jones. Welcome back, welcome to the module is going to share with you the concept that you must make a commitment if you want to move forward financially. Now, first of all I want to let go of the idea of living to survive, and start embracing the idea of living to be on top. On top, just like a millionaire thinks. I want to start embracing this concept of thinking like a millionaire. Now, are you settling for less in your life? Less than you know the really want in life right now? That's not uncommon, so if that's happening then I want to be okay with yourself. I want you to give yourself credit for being human. You have thoughts that are normal for humans - that's okay, but what I want you to do is realize that normal is not going to get you where you want to be. You've

got to start thinking differently, and one of the ways to do that is no longer settling for less than you know that you truly want out of life. Sometimes you'll find yourself in a situation where it just happens, and that's okay, but there's a difference between finding yourself somewhere and being okay with being there. If you're okay with being there you're not going to move forward. So this concept of settling is what I want you to let go of. If you want to move forward then settling is no longer going to be a part of who you are. If you want that phrased positively then: you're letting go of settling. You're embracing the idea of being a little unsettled, because you've got to move forward if you want to achieve more success. That's just the way it is. There's no room for laziness in the mind of a millionaire. Yes, there's going to be time off. Yes there's going to be the possibility of vacations, and having more fun, and carving out areas of time in your life when you can do extraordinary things. But the idea of laziness, in terms of overall, your life is not going to be lazy. Your life is going to be positive. Your life's going to be active. Your life is going to be filled with moving forward. So let go of the idea of laziness and embrace the idea of moving forward. You should always be thinking of new things and new concepts are going to propel you forward. You've always got to be ready to move to the next level. Life is going to be, rather than about surviving, life is going to be about living, embracing, moving forward. And you start the second that you take a stand, and make a commitment to yourself, a commitment to your future, a commitment to what you want. Now in my business, in my industry which is the self-help industry, helping people with hypnosis, and life coaching, and neurolinguistic programming, and so forth, and creating programs about that, I see a lot of people who get caught up in planning and I've seen a lot of people who work for other people, who work for big names in the industry, and they get the idea in their mind that they want to be a big name also, or they want to start a big company, and rather than realizing that there are steps along the way, they just want to go in at the top. For example, a friend of mine, who is a very popular public speaker, hired a photographer. This photographer was taking photos of him, and actually doing videos of him at his various public speaking events, and she got in her mind the idea, that I think is great, which is that she wanted to be a public speaker. Although the challenge here was that she wasn't acknowledging the idea that he had been a public speaker for a long time, over 20 years, had a huge following, and she got in her mind the concept that she wanted to be just as popular as him overnight. Is that possible? Of course it is, but the way to do it, in my opinion, is through incremental steps, to build yourself up. Well, she didn't even have an e-mail list, she didn't have a list of people who thought that they might like to see her. Not only that but she had never done any public speaking. She had no experience in it, but yet she had her mind this idea that she was going to have her first public speaking events and that everyone was going to come to it. Yes, that's

possible, but I want to tell you there is a better way to do it. When you commit to yourself you commit to the idea of growing daily, you also commit to the idea that maybe you're not as popular as that person, especially if you're a photographer, and you've never done any public speaking, maybe need to build yourself, maybe you need to take some steps toward your goal. So when you let go of wishful thinking, which is what a lot of people do, they see someone at the top, they think I want to be like that, I'm going to just put on their shoes one day and I'm going to be like them. A lot of that is wishful thinking. When you commit your goals, you start taking steps toward getting there, you start building on your successes and making them bigger and bigger successes. This was a big step for me once I realized that I need to do something rather than just think about something, things started to change for me. But I always see people who have these big ideas. There's nothing wrong with big ideas. Big ideas are great. But I see people year after year, who have a big idea, then the next big idea comes along, and the next big idea comes along. Ideas don't really help any if nothing's being done. It's a concept. A big idea is not going to pay the bills. A big idea is not going to build anything. A big idea can move you forward toward achieving it, got to do something. So, let go of wishful thinking and realize that what you should be doing is moving toward your goals. The wish that you have should be your goal, and you should move toward it, rather than just thinking about it. So, develop a can-do attitude, and let go of the idea of can't, or shouldn't, or the idea of fooling yourself. Some people do that, some people fool themselves, they think they're moving toward something when all they're doing is really just hanging out, biding time, they're just thinking they're going to do something and they're really not. So, I want you to let go of that, and start taking steps. If you want to build a house you've got to start laying the foundation. You've got to start putting up walls, you've got to install plumbing - you've got to do things. So, just as with negative self talk, you should focus on your attitude, your attitude toward your goals, and your attitude should be letting go of that negative self talk, letting go of wishful thinking, and starting on the path of building something. You should take steps toward securing a bright future for yourself, not just listening to things, not just getting good ideas, doing all of that, but also taking steps. That means taking risks. That means feeling vulnerable. That means being open to change. Now, I'm not suggesting any risks that put you in danger. What I'm saying is you've got to step out of your comfort zone. If you're doing the same thing over and over, expecting different results? Well, we all know where that leads: it doesn't lead anywhere. You're just fooling yourself if you're doing that. So let go of the idea of fooling yourself. Be okay with the idea that maybe you have done that in the past, maybe have fooled yourself in the past, but now you're going to let go of that, and you're going to start making changes. Get inspired by reading inspirational quotes or books or whatever helps you

make the shift. You can also research success stories, people who went from rags to riches. Almost everyone who is successful has a success story. At a time when things weren't working out, and then they turned it around. A lot of autobiographies that you read will not be about people who were born with all the possibilities just laid out before them, they'll be about people who had to struggle, people had to keep moving forward, people just like you who wanted to improve their lives and they found a way to do it. Success stories are very powerful. Look up Drew Carey, Ursula Burns, Oprah Winfrey, anyone who gets you inspired. You're going to find there's a lot of inspiration that you will get from reading about what worked for other people. I want you also to be bigger than your challenges. Rather than letting the so-called problems, which I like to call challenges, rather than letting them overwhelm you, how about being bigger than them? Anyone can be bigger than their challenges by viewing them as stepping stones. So, let go of thinking of them as problems, and start tackling them with enthusiasm like challenges. A challenge is something that's surmountable, something you can do. It's like running a race. It's a challenge. It's not as if you can't do it - you can. It's just a challenge. It's going to challenge you. It's going to take some of your resources, but you're going to make it happen. And I want you to understand and appreciate the lessons you learn from each challenge. Realize how each stepping stone teaches you a valuable lesson that you're going to need. And when you do this, the so called problems aren't really problems at all. They're valuable gifts. They're challenges. I want to share with you something that I do when I'm faced with a challenge. When I see a challenge, I think of: what would be a bigger challenge? For example, if there's some financial challenge, I'm thinking, "Oh my goodness, I've got to pay X amount of money." I think, "Well, what if I had to pay X times ten? What if I had to pay ten times that? That would be a much bigger challenge." So suddenly X amount of money, whatever it is, doesn't seem such a big deal. What if I've got to travel somewhere to meet someone, I think, "Oh my goodness. I've got to get up early, I've got to travel that far, I've got to meet someone." Well what if I had to do it every day of the year? I think about something that would be a bigger challenge than that, and suddenly that challenge becomes much smaller. Also I want to write down your goals, and commit to learning what the steps are toward achieving your goals. Understanding what you want is one thing, but actually learning how to get it is another. So you can have all the goals in the world, but without a firm commitment, well, it soon become just another thing that you didn't do. I know that's not why you're listening to this program. I know you're listening this program so that you can start getting under your belt things that you actually did do, and moving on to more exciting things. Trust me when I say: it's more the things in life that you don't do that you're going to regret. So start doing things. Start moving forward. Start moving forward. When you stand for something you develop

the ability to succeed in it. First of all you've got to stand for yourself, so you know that if you don't stand for something, well, as they say, you can fall for anything. So you become the master of your own destiny. Either way, I want you to start standing for something that you believe in. So take the reins, stand tall, commit to the things that are most important to you. And I also want to write down everything that you want to do that you've been afraid of. How about tackling those things? I'm not talking about, as I've said, I'm not talking about things are unsafe. I'm talking about things that are going to benefit you. What do you know that you should to enhance your financial future, or just your future in general, that you haven't done? There are always things that you can do that you haven't done. So start writing them down and start knocking them out. Start taking care of them. Start doing them. Okay, start small if you want. Start with something that you're kind of afraid of. Or we can start big, something that you're really afraid of. You need to move somewhere. Maybe need to do something. Maybe you need to get training for a job. Who knows what you need to do? You know. You need to write them down and start taking care of them. Start taking action. And this is all about making the commitment. Making the commitment doesn't mean that it's just a concept in your mind. "Okay I've made the commitment – I'm committed." When you're committed you take at action. That's how you show that you're committed. So start writing them down and start taking care of them. Start moving forward. On the next module we're going to talk about seeing the potential. I'm going to help you see the potential by letting go of the limits that you place on yourself. My goodness, if you let go of those limits that you created in your mind, then you see unlimited potential. And that's what I want you to have. That's what I want to see. So in next module, module three, I'm going to help you see the potential. The potential that you have to achieve your financial goals. So get ready to join me in that module. Meantime, do your homework, make your list, and start making a plan for taking care of it. I'm Dr. Steve G. Jones hoping you have an outstanding day.

Think like a millionaire, Module 3, See the Potential, with Dr. Steve G. Jones. Welcome back, welcome to module three, now did you do your homework? Do your major list and start moving forward? If not go back to module two, listen to it again, do your homework because this program builds on itself. Everything builds on everything else so in this module, if you're ready for if you've done your homework from Module 2, if you started on a path making a list and knocking things out taking care of them, this module is going to help you see the potential, because you got to realize that to become wealthy you must stop placing limits on your potential. So that to do list you have, things that you have to move you towards your goals, you've got to let go of limits. You've got to realize that your life needs to be limitless. Limits are only a perception of reality.

There are no walls that are actually there in front of you, stopping you from doing something. Those walls are in your mind, and once you let them go, they're actually gone because the only place they existed was in a fantasy in your mind. So let them go, replace them with a more powerful fantasy. Fantasy of you becoming wealthy and move toward that fantasy. People who dream big and know how to move toward it - they live their dream. They move into it, they make it happen. So rather than a fantasy of limitation, how about one of possibility that's you're going to make happen. Realize that the millionaire mind understands how to let go of limits, and to continue reaching forward, reaching for the next step. Reaching for the next level. And when you're able to expand your potential every day, you learn new things. You move forward naturally. Now if you stop learning and growing than you're going to realize that those limits all come back but if you continue learning and growing, which is what you're going to do, you're going to find your potential is unlimited. I used to place limits on myself, on my potential. I used to think okay, I can do this, or I can do that, or maybe I can do this, maybe I can do that. Then I did this and then did that, and it happened, and it worked, and I got to the next level, and the next level. I realize that I can continue moving forward. Once I realized that I can continue moving forward, I realized these limits were just arbitrary. They were just made up. There were things that happened only in my mind. How about letting go of all of them?

So part of the idea of taking steps toward your goals is to teach yourself that these limits are imaginary, and once you see yourself surpass the limit that you thought existed, you realize it's fantasy, then you realize eventually that there really were never any limits. And that you can achieve anything you want to achieve. So you need to remove beliefs that inhibit you from taking chances or from seeing opportunity. Now whether something that you saw, or what you thought your parents might've said, let go of letting that influence you. Because as I've said, these beliefs can hinder you from reaching out and taking what you want. If you have reasons for believing that something is not possible, then you're going to find that you prove that your life. Now if you let go of that and look for evidence that it is possible, you're going to find that too. So whatever it is that you want to find, you're going to find going find reasons for anything that you committed to. So your committed yourself, you're committed to your future, finding reasons why it's going to work. The idea is to change your perspective and therefore eliminate the beliefs that inhibit you from getting started on a journey toward making millions. Now if you were told that your passion cannot make you rich, don't take that for an answer. Let go of that. Prove that you can find a way to make it happen. There are a lot of people that wouldn't think that you can become a millionaire by practicing hypnotherapy. I know a lot of people who would be happy with just getting a few patients every week. Just getting them in the door, just even not charge them a lot of money, just

getting them in the door, charging them with just a few dollars. Just have them coming in the door, they struggle with that. My heart goes out to them. I reach out to them. I help them. I want to train them. I've created programs for them, but I have a lack of ability to make someone actually do something they don't want to do it. You've got to want to do it. So once you believe that what you are passionate about is going to not only pay the bills but is going to make you wealthy, then it is because you're on that path.

So start small, and work your way up to beliefs that are really, really going to empower you.

Incremental steps are words that taking logical steps. Now you can start big if you want. I'm not here to tell you that you have to start small. If you have a way to start big, then go ahead and start big. If you have a from being at photographer one day, going to being a world renowned public speaker the next day, then go for it. That is absolutely possible. If you have the right stage to stand on, if you have the right courage for it, absolutely possible. But if you see that you don't notice that in your environment, a clear path to instant success, then how about taking incremental steps? How about building yourself up to it? How about being okay with that?

You're going to find that your success builds on itself and you become better and better over time. Anyone who performs on any stage will tell you that. They get better and better over time. That's the way it usually works. It doesn't have to be that way. You can step right into it, be a superstar overnight. Do it, I applaud you. Usually the way it works is that you become better over time, and that's okay. So you realize that you have some inhibiting beliefs now. I'm sure that some stuff has come up for you. To realize that can be freeing it itself. Once you realize that you've had things in your mind for a lifetime - your lifetime so far - things that have inhibited you, you realize that well, they were just in your mind. If you let go of them, then you can move forward. As you replace more and more inhibiting beliefs with freeing beliefs, you're going to find that you begin to see just how much potential you truly have. So let go of the idea of underestimating your own potential to grow without boundaries. Once you let go of boundaries, your potential is unlimited. Rather than judging a situation and placing a label on it, how embracing it, and doing your very best? How about focusing on the things that you want, rather than focusing on worries. How about always being true to yourself, and speaking up for what you want. The more you propel yourself forward, the bigger your potential will become. The more it will expand. Right now you may think, I want to do this, I want to have - I don't know what it is - maybe what have ten thousand dollars in the bank maybe a hundred thousand dollars. Once you start moving forward and realizing your potential is unlimited, you are going to find that your ability to dream expands. And when that happens, your ability to do also expands, because just like you learned last module, you're taking steps toward those goals. So as they become bigger,

make it bigger plans. When faced with something that something that slowed you down, how about enjoying the puzzle that's come along? How about taking pleasure in navigating your way through it. A millionaire mind lets go of being discouraged. Leave that behind. Rather than being discouraged by setbacks or situations that seem difficult, how about gaining motivation and determination from them? How about learning from them? How about dreaming big and letting go placing limits on possibilities. Most things are possible today, were thought to be impossible yesterday. And I'm not talking about actually yesterday, but a few back. People thought things were impossible. Space flight was thought to be impossible at one point. Even flying an airplane was thought to be impossible at one point. If nobody ever tried to invent the automobile, the light bulb, the refrigerator, or airplanes, or computers, or the internet, or cell phones, these would just be ideas that were impossible to even think of. Impossible to even plan. But somebody thought it was possible. And they got other people to believe that it was possible, and then they made it happen. And then they started competing for ways to make it happen, in many cases, and they made it happen. And then were able to do even more and more and more things.

So even if everyone tells you that something is not possible, if you want it, go for it. Rather than letting someone stop you, how about moving forward and realizing that nay-sayers will always be there. They will always say something's impossible. If you know it's possible, how about moving forward toward it? How about letting go of thinking that something is possible or impossible - putting it in the category, that's possible and that's impossible – how about realizing that if you want to achieve it, it is possible. And always ask yourself, what if it is possible? What I can do it? What if it's the kind of thinking that's going to spark creativity? Letting go of that idea of categorizing things as possible and impossible - What about entertaining the idea of something being possible as being the kind of thinking that's going to spark creativity in your mind? If you think something is impossible, well you put in the category where you don't even think about it, because you think, "Well, it's not possible, why would I think about it?" But if you entertain the glimmer of hope that maybe it's possible, this is going to spark creative thinking, and allow you to have ideas that you would normally have because you open your mind up to thinking about the ways to make it happen. Y'know, it's interesting idea of possible and impossible. I've had experiences myself many times where I am looking for something I don't think it's there - whatever it is I'm looking for, I don't think it's there - and when I don't think it's there I don't see it, and then later on somebody points it out to me. What I've done is trained myself to entertain the possibility that it is there and that usually helps me find it. I'm talking about, in a house where I'm looking for something that I've misplaced, or on a table where I'm looking for something, and I think, "Oh, it's not there I should look somewhere else." I've learned

to ask myself, "What if it is there?" And in many cases when I've asked myself, "What if it is there?" I'm actually able to see it, whereas for some reason I was blocking it when I thought it wasn't there. Because when your mind thinks something is not there, it's not going to see it. If you don't think possibility is there you're not going to see it. If you don't think that you can attain something you're not going to see a way to get it. If you don't think that something exists for you in your life, a possibility, or anything at all, you're going to find that you're not going to see the path to getting it. But once you allow yourself to entertain possibility, possibility that it is there, and not just talking about objects on a table or in a house, but I'm talking about possibility, the possibility of you achieving your goals. Once you see the possibility is there, then you start seeing a path toward achieving it. And when you see a path toward achieving you start moving forward. You start moving forward in the direction of getting it. And when that happens it's almost magical. It's as if the object appears on the table, or appears in the house, but it was actually there all along. Your potential to do anything you want is always there. Any potential, or something that you want to achieve is always there if you just acknowledge it. Once you acknowledge it, it becomes real, and it becomes much more real once you start making an action plan, once you start writing down what it is you want to do and the steps you're going to take to making it happen. This is what puts it all in perspective for you, and allows you to separate yourself from so many other people who never achieve their goals, so many other people who never become millionaires, so many other people who never do whatever it is they want to do. When you see it as possible, it becomes real in your mind. A ha! There it is. There's the possibility. Even if it's just something you're holding in your mind. And then you start to move forward towards it. So, the thing I learned from looking for something and not seeing it, was that I had to entertain the possibility of it being there. And you do that in the bigger picture of your everyday life, you start to see the possibility that you can do what you want to do. And then you see the clear path to it. Perhaps not as simple as reaching out and grabbing it, as an item on the table, but reaching out and grabbing that dream by setting up an action plan, which is going to be more sophisticated than just reaching forward and grabbing something, but it's the same concept. When you see it you can reach for it and grab it, and that's what believing impossibility is all about. Now in the next module I'm going to talk about a concept that's very near and dear to my heart which is: be willing to learn. With my doctorate in education, I'm all about teaching people. I'm interested in people learning, expanding their minds expanding the possibilities, so you've got to realize that when you learn you separate yourself from the version of you that didn't know whatever it is that you are learning. When you learn something you move forward, you improve your life. You improve your possibilities. Knowledge is power and reaching new goals is going to require you to

develop new skills and to gain knowledge. So you must be willing to learn. And the next module we're going to talk about that, and everything it encompasses. You've got to realize that you must have knowledge in order to move forward, and in order to have the knowledge that you need, you've got to have the humility to admit that you don't have the knowledge, and that you need it. But there's a gap, and you need to fill that gap. You need to move forward. So join me in the next module as I talk about the idea of being willing to learn. I'm Dr. Steve G. Jones hoping you have outstanding day.

Think like a millionaire module four: Be Willing to Learn, with Dr. Steve G. Jones. Welcome back. Welcome to the module that's going to teach you the skills that you need to learn. I'm not going to teach you everything there is to know about learning, but going to open your mind to the idea that you've got to be willing to learn. You've got to be willing to grow you. You've got to be willing to take the next step forward. And when you're willing, then you're able to move forward, you're able to make things happen. The difference between a millionaire and a person who is not a millionaire, a person who is struggling financially – well, there are numerous differences. Let me lay them out for you. First of all, millionaires understand the importance of knowledge, and they're willing to learn without boundaries, willing to let go of negative thinking, let go of limitations, and just continue learning. People who have not achieved what they want to achieve, in fact who are struggling financially, well, they underestimate the power of knowledge, and oftentimes are unwilling to learn more. Now a millionaire mind is humble and wise, whereas the mind of a person who's living in lack is somewhat proud, and limited. They're proud of their ability to stay where they are in many cases - I'm not saying always – but in many cases they are. They've got something figured out, but it's in a limited way. And they don't realize the greater potential they have. Humility and pursuit of knowledge are crucial if you want to continue moving forward. You've got to understand that you don't know everything. You've got to admit that to yourself. You've got to understand that you will never know everything, and that's okay, but that gap, that feeling of a lacking in your knowledge is what keeps you moving forward. I remember when I was at the University of Florida, I was taking an anatomy class called Functional Vertebrate Anatomy. Sounds like a big name. We had to learn a lot of names of different parts of animals, mostly cats, but we had to learn these things, and I remember being at the lab and learning parts of animals and so forth, and figuring out where everything was, and the professor walked in. And I had thought here's a guy who knows everything about everything – he's the guy who knows all the parts, and what they're all named, and everything. And he walks in and he says, "You know the more that I learn, the more I realize I don't know." And I thought,

how could this guy not know anything? Doesn't he know everything about everything? Doesn't he have a doctorate in this subject? And he was humble enough to realize that the more, and enlightened enough to realize, that the more he learned, the more he realized he didn't know. He realized there were gaps. So, he learned a lot, realized he didn't know everything, and realized he would never know everything. I want you to get comfortable with that, and admit that to yourself: you will never know everything. That's what drives you forward. That's what kept him in the lab learning more. That's what should drive you toward learning more and more in your life.

Learning more and more about finances, and life in general. Millionaire minds understand that in order to go somewhere you have to let go of the idea being still. When you become complacent, when you think that you know it all, that's when you stop learning and growing. You've got to let go of that idea. You've got to realize that you don't know it all, you will never know it all, and you must keep moving forward. You must keep learning more, and that's exciting journey. I remember in my journey to being wealthy - I was never really on a journey to be wealthy, by the way, I was just on a journey to help as many people as I could, and for me that's really worked tremendously. The more people I help, the more money I get. And that's just the way it works.

And I never set out to be rich, I just set out to help more and more people, and I realized more and more opportunities to do that. But at a certain point, I realized - at different points along the way - I realized that in order to go to the next level of reaching people, I had to take certain steps, and I had to admit to myself that I was ignorant of those points. One of the big steps was just getting a website. I remember it was about the year 2001, 2002, and I didn't have a website yet. And somebody pointed out to me that I should have a website. Well, in those days I had an office in Beverly Hills, in the Roxbury medical building, 90210. It was a bunch of plastic surgeons and me in the Roxbury medical building. I had clients who were A-list celebrities. I had clients who were very successful in what they did, and I was able to help them. And I thought why do I need a website? And this person pointed out to me that although I was having some success it wasn't on a global level, and a website is like a store that's open to the entire world, all the time. And so I thought, okay, I'll go ahead and get a website. I paid him a few hundred dollars and got a website, and I thought okay, there's the website. What I didn't realize at the time, was what a lot of people didn't realize, which is the Internet would become so wildly popular. It takes you from being a local celebrity or local hero, to being an international celebrity or an international hero.

Everything is available everywhere all the time, and that's a huge quantum leap forward. That's something that you will not achieve by just doing what you're doing in your area, even if it is Beverly Hills. So, at certain points in my career I realized that in order to take things to the next level, I had to change my knowledge base. I had to realize that there certain things I don't know. I

had to be open to the idea of filling in the gaps in my knowledge. And I had to hire professionals who knew more than me. There are always people who are going to know more than you. I don't do my own taxes - an accountant does that. I don't work on my own car – a mechanic does that. I don't work on my own website - a webmaster does that. You've got to realize that there are certain things you don't know and certain things that you may never know, and to be okay with that. So, we're able to do things yourself – I think that's fine, but where you're not you've got to realize that professionals can make a huge difference in your career. Realize that what makes anything possible is your ability to learn, adapt, and grow. And as you learn new things your possibilities increase along with your knowledge. When you learn, your mind is opened up, and you become increasingly enlightened. During the learning process you also learn new things about yourself, and you find meaning in things, the meaning that has for you. So, millionaire minds place learning at the top of their priority list, and they also look for ways to enrich their lives. This gives them a sense of fulfillment. This moves us forward. So, learning and growing - these things are a priority. Millionaires understand that if they aren't going forward they're going backward. Because think about it: technology is advancing. If you don't get a website, you are missing out. You're actually moving backward. You're looking more and more like a person from the stone age. If you don't have a website, you've got to realize that if you're not moving forward you're moving backward, because everything else is moving forward. It's kind of like if you're at a red light in your car, and there are three cars: you, and a car on either side of you. The light turns green. If you don't move forward, well it's the same effect as you moving backward. You're not going anywhere. You're not advancing, life is passing you by. You've got to keep on moving forward. You've got to keep up. You've got to keep on stepping on the gas when the light turns green. Every opportunity that you see for growth, you need to take it. Every new goal that you get is going to require you to develop new skills and gain knowledge, or to seek out the people who have those skills, and have that knowledge. To start off on the right learning path, I want to figure out what you want to know. What don't you know that you wish you did know? Start with the things you love most and you're most passionate about. What do you wish you knew more about? Or do you know anything about them at all – have these just been thoughts in your mind that you wish you knew about? Maybe playing the piano or guitar, or learning how to write a book. Are these just things that you wish you knew? Start out with that. You know, at a certain point I hadn't written any books. I've written a lot of books now – I've written over 20 books, but at a certain point I hadn't written any. What made the difference for me? Well, I went to a free community course at a local bookstore, and they were gathering around – these were a bunch of people who wanted to be authors - and I had a lot of ideas, and I went up to the lady in charge

after the first class. I said, “Look, I have all these ideas for this book. I really don't know how to organize the book.” She said that this isn't one book – this was a lot of books. So, right out of the gate, I wrote several books, because that's how my ideas occurred to her, and she as a published author was able to share that with me. So, I had things that I was passionate about but I didn't know how to write a book. I had knowledge about hypnotherapy, but I had never written a book. I didn't know how that was done. But she helped me do that, she helped me see the light. So, you have to realize where your gaps are. If I had never gone up to her and said, “Look, I've got a real challenge here. I've got some information that I don't know how to organize it.” If I had never humbled myself and taken that step, well, I wouldn't have written any books because I wouldn't have known how to do it. That little key that she gave me opened up everything for me. It allowed me to see that I bitten off way more than anyone wants to read one book, so I was able to put it in several books. So, when you realize and acknowledge that there's certain things you don't know, you start looking for ways to fill the gaps, and when you do that you move forward. So let your curiosity take you to new places, places you've always dreamed of being. And I want you to cherish the lessons along the way. I always remember that moment. It's like a flashbulb moment for me. In psychology, a flashbulb moment is when something happens that's really profound – usually it's something a bit negative, something negative happened and you remember it: earthquakes or something along those lines. But for me it is kind of was an earthquake that shook up my life because she gave me the key to the universe, the key that I needed to make things happen, and to move forward. So I remember that moment. I remember walking up to her and making that bold move, humbling myself, and asking the question. I could have positioned myself as if I know everything. What would that have gotten me? Nothing. You've got to be willing to humble yourself and continue to grow. Continue to grow every day. Write things down when you get new ideas and make them happen. Make it a mission to move forward every day, to learn something important and meaningful to yourself every day. And how you going to seek out those lessons? By figuring out what it is that you want to know. What don't you understand? Who can you go to to ask about that? And pay careful attention to seeking out wisdom and knowledge that you can apply to your goals. It's one thing to talk a lot to people, but it's another thing to seek out wisdom and knowledge that you can actually take action on. And what you're going to find is that as you grow more wise and learn more, you raise the bar for yourself. You naturally challenge yourself more. And after a while, you'll begin to hone your skills and become someone who you can be proud of. You can be proud of yourself after you make these moves consistently. And with this new set of abilities, and this new extensive knowledge you're going to have, you're going to be ready to take on any challenge that you have, and to overcome it. Every new learning

experience gives you the tools that you can take and move forward with. Moving on to be a millionaire and more. The kind of people you associate by the way, and look up to, well, those people are going to have a major impact on your life. You know, we're social creatures and we learn from watching, listening, and communicating with others. You did as a child. You watched what older people did. When you wanted to become a grown-up you watched what they did, and for better or worse, you did it. Sometimes we learn things that aren't very helpful, that kind of stifle us a little bit because we see older people do it. Well, for better or worse, we all take on what we see in our environment. We start to pattern our actions after what we see because we want to understand what people at the next level do. So, I want you to think about your role models. Who are you patterning yourself after? Are you looking at people who are successful or people who are not successful? If someone's got something that you don't have, well, it would do you a lot of good to pattern your actions and your life after them. So that you can have what they have. You learn from those who are around you, and they help you unlock your millionaire mind, and your potential. So, think about people who inspire you, and find out what they did to rise to the top. Or to have whatever it is that they have that you don't have. Seek out a mentor that has already achieved the kind of success that you're after - success in the field that you're passionate about, and ask them for guidance. Interact with the type of people that understand success, and how it's done, how success is achieved, so that you can learn their secrets and pick their minds for useful information. You know it's interesting, the more money I put together the more money I get, the more financial secrets I learn, and some of these financial secrets if I'd learned them long ago, they would've saved me a lot of trouble. They would have saved me a lot of challenges. But now I'm learning them. It's almost as if it should be reversed: you should get this information ahead of time, but some of the information doesn't apply to smaller amounts of money. Some of it only applies to larger amounts of money. So, it's interesting, the more you learn the more you realize that you can learn, and the more you have ah ha moments – ah ha, if I'd just known this long-ago things would've been a lot easier on me. Well, sometimes it just works like that. You find out the secrets after you make it to the top of the hill, and that's okay. Because it's all part of the exciting ride. You're going to be surprised at how much help successful people can be. They have a lot of information, and they have a lot of knowledge that they want to share with you. You know, it's interesting: successful people actually want to share their knowledge. It makes them feel good. It makes them feel like they're being interviewed. I've talked to so many successful people, that once they open up that just share everything. All their "secrets to success", because they realize first of all you're not in competition with them, second of all they realize that you're a person like them, you're a human being, and when they see you grow they feel good about

themselves, because they've made a difference. And that's one of the things that people want. They want to make a difference in the world. So seek out a mentor and realize they're going to be happy to work with you to help you develop. Now in the next module we're going to talk about getting down to business, producing quality results. I'm not just talking about results, I'm talking about quality results. You've got to do things that make a difference. You've got to have an impact. If you do something you've got to do something with laser focus that's going to have a specific result. Otherwise you're wasting time, and I don't want you to do that. I want you to do things that have results that you want. So in model five we're going to talk about that – we're going to get down to business. So join me in module five. I'm Doctor Steve G. Jones hoping you have outstanding day.

Think like a millionaire module five: Produce Quality Results with Dr. Steve G. Jones. Welcome back. Welcome to the module that's going to share with you the idea that you must produce quality results. Now I'm not just talking about producing, I'm not just talking about producing results, I'm talking about producing quality results. You've got to produce quality results. Quality results are going to build exponentially in your favor, whereas if you start produce results are not quality, they're going to work against you exponentially. For example, if you start putting things out there into the world that are not quality, meaning not the best that you can possibly do, it works against you. And if you put out things in the world – just like a quality car maker, of the maker of nice purses, or nice clothes, or nice homes – if you start putting quality out there your reputation builds all by itself because word-of-mouth happens. Word-of-mouth is the best advertising. So think about those concepts as you think about creating your life. You know, a millionaire mind understand that quality brings quantity. People who are not living their dreams, people who are not embracing the millionaire mind concept, believe that quantity brings quality. If you work 80 hours per week and do an okay job – well, it easily goes unnoticed. However if you work 40 hours per week, and perform your job exceptionally – well, you'll most likely be noticed and rewarded. This is the same reason why consumers choose to buy products that cost a little bit more but perform twice as well. People are willing to pay extra for quality, and the millionaire mind understands this. You want to make more money? Take a little bit more time to guarantee quality, above all else, and soon you'll be raking in the rewards. Quality above all else. Remember that. So, I want to let go of the idea of doing anything halfway, because you're going to reap what you sow. Why would you do anything halfheartedly? Sometimes people want to do things just to get them over, just to get it done. That's not really going to be very helpful, is it? It's going to stay on your record, if you will. It's going to be a part of the stuff that you have made.

Got to focus on quality. For example, if you could spend a few days on something carelessly and get nothing for it – to rephrase that: for example, you could spend days on something carelessly and get nothing for it, or next to nothing. You can make very little for your efforts, or you could spend just a few hours on something you immerse yourself into completely, and gain a lot more. It all comes down to intention. When I say halfheartedly, that's a halfhearted intention. You've got to have your intention where it should be in order to produce quality results. You're going to notice that the ventures in which you care the most about, well, they yield the most profit, and bring in the most success. That's why I always tell people is important first and foremost to understand what you want to do. What do you want to do? Who do you want to be when you grow up? I'm not saying you have to grow up – my step-mom always jokes and says, "Steve, when I grow up I want to be you," because she realizes that I live the life in which I've embraced my dreams. I've pursue my passions. I've made it happen, and I thank her for saying that. It's a wonderful compliment. The idea is that you've got to focus on what you really like to do. That's what's going to allow you to do it the right way. That's what's going to allow you to build something very powerful. If you're doing something you don't enjoy, you're not going to do it to the best of our ability, and so you're going to create mediocre results at best. It's very difficult to become wealthy doing something you really don't enjoy doing. But if you enjoy doing something, and you do it, you're not going to enjoy it perhaps every day, or every moment of every day, but overall that's what you like to do, you're going to find success is easy because the quality shows in the craftsmanship, in what you do. When you do something that you believe in, that you're invested in, with your heart, you do it wholeheartedly, not halfheartedly. So, from this moment on, dedicate yourself to giving your all when it comes to what whatever it is that you're doing. And if you're not able to do that, then realize that's probably not what you really want to do, and you should do something else. Stop jumping into things and then letting your passion fizzle out. Jump into something that you really enjoy. Now initially, especially in younger years, if you're jumping into something and it's fizzling out, that's part of a learning process. That's part of getting to what you really do enjoy. That's why college is designed in such a way that for your first couple years you take a smattering of classes - things you really don't like, some things you do like, something you're not sure if you like. You find out you do or you don't like them, and that's okay because it's all designed to get you to figure out who you want to be, what you do like and what you don't like. Now sometimes from that people realize they don't like college, and that's okay too. Because there are plenty of other things they can do that don't require a formal education. So you've got to realize that initially, when you're jumping from thing to thing, that's okay. But after a while you've got to focus in. You've got to let go of what you don't like and

embrace what you do like, and realize that a major part of allowing your entire being to become focused on what you want is to believe that you are worthy of reaching every single goal that you've set. Understand that you deserve to have everything you want and keep that in mind when you begin to question whether you can follow through and reach your goals. You're worthy of having what you want, as long as you're following your passion, of course you should continue forward. You know, for me it's always new experiences that reignite my passion when I find myself in a slump, when I find myself thinking, "Hmm, I don't know if I feel up to this," or what have you. I don't do it. I don't do something if I don't feel up to it. Instead I look for new experiences that reignite my passion, or I start reading something, traveling somewhere, doing something, doing something different. Luckily I have the luxury to not have to be tied to a schedule. If I don't want to do something I simply don't do it. Now in your situation, maybe because of financial obligations, maybe you are somewhat tied to a schedule, and that's okay. But, realize that the more you follow the things you like and don't follow things you don't like, the closer you get to living the life of your dreams of following your passion and this allows you the luxury to do the things that you want to do, and to not do the things that you don't want to do. And if you feel a slump doing the things that you actually like doing, that's when it's vacation time. That's when it's time to step back a little bit. That's when it's time to mix it up a little bit, do something different, and then you jump right back in with renewed vigor. Your ability to become a millionaire comes from detaching from time to time. Studies show that if you work on something straight through for an hour, you're going to be less effective at accomplishing it the right way than you would if you took breaks. If you take breaks and come back refreshed, you are going to be more likely to do it the right way, or to solve it. If it's something you're working on, a challenge that you're working on, you're going to be more likely to solve it if you take breaks. You've got to learn how to detach, so rather than investing your time, how about investing your focus and creativity? Maybe you think, "It's just a matter of time, I'll put X amount of time into it and that's great, get it done." Well, it doesn't really work that way. If you want to do something wholeheartedly, you invest your focus and your creativity, meaning: you're there. You're there in the moment. You're not wishing you were somewhere else. You're there. Now as I've said, initially when you start out with something, you may not have that luxury, and that's okay. I respect that. But eventually, the more you focus on what you want, the more you're going to work yourself into a situation where you do have that luxury: to do things when you feel it. It's not about how long you do something. It's about the quality of your results. And the quality of your results come from your focus and your creativity, what you bring to it. You've got to be in it if you want to win it. Not just showing up, but actually being in, being involved in it. A millionaire

mind understands that to be stifled by spreading their time too thin is no good. If you're attempting to do this and that, you're doing things halfheartedly, that's no good. In my life currently, I deal with just a few people on a professional level. I deal with my office manager, and I deal with a personal assistant, and I deal with a manager for my products, and I deal with a web designer. These are the people I deal with. Everyone else, they deal with. Everything else can be handled by them. Now, a lot of times what happens is, from one of these folks I will get an e-mail or a phone call or text, and they'll say they want to talk about something, or work on something, and they want an answer right then. What I've found is that I schedule time for each of them. Because I can halfheartedly reply and give them the information. And sometimes it's just a matter of them needing specific information that I can send right back to them. But many times it's a matter of talking about a big project, or something that really requires a lot of thought and focus, and so I have scheduled meetings. Scheduled meetings are very powerful. So, what happens when I get a question about some project? I say, "Save it for the meeting," and then I copy it and paste it into the meeting agenda. It's as simple as that. I copy the entire e-mail and put it in the notes for the meeting, so I know when our meeting happens Wednesday at three o'clock, or whatever the meeting is going to be, that we're going to talk about that. What does that allow me to do? Well, it allows me to, first of all, not get scattered. If you get scattered, and you're thinking about one thing when something else comes up - that really requires a lot of your focus and attention. You get scattered. Your thinking isn't as clear as it should be, you're not really giving your full attention because you just trying to check off a to-do list, and get it out of your way so you can get back to whatever it is you were doing. So if you schedule something, especially if you have a regularly scheduled meeting, which I do have - I have a regularly scheduled meeting with who I deal with, same time every week, works like clockwork - I know in that hour or so that we're talking, whether to by Skype, on the phone, or in-person, we're going to get down to business. And I'm going to be focused on that. And I also have time to think about the concepts that I want to bring to the meeting based on the e-mail I've already seen. I'm able to put it in the back of my mind, and think, "Okay, I can bring this to it, or that to it." And I'm much more effective and more creative than I would be if I just responded in the moment. Because when you sleep on something, and think about it for a few days, you think about it different ways. You think about, "Hmm, Ok, maybe this'll work. Maybe that'll work." Then someone says something completely unrelated to what you're thinking about, and it opens up something for you because you bring something to the idea from what they said, even if it's on unrelated. It's amazing how this works. But it doesn't work if you just shoot from the hip. It doesn't work if you're just responding to everything in the moment. You've got to give things time to develop in your mind.

You've got to give your subconscious mind the ability to think about things. That's how you develop the great ideas. That's how you go from going through a to-do list, and checking off things that need to be done, to developing great ideas, to making things happen on a big scale. And it also saves you a lot of stress. If you don't feel the need to reply to each and every thing in your life, you're able to move forward much more efficiently. Also, on my phone I always keep the ringer off. At no time do I ever have the ringer on my phone on. Now I'm not telling you that you have to do things the way I do them. But I'm sharing with you the secrets that have made me successful. I never have the ringer on. There is never a time that anyone can call me and it will ring and I will have to answer. I can see when people called. I can call back, or I can text them, or I can e-mail them. So, realizing that you don't have to be a slave to your phone is very freeing. You can see when someone has called and you can call them back when you get a chance. You can have a certain time of your day when you call people back, or a certain time of your week. You can text them back in the meantime. You can have a message that says, "I'm doing things and I will get back to you when I can." There are ways that you can control your environment that make it more efficient and less stressful for you. Now, a person who does not have a successful mindset, in my opinion, a person does not have a successful mindset allows their time to be used upon things that don't really yield results that they're after. So you've got to realize that everything can be compartmentalized to a certain degree. Now there are things that are going to come up that require your immediate attention – that's just the way it is. Life happens, despite all of your great plans, life happens. And that's the way it is. But overall, if you can gain this level of control in your life, you're going to find that things are going to make more sense, and you're able to move forward more efficiently. People wonder how I get so many things done. Well, the real secret is: a lot of other people do a lot of those things, and that's very powerful. But when I do things, which I often do, I schedule them. So when something is going to happen that I'm going to take care of, it's more often than not going to be scheduled, and this allows me to be very effective and very efficient. So, delegate where you can, there are certain things that you don't need to do and so why would you do them? Once you have the resources to delegate them, delegate them. But the things that you do need to do, the things you're really good at, the things that are you - for example, for me it's creating programs. I love doing that. That's what I do. So for things that you do make happen personally, make sure that you set aside a time in which you do that. Make sure that you control it rather than it controlling you. I also want you to realize that people with a mindset of a millionaire choose to be paid based on the results that they generate, and this is because they're confident, they can produce results. I am confident that I can produce results. Millionaires are confident that they can produce results. So, people who have a mentality

that's not of a millionaire mentality tend to choose to be paid based on other things, which really doesn't amount to them moving forward. When you find your passion, when you find what you want to do, choose to embrace the concept of being paid based on your results. This is going to drive you. It's sort of like a salesperson working for a commission, or a doctor with more and more patients. At a certain point they have enough patients, and that's okay, but the results they get are going to cause referrals or lack of referrals. They're working based on results. They're getting paid based on results. At one point or another you're going to see it in the formula of their business plan: getting paid based on results. So, people who are focused on being millionaires always insist upon, in one way or another, being paid, being compensated based on the value that they add to a situation. Now in the next module we're going to talk about expecting more. I want you to step it up. I want you to expect more. I want you to expect more of yourself than you ever have before because that's the difference. If you had yourself in a twin version of yourself, and the twin version of yourself produced more, they would get more. If they expected more that's what would cause them to produce more. So, realize that you can be a different version of yourself. You've lived one way, now it's time to live another way. You're going to start expecting more, therefore you're going to start doing more, therefore you're going to start getting more. So, in module six we're going to talk about that. I'm Dr. Steve G. Jones hoping you have outstanding day.

Think like a millionaire module six: Expect More, with Dr. Steve G. Jones. Welcome back. Welcome to the module is going to teach you how to reach in and pull out more of you. And that's what you're going to need. Now you already have everything you need: you already have the potential, you probably have most, if not all, of the knowledge that you need. And you even have the drive, but sometimes a switch needs to be flipped on. You need to turn that drive on and you need to keep it on. Millionaire mind - people who have a mindset of a millionaire, they develop strong expectations about achievements. You know, a person who is not oriented toward being a millionaire might believe that they're only capable of so much, they might think, "Well, this is my possibility and beyond that I don't know." But people who are of a millionaire mindset, well they refrain from limiting their potential, and instead they expect ongoing abundance, endless abundance. Now, I used to be of that mindset where I wasn't really focused on being a millionaire. In fact, I can honestly say that I've never really focused on being a millionaire, but there is a time when I wasn't focused on the things that would allow me to become a millionaire. I was focused on just living my life, on just doing things. Then I realized I've got to step it up. I've got to do things at a very high, very professional level, and I've got to do them consistently like

that if I want to reduce results are really going to reach out to people. If I want people telling other people about my programs, I've got to create programs that are worth talking about. And in order to do that I've got to be focused. I've got to be in it. And I have got to open up my mind to possibility of letting go of limitations. People who are oriented like a millionaire, thinking like a millionaire, believe that they have the ability to become as wealthy as they want to be. Now, for me personally, that means: I believe I have the ability to help as many people as I want to help. Because for me it is what leads to money. Now, keep in mind: for me money is not the focus, and money doesn't have to be the focus for you either. It can be helping people, or being better at your job, being better at your career, looking for your passion - that can drive you. And I suggest that, because if you just focus on money, if you just focus on going out and getting money, well, you're going to find a way to do it, but how are you going to sustain that? Because it's not something that you're following with your passion. Money for the sake of money - well, first of all that's a little boring. Second of all, it really doesn't say anything. It's sort of like when my parents suggested that I major in business. My dad suggested that: major in business, minor in computers. Because back in 80s when I started college computers was a minor - it wasn't as clearly defined as it is now. Business and computers. I thought that's interesting, but what business? Whose business? Who's business would I be running? I don't think so. So, instead I majored in psychology because that was the closest thing they had the hypnotherapy, which is what I really wanted to major in. But in mainstream education they don't have hypnotherapy as a major. There's not a doctorate in hypnotherapy in any mainstream educational program. So I focused on psychology, and then in graduate school I focused on education, since I was mainly teaching what I knew at that point to others, to the next generation. So, there's always been this focus on how I can give back. How I can help people more and more. But it wasn't always at the highest level. When I initially became an adult, and started getting out in the world, it was survival mode. I wanted to do what I had to do to survive. "Oh my goodness I'm not in my parents home anymore, what am I going to do? I've got these bills to pay - how am I going to make that happen? Eventually I started realizing that quality results come from quality work. And the higher the quality the better the result. And also if you do something the right way the first time, you don't have to do it over and over again. To do something halfheartedly, as we talked about last module, what that's going to lead to is you having to do it again. Or it not producing the results that you want. Because no one wants something that's produced halfheartedly. Think about your favorite songs. How are they produced? Probably not halfheartedly. They're probably well produced at a quality recording studio - that's what gives them that crisp sound that you want. Any movie that you like, probably well put together, not just thrown together. So, quality production leads to quality results, which

leads to people being interested in it, which leads to your bottom line being enhanced. Your wealth increasing. So, people who were not oriented like a millionaire believe that they can only get so rich, they have limits, and a lot of that is because they put limits on what they do. And how well they do it. So let go of focusing on your income, but focus on how you can do whatever it is you do to the best of your ability. This is going to grow your net worth as a whole. Not just your bank net worth, not just your investment net worth, but the net worth which comes in terms of how people perceive you. Because of that currency as well. If you have a good reputation, you can take that to the bank. You can take your good reputation for paying your bills on time, down to the bank, and get a loan based on your good reputation as reported through the credit bureaus. So, your reputation has a lot to do with your worth, with how people value you. Doesn't mean it makes you a better person, doesn't it make you any better than someone who doesn't have a lot of money, it just means that it relates to how people value you. They will actually put a number on your worth based on how credit worked you are for example. Well, people do that all the time based on the quality of things that you produce. So, the more you think about ways to grow your net worth, and what you do, a little better than you did yesterday, and tomorrow doing it better than today, than the more you're going to find that your income actually increases. And the less you'll have to worry about what you make every week, or every month. Because you'll realize that you can build exponentially on what you have, and this is going up open up your possibilities to making even more by doing more, by being more of who you are, by doing what you love to do at a much higher level. I remember a few years back I had a line of recordings that I had produced in Los Angeles, and I was thinking, "Hmm, I should redo those," because there were some things about them that I thought to be done better. And so rather than just redoing them, I thought, "Well, I can redo them. The titles that I have, I can we rerecord those titles. I can also make them longer, meaning more elaborate. I can also put different musical backgrounds behind them. I can also vary the introductions and the endings. I can also add to that list by creating products that people want that I don't have on that list. I can also create different versions of those products. So I created different version of those products, such as: platinum, and gold, and diamond. I realized this could be a much bigger project than I initially thought it would be. What I didn't realize at the time was how this would enhance my bottom line. Of how this would enhance my profits. I didn't realize that even though my goal was to just do things that I thought would help people, I didn't realize how much that would enhance my financial situation. And then I found out, and I'm able to share that with you - that if you go into something with the intention of doing it to the best of your ability, making the most out of your time, and being as thorough as possible, you're going to find that it pays off for a long time to come. So, once you

embrace this concept of expecting more of yourself, of giving back, of finding ways to help people on the biggest possible scale that you can think of, you're going to find that your financial situation improves. On the other hand, if you place expectations that are low, you're going to find that you get just what you are after. You get low returns. If you expect to make only so much money, then you're going to most likely stop once you get that amount of money. That's just logical. If you didn't place an expectation in the first place, in other words if the sky was the limit then you wouldn't stop there. You wouldn't say, "OK, check that off, I'm done." You would keep moving forward, you would keep expanding, you keep going endlessly and therefore you make an endless amount of money - hopefully you're doing it by helping an endless amount of people. You know, there are more people created every day. We're not running out of people. There are people who haven't heard of you, people haven't accessed your services, or the goods that you produce, or whatever it is that you bring to this world. There are always going to be people who can use your goods and services, or your knowledge, or whatever it is you have, who haven't used it before. Many people tend, unfortunately many people to limit themselves, in this way when it comes to their income. They say, "Well, I expected I would make X amount and then when I hit that expectation, well, I became complacent." Well, if you become complacent, if you get to where you wanted to get, and you're happy there, well, what happens? You don't make any more attempts. You don't attempt to move forward. You don't attempt to change anything. Now this is a bit of a balancing act. You want to have goals. You want to set a goal of having X amount of money up bank, or reaching this many people, that many people, and increasing that. You want to have those goals, however there shouldn't be an end to those goals. For example, if you have financial goals, you wanted 10,000 in the bank, and then 100,000, and then 1 million, then 2 million, 3 million - why would you stop at any point? Why wouldn't you just allow it to continue to grow? Now this doesn't mean that you remain greedy. This means that you remain open to the possibility of expansion. Money is nothing more than a scoreboard. It allows you to see how much value you've added to the world. You've got to realize that the money that you get will be a reward for the value that you add. Which brings me to another important point, which is: you've got to charge what you're worth. You've got to get from the world your worth. You've got to pick a price. What are you worth? What's your time worth? Put a price tag on it and get that. That's going to allow you to start getting points on that scoreboard. When you ask for more, when you value yourself and you ask for more, then you realize that you have to have the confidence to do that. When you have it on for us to do that, you've already won. If you don't get it from the person your asking, you're going to get it from someone, because you already have the confidence that it takes in order to make it happen, in order to manifest it. Now if you continue to nurture that

millionaire mindset in yourself, you're going to find that you're able to understand that you deserve to have what you are willing to fight for. When I say "fight" I don't mean something negative - I mean to insist that you are worth it. Because you are. And a lot of this happens as a natural process. For example, as you improve your skills, increase your knowledge, and gain more experience, you're going to gain more confidence, and you're also going to be perceived as more valuable. Now, I'm not talking about being egotistical, but you've got to have faith in yourself. If you know that you can back up what you're asking for with results – remember, people who are millionaire oriented want to be paid based on the results - then ask for what you deserve. After all, everyone should get what they deserve. They should be rewarded for the value they're bringing to the world. And remember, when it comes to getting what you deserve, you can always negotiate. You deserve to earn and keep as much as possible of what you do earn. Rather than expecting to settle for what others will pay, how about understanding what you're really worth? Remember, if you settle you miss out on what you can get. So if you're working for a wage I encourage you to accept lower pay, if you're starting out, if you need something, need to get something going, that's fine. I'm not saying that you should hold out for something much greater than what you're being paid now if you've got bills to pay, and you're unemployed. I'm not suggesting that at all. What I am saying is that once you are earning enough to cover the necessities, then you can start to get picky, and you can start to decide how much you're worth. And if an offer doesn't feel good to you, well, ask for a better offer. And remember, the person you're asking, or the group you're asking, isn't willing to pay that, well, if you're that confident and you know that you have the skill set to back it up, and the track record to back it up: someone's going to pay that amount. I've had numerous offers to do many things: to make programs, to work with people, to do all sorts of things, but some of them I've turned down. And why is that? Well, first of all I've got X amount of time. You can get more money, but you're not going to get more time. So, there's X amount of time in one day, so if I want to do certain things I've got to be choosy. I've got to choose how I'm going to spend my time. So, I develop certain criteria – so, my office understands now that if someone wants to work with me on a project there are certain criteria. The main one is: they've got to meet us halfway. They've got to have the ability to promote the idea as well as we do. A lot of offers I get are from people who have the best intentions, they have wonderful ideas, but they don't have the means to promote them and they want me and my office to do all of the work. Now, that's a wonderful concept, and I salute them for going for it, but what's got to be realized is that I value myself. And this is what I want to teach you. I want you to value yourself. If you've got something going for you at a certain level, and someone wants to work with you, and they're not quite at that level, that's okay, I

respect all humans, as you should, but you've got to realize that at a certain point you've got to step it up. You've got to stop taking every single offer in life and start taking the ones that make sense for you. Start taking the ones that are going to enhance your life and the lives of others as much as possible. For example, a lot of times when people want to work with me they don't have the reach that my office has to reach as many people. If I do a project with a person in that situation, what we're going to find is that I reach all of the people who already know, through my various means of social media and e-mail contact and so forth, but the person who's in it with me reaches very few people. So, what has happened? I haven't reached out to as many people as I could if I partnered with someone who had a much larger reach. So, it's a matter of working efficiently, valuing yourself and wanting to reach as many people as possible. But this, as I've said, comes with time. Initially, sometimes you need to do what you can to get your goods and services out there if that's what you're doing, if that's what you're promoting. You need to do what you need to do in order to pay the bills. Sometimes you've just got to do things that you wouldn't do further down the line. Now, I'm talking about always being in integrity of course, I'm just talking about taking offers that are not quite as stellar as you'd like them to be. They're not as up awesome as you wish they were. That's the way it goes in the beginning, and that's okay, that's part of what makes success so wonderful. Because you get to the point where you don't have to do that anymore and that's a wonderful feeling, and you're moving in that direction. Now, in the next module, module seven, we're going to talk about being smart with money. You've got to be smart with money. You're going to get money – yes, that's the path you're on – but you've got to be smart with it. You can have all the income of the world, but if it's going right back out again, what does it matter? So, we're going to talk about being smart with money in module seven. So join me for that. I'm Dr. Steve G. Jones hoping you have outstanding day.

Think like a millionaire, module seven: *Be Smart with Money* with Dr. Steve G. Jones. Hey Megan, this is module seven of cracking the millionaire mind. Module seven, it's called *Be Smart with Money*. Welcome back. Welcome to module seven. Two modules left: this one and module eight. So, I'm going to pack a lot of information in these last two modules to make sure that I leave you with something very powerful. Now this module, let's jump right in. We're talking about being smart with money. You've got to be smart with money The millionaire realizes it is not about how much you make, but what you do with it. And what you do with it often determines how much you save, how much it grows, etc. Millionaires efficiently utilize their time and money to build passive income. Delayed gratification is something that all millionaire mind understand well. Everyone who's millionaire oriented, everyone who has the mind of a

millionaire – meaning: all millionaires, and all those who are well on their way to becoming a millionaire, all of them understand the idea of delayed gratification. Most people who are millionaires didn't start out that way. They didn't inherit it. Most millionaires worked their way up to it. Some did it by just everyday jobs – they just saved really well, or invested really well. Some did it up by making major leaps. And some did by pure luck. You may be any one of those categories, or a combination of any of those categories. You know, I find the harder I work the luckier I get. As the saying goes: some people who think they're just getting lucky doing something, well, they wouldn't have that luck if they weren't right place at the right time. When you prepare yourself for an opportunity and then the opportunity present itself and you're able to take advantage of the opportunity, it may appear as luck to you, but really it's all part of your effort - what you've done to help make that possible. So, millionaires understand the value of spending wisely and creating a budget. Spending wisely and creating a budget. And you may not think that a budget should be part of the equation, but it is. Now I want to introduce you to a fascinating book that I didn't write myself, I don't get any royalties from this. If you buy it I don't make a dime, but I've read it a few times, even though it was originally written in the 90s, I believe, it's still timeless advice. That's a book called *The Millionaire Next Door*. It opened my eyes. I wasn't a millionaire when I first read it, when it first came out, and it opened my eyes to the idea of millionaires having a budget. "What a crazy idea," I thought, "a millionaire having a budget! Millionaires spend extravagantly, don't they? They buy whatever they want, don't they? They do anything they want at any time, right?" Well, that's what I used to think until I read the book, and many people who are in the millionaire category – their net worth is \$1 million or above - many people in that category live on a budget. They spend wisely, and they budget themselves, and they also budget their time. They budget their time at money because they respect it. And that's how they caught there in many cases, by having those good senses about time and money, by understanding how it's all very valuable. People who are millionaire oriented are thinking about ways to increase their wealth. Now, it doesn't mean that you're pursuing whatever you're pursuing just to get wealthy, but when you have wealth: what do you want to do? At the very least, you want to protect it. And more importantly you want to expand it. At a certain point your money can start working for you. Initially, you're going to work for money, but eventually your money is going to work for you to produce more money. Now you've got to guide that money - through investments and sometimes through lack of investments. Sometimes knowing when not to invest, but that's what's going to lead to increasing your wealth. There's nothing wrong with that. Having money and getting more money with the money you have, using it for investments - that is something very powerful and wonderful, and if you don't do that, well,

you're going to find is that due to inflation your money can become worth less and less and less. If you don't have some way for it to grow on its own. So, millionaires look into new opportunities, and constantly improve their financial situation by evaluating what works and what doesn't work. When's a good time to invest? When's a good time to get out? When's a good time to buy a house? When's a good time to rent a house? They look at things like this. So, willingness to change and be open to things is a major factor in cultivating the smarts, if you will, that you're going to need to have more and more money. Now again, this is not about greed, this is not about doing things outside of your passion to get money, this is not about pursuing money just for the sake of money. In other words, this is about respecting the money that you do have, and wanting to increase it. So, people who are millionaires or oriented toward becoming millionaires, understand the difference between wants and needs. A wealthy person got that way by living usually below their means. Isn't that fascinating? I used to think that millionaires, as I've said, live extravagantly and spend on everything they want. Most millionaires got there by living below their means, by spending less than they could. By saving, by investing, they save money by putting away little by little and watching it grow. And it's difficult to build wealth without a budget. You create one and you stick to it. People who are millionaire oriented look for ways to minimize unnecessary expenses. So, make it your business to understand all the ways to cut expenses. Nothing about a millionaire mind is frivolous. People who are millionaires are not frivolous by and large. Now, occasionally you'll see a person who inherited a lot of money, or won the lottery, or received a lot of money by becoming a celebrity overnight and they really don't understand or value money and they become frivolous with it. If you are frivolous with money, money can become a fickle friend. It can turn on you. You want to make sure that you respect money. Just like anything else. Using the law of attraction: if you want more of what you have, respect what you have. If you don't respect it, it's going to leave. You don't want that to happen. What you want to have happen is something very positive, something wonderful, which is: money inviting all of its friends. More money - that's what's going to allow you to keep up with inflation. That's going to allow you to increase your net worth, and that's what's going to allow you to be comfortable as you continue to move forward in life. So before making a purchase, or signing up for some sort of automatic payment of any kind, ask yourself whether or not you really need to have that expense? Now, having said that I also want you to realize that once you have the ability: buying quality is very powerful. If you can buy a \$300 pair of boots that's going to last 10 years and be in great condition that whole 10 years, versus buying a \$100 pair of boots every year for 10 years – well, you have saved \$700 by buying a \$300 pair of boots. They seem more expensive but actually they're less expensive, because they don't have to be

replaced. Another thing that people who respect money are thinking of constantly: buying things of value, not buying things that are poorly made, cheaply made, that are going to need to be replaced on a regular basis, but buying things that are going to last even if they seem to cost a little more, in the long run they don't cost nearly as much as something that costs less initially. Because you're not buying the same thing – you're buying something that needs to be replaced. So in most cases if you put a little thought into something you'll be able to save yourself from reducing your wealth. Reducing your wealth is not the goal here. Increasing your wealth is, or at least maintaining it and not losing wealth. You'll find ways to avoid reducing your wealth, and in some cases increasing your wealth over time by not making purchases that are not necessary. The boots example can be applied to a lot of things. It can be applied to automobiles. It can be applied to houses. Sometimes it can be applied to careers. Sometimes you may invest a little bit, get a little bit of training doing a career, that if you had invested a little bit more time and money into a “better career,” meaning something that'll produce more money and make you feel more fulfilled over time, then you're going to get a better return on that. It seems like more time and money initially, and it is, but the results far outweigh that. So I want you to start thinking like this. Think like a winner. Think like a millionaire. Think like a person who is making a plan for the long term, and not just looking for short-term results. Now, I'm a good example of someone who lives below their means. I don't buy things that I don't need. Now, some of my friends do and I salute that. Some of my friends have two cars, or five cars, or even more, and that's fine, that's what they want to do. That's fine, but I'm a great example of someone who lives below their means. I have one car. I did have two cars at one time, but they were both used cars – this was back in the 80's, and I think they each cost me just a little bit of money, I think my first car cost \$4,000. I got it used. And my second car cost about \$600, but it was a quality car. It was a well-made car and it lasted for quite some time. But nowadays, since leaving the 80's, I buy one car at a time. I have one car and that's it. And so, by doing that I'm living well below my means. I'm able to make my money work for me, because the way I figure it: I can only drive one car at a time. I'm just one person. I'm not going to drive more than one car at a given time. So, I own one car. I make sure it's a quality car, a car that's going to last a long time. A car that's not going to lose too much value - cars always lose value, unless they're older collectibles, which I don't collect, but they otherwise always good value, and that's fine, but I make sure I minimize that. And I also make sure it's a car that's going to make me feel good about myself. But I have one car. So that's one of the ways in which I live below my means. I could have multiple cars, but choose not to. A millionaire mind, a person oriented toward being a millionaire, or person who is already a millionaire, they place priority on securing their financial freedom. Things such as retirement

plans, and investing in a reliable return on investment plan are worth having. Putting your money into something that's going to produce more money. Having investments that are going to yield more than you initially put into them. Putting away money in a retirement plan is great because the taxes are deferred, so you're able to grow money without having to worry about taxes. Perfectly legal, perfectly wonderful. Now, I didn't always have the ability to do that. At a certain point I was using every penny I made just to make sure I kept on living. And that's okay if you're in that situation, because things are going to change if you continue to keep this positive powerful millionaire mindset. The more you invest in your future, the sooner you're going to be able to not have to work for money. You're going to be able to retire if you want to, or to just cherry pick, just to do things that you want to do. So, always be patient and avoid investing in it risky stocks or anything like that. Or trusting your money to someone who's promising you some kind of get-rich-quick idea. That stuff does work from time to time, but I would never advise that you do that, because there's a perfectly wonderful way to do it in which you can get your money to grow that's in a safe and consistent way. Also, if you train yourself to grow money in this way, you're going to have the discipline needed to grow more money in that way. If we're always looking for the quick fix: "Oh, what can I do? What can I do? How can I get money right away?" You're going to find yourself caught up in a pattern that's really potentially destructive. So what you should do, in my opinion, my advice to you, is to grow your money in a reliable and steady way. Look into IRA's, talk with a financial planner. Or even if you just have a handful of money: talk to a financial planner. They can give you powerful advice. They can give you free advice, so that you can solidify that bright future. Secure your financial freedom by ensuring all of your assets, and also always look for powerful investments. Always be smart when it comes to taxes and deductions and expenditures, and ways that you can well within the law make sure that your money works for you. And one of the concepts that I've been talking about is putting your money to work for you, so that you don't have to work for your money – eventually. So, aside from simply securing your future, you can learn to generate passive income by making smart money moves. There are many ways to start creating sources of income that continue to bring in money without you having to do anything after the initial work. These include: writing books, investing in a solid business, purchasing real estate and renting it out, recordings and images and so forth that you have the rights to, of course. Or that you have been granted the rights to – either you have the rights because you created them, or through a contract you have been given the rights. Creating an affiliate marketing program, and so on. The list is endless. There are a lot of ways that you can do something one time and profit forever. And the more you learn, the more ways you'll find generating income requires that little to no continuous effort on your part. Now, people

with the millionaire mind, they understand the financial impact of credit. So, you've heard the term "don't bite off more than you can chew." This is embedded into the mind of people who are wealthy. They understand that if they dig up hole that they're not able to climb out of, well, it may bring instant gratification but they may suffer later. I remember hearing a story about Simon Cowell, who became famous for critiquing people who sing, and also developing singing acts, getting behind people who sing and helping to further their careers. And he told a story of a point in his career where he had to give up his Porsche and move back in with his parents. His career seemed to be at an end. And I started looking into him, and looking up things on him, and I found out that he had recently purchased, I believe it was a \$15 million house in Beverly Hills, I believe that was the price if the source that I looked at was accurate. Obviously he had turned things around little bit since having to give up his Porsche and move back with his parents, he was able to turn things around. He mentioned in the interview that had he has decided to only pay cash for things. So, my understanding is that he turned it around in a big way. He was able to pay cash for that \$15 million house. So, turning things around is a big part of getting your life organized to think and act and do things like a millionaire. Millionaires understand the financial impact of credit. He had apparently overextended himself, he had decided to actually let go of the concept of credit, apparently, and just pay cash. That's one way to do things. You don't have to do it that way. The idea is avoiding biting off more than you can chew. Avoiding getting in over your head. People who are millionaire oriented understand that if they dig a hole they are not able to climb out of, it may bring instant gratification but later on is going to be a price to pay. So, always be aware of your credit, and understand how much you can afford. Having good credit can save you a lot of money, because it can be used your advantage. But always use it, as with any other tool, use it in the appropriate way. Now, I want to be clear that I am not a financial planner. I have zero credentials in the financial world. I don't have any financial certificate, or anything like that, I'm just sharing with you what works for me, and what's worked for other people. I'm not telling you what to do, or how to do it. I'm sharing with you things that I feel will work and have worked for other people. So, you can take that to heart if you want to, or perhaps you have your own financial ideas. But the overall idea I want to share with you is that you must pay attention to your money. You must pay attention to finances. If you leave this to someone else, which, by the way, medical doctors are notorious for. If you leave this to someone else, and you don't manage it, then you're going to find that maybe it's not there when you go to look for it. Also, people who are suddenly successful are notorious for this. People who are celebrities - they put their trust in other people. People who start generating a lot of money suddenly, tend to find someone to figure all this out, because so much is coming in they don't know what to do with it. So they find someone

else who is a “professional.” Well, I want to tell you that you must take some personal responsibility for your finances, become educated about them just like everything else. That's what millionaires do. You've got to understand what's going on if you want to maintain your money and grow more. Now, in the final module, module eight, we're going to talk about being a fearless leader - having the fearless leader mentality. That's going to propel you forward. With all this information you may be developing some fears. You may be thinking, “Oh my goodness, I've got to do this and that. I've got all these responsibilities.” Well, I want to tell you that you've got to let go of that fear, and you've got to move forward. And module eight is going to share with you how to do that. So, join me in module eight as we talk about the fearless leader mentality. I'm Dr. Steve G. Jones hoping you have an outstanding day.

Think like a millionaire, module eight: *Fearless Leader Mentality* with Dr. Steve G. Jones. Welcome back. Welcome to the final module. Welcome to the module that's going to teach you the tools you're going to need to be a fearless leader, a fearless leader in your own light. You are the leader of your life. Perhaps you've never been in charge of anything in your life, but I want you to realize that you've always been in charge of your life. You make the decisions that enhance your life, that move you forward, that allow you to achieve your dreams, and you've always done that. Things happen to you. Even as a child, and you make a decision in that moment because it you are the leader, you've always been the leader. Now, the millionaire person who has this millionaire orientation, uses fear to fuel their determination. A lot of people who aren't successful financially use fear to be afraid – they think that's the place for fear. “Well, of course fear is to be afraid. I should be afraid of something. Okay, I won't do something because I'm afraid.” The millionaire understands that fear is a tool, just like anything else. So, millionaires use it to fuel their determination. Rather than allowing fear to stop you any longer, even if you have in the past, I want you to realize that you can use it as a helpful tool. A person who's not millionaire oriented is very aware of fear, and when fear shows up, often times they run the other way. People with a millionaire orientation understand that fear should be faced head on and conquered. Now, I'm not saying to do things that are not advisable. I'm not saying to do things that are going to put you in any kind of danger. I'm talking about reaching out and doing things that you haven't done before, things that are good for you, things are going to help you expand, things are going help you grow. Fear doesn't always mean that you should be hesitant to act. In fact, a lot of the time it's a sign that you should act. A lot of times, it's just putting something front and center. Saying, “Okay, either do it or don't do it.” Now is your chance. There is a way to tell whether the fear you experience is justified or simply that feeling of self doubt and insecurity.

You know, sometimes fear happens, and it's a really good thing that it does. Maybe you're afraid to walk into a situation that's dangerous - that's great, you should be afraid of that. You should turn and run from that. That's okay. But you've got to have a way to judge so you're not turning and running from everything. If you feel like you're just about to ride a roller coaster and you have that anxious feeling of uncertainty, well, you shouldn't let that hold you back. Roller coasters are fun, they're exciting. Now, unless a doctor has told you not to do it, why wouldn't you do it? Why wouldn't you get on there and have some fun? But, if you have a gut feeling deep down, alarms are going off in your mind with logical explanations to back them up, that's something that you should address before you take a leap. Now, realize that sometimes logical explanations are just excuses, but sometimes they're really logical. They really do make sense. You really should pay attention to them. I remember a time when fear and embracing it and making my friends really paid off, and that time I was in Costa Rica with some friends who are a bit adventurous, and they were going to take a ride at night to somewhere far away. It was going to be about two or three hours. And we started off on this road in Costa Rica, and if you've ever been on a road in Costa Rica you'd know that there are a lot of potholes in the roads, and also they're very narrow. And often times there are two-lane roads going in two different directions, very close to each other with potholes. Think about all of those things now. So, you've got a situation in which you've got potholes which need to be swerved around, you've got high-speed traffic in both directions, and you're attempting to go somewhere, and it's nighttime. Doesn't sound like a formula for success. When I first started on this journey I thought, "Oh my goodness, I should turn back." But then I started thinking, "Why do I want to turn back?" Well, because I'm scared, scared that something's going to happen on the road. Then I started thinking more - well, talk to people who live here, have understanding of the potholes. Don't people who drive on roads in general, who are responsible enough to drive a car, don't they have an understanding that you should pay attention to the oncoming traffic. I started realizing that my fears were really excuses, and once I let go of them, once I became okay - oh, and another thing I didn't mention is that I was the backseat person. I was sitting in the back seat. I wasn't driving, so I didn't have controls, so I really had to let go of my fears. I had to trust that my friend knew what she was doing when driving the car, and driving all of us in the vehicle. I let go of the fear. We got there in two to three hours. Had a great time - it was actually a place at the base of a volcano, which was amazing. We ended up spending a few days there. It was an amazing experience. If I hadn't let go of that fear, I wouldn't have had that experience. Now, that isn't to say that every situation in which you experience fear is just something you should push through and do anyway. You need to be evaluating on a case-by-case basis. I'm not able to tell you that everything is safe and

advised. You need to analyze it for yourself. But what I am saying is that sometimes you can look at things as something negative, something that might cause an unfortunate situation, when really if you think it through a little further, you realize that: a lot of people do this. And it's usually okay. And you're probably going to be okay. There's a certain amount of risk in anything. And we were admittedly taking a certain amount of risk on that road, yes. But we were doing it in a very calculated way, and it worked out just fine. So, sometimes you just need to go for it, sometimes need to turn around and say "I don't think so," and there would've been nothing wrong with me saying, "Hey, let's do this during the daytime, when everyone can see each other a little better." But actually at nighttime you're more vigilant. You're watching out more. People have headlights on. So, in some ways it's safer. But my point is you've got to look at something and really analyze it, and then realize when your fear can be used as something powerful. It actually made it more exciting for me to go ahead and go through with it. It made it seem like more of an adventure. So I felt better about myself. So, rather than allowing fear to hold me back, I used it as something that fueled me and allowed me to move forward. Many people view attempts that don't work as something that they might call a failure or a sad mistake. How about looking at things that don't work as learning experience? How about looking at things that don't work as an opportunity to grow? How about looking at things that don't work as a way to move forward? Now, I'm talking specifically now about things that you work on, financially or careerwise, that don't work out. Because they're going to be those also. There are going to be things that don't work out. There are going to be things that become what you might consider a failure. You might think that's the end of the road. You might think it's something that just didn't work out, and you shouldn't do anything again. I want to tell you that that's not the way to look at it. The way to look at it, is to look at it as a learning experience. Now, some things that happen are an indication that you shouldn't do it again. So, again not everything can be categorized uniformly, across the board, as one way or another. Not everything that doesn't work out is something that you should do again. Not everything that you're afraid of is something that you should push through and do anyway. You've got to use some logic, some common sense, and you've got to make sure you've got all the factors involved, as many of them as possible when you're making your decision. Because many times, what makes the difference between a successful person, financially, and an unsuccessful person, is letting fear hold them back. The people who are successful let go of their fear in the right places, at the right times, the right opportunities, and they move forward. You're not going to fail if you don't allow your attempts to stop you. If you look at them as learning opportunities, you either learn not to do it again or you learn not to do it that way. Or you learn that you've got to get up and go for it again. All "failures" are not failures at all. If you learned

something that helps you put together the puzzle, another puzzle piece, that you can fit in, another bit of information that you have that's going to allow you to move toward your goal. So each time you “fail”, you’re actually just another step closer toward getting to where you want to be. So the next time you think you’ve failed, rather than thinking negatively and giving up, find the hidden answers that come with it and use that information to get up again, do it the right way, meaning: take the information that you've learned and adjust your course, do something different, and keep moving forward. It may take several attempts, but if you keep crossing off what doesn't work, eventually you’re left with what does work. So, once you make a decision: act on it, and see it through to success. Once you’re on that road, once you’re driving: commit to it. Once you’re a passenger, you’ve decided to be one, you’ve decided to move forward - commit to it. You're there – go for it. With every goal you set, every decision you make, I want you to keep moving forward. Giving up on your dreams is a really bad habit. I don't like the word *bad*, I don't really like the word *good* either. These are judgment calls. But when I say *bad* here, I mean a habit that's not going to allow you to reach your full potential. Giving up on your dreams is a bad habit in the sense that it inhibits you. It slows you down. That's the mentality of people who do not have a millionaire mindset embrace too frequently: giving up. The millionaire mind, the millionaire oriented person, understands that every dream they have is worth pursuing. You're always moving in some direction, so it's up to you to make sure that direction is a positive direction. Everything becomes positive if you look at it as a learning experience. So, embrace your biggest dreams, and live your life completely from that. Ask yourself whether or not every action, thought, feeling, is conducive to making your dreams come true - or working against that. And make adjustments as you go. I remember when I had my office in Beverly Hills at the Roxbury medical building, and I was living in Marina del Rey. I was renting an apartment in Marina del Rey, and I was renting my office in Beverly Hills. And most of the money that I was making, which was good money, was going towards rent. Either rent of my office or rent of my home. And I wasn't building wealth. Luckily, around that time that I noticed that, which was about 2004, my Internet business was starting to pick up because my website was developed to the point where it was starting to make money. And I was able to make a move across the country, to move to an island in Georgia which was in the Atlantic Ocean. I had a Savanna, Georgia, address, but I was able to move to an island where I was able to buy a house, start building wealth, start actually owning something and building something, instead of just giving all of my money. It's like I was running a charity for the people I rented from. I was passing money through myself. It was just passing right by. I could wave to it: “Hello money, goodbye money,” and it was gone again. But when I started putting it into something that I owned, some

real estate, because of my Internet business starting to pick up, then I was able to start building wealth. This was a huge move - moving from Marina del Rey, having an office in Beverly Hills, and moving all the way across to Georgia. One has a certain sound to it, another has a different sound to it. One sounds like the top of the world, one kind of sounds like maybe the backwoods or something. But I didn't matter, because I had my eye on the goal. The goal was to build wealth, to make this count, to make this something that made sense. I was also able to find people who could help me redo my recordings, to make them even better. I was able to hire people from the local sound design college. The college that taught people how to become sound designers, who taught people how to use ProTools, the computer software that's used in movies. I was able to hire these people directly out of the college, after they graduated and give them a good paying job, and to produce the quality of recordings that I needed. This would not have happened had I lived in California still. My money would have been going away. I wouldn't have had the resources to do this. But I was able to do that because of the move I made. So, you've got make sure that what you do is in line with your dreams, even if you're doing something that seems huge to you. You think, "Wow, I don't know if I should do that - I don't know if I can conceive of that." If it's for the greater good, and something that's going to move you forward, then stop and ask yourself why you're afraid? And why you're not doing it? So, always continue moving forward. The idea is that you never stop improving, you always continue to improve. There's no person in this world who won't benefit from advice and help. There's something they don't know. If they ask for advice they're going to get it, and usually there's something in it that's going to help them. It's up to you to soak in the help from everyone you can, and decide for yourself what you can use. A single person can do so much without the support of others, but a person who's working with others who share their vision, can do a lot more. It becomes exponential, it grows, because they start feeding their ideas into the vision and the vision grows. And when great minds get together and bounce ideas off one another, something magical happens. So, keep improving by seeking out new ways to learn, and you're going to mold that millionaire mindset. Remember that the millionaire mindset that you're developing is grateful and never forgets how far they've come. When success finally arrives, and it's going to arrive, in different bits and pieces you're going to start to feel successful today perhaps. And it's just going to get better and better. So, it's not as if you're on a journey where you're not successful, not successful, suddenly you are. No, it comes in degrees. It continues to grow. So when it arrives, at a point in which you can say, "Wow, okay - there's a substantial amount of success here." When that happens, and prosperity is abundant, I want you to always remember where you started, and the journey that it took to get there. And be thankful for all of the success, as well as the trial and

error. Because these were just learning opportunities that you took advantage of, that you used to improve yourself. And most importantly, continue to keep your mind on what's ahead. There's always something up ahead. There's always the next project, the next idea. A person who has a millionaire orientation understands that once they get wealthy, once they become rich, it's only just the beginning. Because then they can start helping others. Then they can expand their dream even more. So, always keep moving forward. I encourage you to continue this journey for the rest of your life. We've reached the end of the program. You've learned a lot. In module one you learned how to believe in yourself. In module two you learned how to make the commitment to yourself, and to your ultimate potential. In module three you learned how to see the potential even more clearly. In module four you learned that you have to be willing to learn. In module five you learned the importance of producing quality results. Now, they pay off over and over. In module six you learned how to expect more of yourself, and more of your possibilities. In module seven you learned how to be smart with money. I opened up your mind to the idea that you need to be aware of what's going on financially. In module eight, this module, you learned about the fearless leader mentality. You've got to move forward, you've got to understand that fear has its place, and you've got to understand that place in every situation. So, take this knowledge, keep learning, keep moving forward. I'm Dr. Steve G. Jones hoping you have an outstanding life.