



7

DEADLY
MISTAKES

7 Deadly Mistakes in Seeking Wealth and Success

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Introduction

Everyone makes mistakes.

I won't pretend I'm perfect, nor should anyone reading this. We've all been down that road - stumbling over our own two feet in love, business, family and everything in between.

It's how you respond to those mistakes, what you learn from them, and your ability to keep from making the same mistakes *again* that set you apart from the pack.

And that's what this book is about - it's about learning from mistakes, developing a keen sense of happiness in *everything* you do, and finding success no matter what obstacles life throws in your path.

The first step in that journey is to understand what mistakes are being made over and over again, day after day by well-meaning, ambitious people. People who are on track to success but continuously get derailed by the same seven problems, and somehow never realize they're doing it.

In the next 15 pages you are going to learn why these mistakes seem to *plague* even very successful people, and how a few simple changes can fundamentally alter your perspective to the point that you'll not only avoid these mistakes, but see them coming from a mile away.

You'll be ready for anything life can throw your way, and rather than crumpling up, you'll have a plan.

A plan that will guarantee your future happiness.

A plan that will keep you moving towards your life goals.

A plan that will keep you from feeling like you're being pulled under the waves over and over again.

Let's get started.

Deadly Mistake #1 - Avoiding Tough Questions

Life is full of tough questions.

Do I really want to be with this person?

How am I going to pay for this?

What would I prefer to do with my life?

And yet we avoid answering those questions because we're afraid of what the answers might mean. What if we've made the wrong decisions with our lives? What if we need to make a change? What if someone judges us for our answers?

There's a reason these questions are tough, and it's never fun to confront yourself and make a major decision - or worse, overturn a major decision you've ALREADY made.

But when you avoid the tough questions in life, other things can happen.

To start, you stay put. You can't move forward if you avoid asking questions and confronting situations that are holding you in place. A bad relationship. An unfulfilling job. A boring life. If you won't ask yourself how to fix these things, you'll never fix them.

At the same time, you are ignoring your instincts.

Some part of you KNOWS these questions are there, waiting to be asked. You can feel unfulfilled or unhappy inside and yet you wake up every day finding excuses to ignore those voices.

How many times have you told yourself you were overreacting to a situation, being too dramatic or just having "a bad day".

You can only lie to yourself for so long. Continue to do it and you're going to stay in that rut the rest of your life.

The Solution

When you feel surges of strong negative emotions, are upset by small issues, or simply cannot be somewhere any longer, those are signs that you need a change. Like right now.

If you ignore those signs, you are missing out on an important opportunity to reach for success in new and important ways.

You're shackling yourself and avoiding the potential solution that has been staring you in the face since you started to feel that way.

Take some time and separate yourself from the things that cause you the greatest stress. Take a weekend trip. Go to the beach. Call off work for the day. Sit at home and read. Take a bath.

Find a moment or two alone and spend those moments thinking not only about WHY you feel the way you do, but what you can do about it.

Now start asking those tough questions.

You're not going to be happy right away. In fact, you're probably going to be more than a little upset with yourself.

But the simple act of asking these questions will set you want a path towards better understanding what you want to get out of life.

That alone can bring you happiness, both in the moment and in the future.

Deadly Mistake #2 - Living the Life You've Been Told to Live

We grow up being told how life should be. What we should strive for, how we should approach things, and what is realistic to expect.

Parents. Teachers. Bosses. They all have opinions and over the course of nearly 20 years in school, you end up on a trajectory you might not have expected and may not necessarily enjoy.

But most people, even when they don't enjoy the trajectory there on, continue.

Why?

For some it is a matter of comfort. This is what you been working towards your entire life. For others, it's fear. If everyone you trust and respect is pushing you in a certain direction, shouldn't they know best?

It's hard to know exactly how you should change if something doesn't feel right. However, sometimes change is the best thing for you.

The biggest mistake you can make here is staying on a trajectory that just doesn't feel right.

Living the life you've been told to live since you were a young child, following instructions from people that don't have your specific experience, or ignoring something you've long wanted to do because it doesn't fit the artificial life plan that you've created.

These are disasters waiting to happen.

This is how you wake up in 20 or 30 years unsure how you got where you are and wishing you could take all that time back.

To be sure, there are exceptions. Sometimes you just need to make money to feed your family.

But when the alternative is clear, and simply feels out of the ordinary or off the beaten path, you can make a major mistake by staying with what you've been doing for too long.

The Solution

When you feel stuck, as though you have no options in life and is if you spent your entire life working toward something that you may not necessarily want, what do you do next?

You make a change.

Exactly what that change is and how it will affect your life depends on a number of factors.

But the moment you commit to making a change, accept the fact that life is going to be different from how you know it, and stop listening to people who don't understand what you want to get out of your life, you're going to feel amazing!

This can be a difficult time. Changing everything you feel and believe about the world around you can be disorienting.

You might feel lost. You might feel confused. You might feel as though everything that came before was for nothing.

The truth is the exact opposite, however. Everything that came before prepared you to make this decision and take action to change your life for the better.

The key is to be willing to make that change, to step outside of your comfort zone and rediscover your dreams and desires.

Success and happiness are not waiting for you at the end of a cubicle lined brick road. You have to reach out and grab them, and if you let yourself be pushed down a career path you didn't choose, you may never be able to do so.

So keep this in mind today as you go to work, come home, see your family, and decide how to take the next step towards happiness and success.

The path you've been waiting for is right in front of you, waiting for you to step foot on it and take action once and for all.

Deadly Mistake #3 - Hating Your Job

This is a tricky one.

A lot of people dislike what they do for a living. Many have a good reason for doing so. Maybe they haven't asked those tough questions yet. Maybe they're stuck because of medical bills or obligations to family.

Maybe they just don't know how to step off the path and look for new solutions.

The bottom line is that, for whatever reason they feel lost, they do in fact feel lost, and there's not much they can do about it without taking action.

Instead of taking action, many people simply start to hate their job. They wake up every day dreading the drive to work, dreading the time spent with their coworkers, and hating everything they do.

The negativity this generates can be a major obstacle when it comes time to feel motivated about anything.

You spend literally 10 to 12 hours every single day bathing in negativity. And while some of those negative thoughts are perfectly natural, others are manufactured as you dwell on just how much you dislike what you are doing.

You have significantly greater control over how you think and feel than you realize.

At any time, you can make a major change in your perspective, evaluating and overhauling the way you interact with the world.

But if you hate your job, stop listening to the people around you, and determine well in advance that every day is going to be a horrible day, it will be exceptionally hard to overcome those negative thoughts and empower yourself to take action that will move you to the career and life path that you're looking for.

The Solution

It's not easy to stop hating your job. After all there's a very good reason why you feel that way.

Whether it's the way you're treated at work, the lack of fulfillment you feel on the job, low pay, long hours, or a particular person or persons that treat you poorly, your feelings are perfectly justified.

That's why the solution starts within.

Peace, success, and happiness are all born within. How you feel and how you perceive the world will ultimately reflect in how you interact with it.

As they say, those who see the proverbial glass is half-full are more willing to look positively at everything around them.

Find people at work with whom you can relate. Work with them to think positively and enjoy the experience of going to work. Learn new things and grow your knowledge so that you can prepare for your next step in this long journey of life. Develop new skills, create new relationships, and prepare for your next job.

No matter how bad a situation is, there's always an opportunity to learn, grow, and develop new experiences that will help you in the future.

You might hate your job today, but by taking advantage of the resources it offers, developing relationships with the people you work with, and working towards a goal, whether internally or at a different location, you can overcome those negative feelings and use the experience for your betterment.

It's not easy.

It's going to take some time, and you're going to need help from the people you love and care about.

Discuss with your spouse and friends the support that you're looking for, and how you're trying to change your perspective. It might take time, but with the right focus and right attention to positive thoughts you can make it happen.

Deadly Mistake #4 - Falling Into a Rut and Staying There

This goes right along with number three. If you hate your job, why are you still there? You have children, bills to pay, and other things that keep you from making major life changes. That's a good enough reason.

If you don't have these things, fear of the unknown and lack of information are what keep you from taking action.

In either case, nine times out of 10 people fail to take action because they're stuck in a rut and they're comfortable there.

How can you be comfortable if you're miserable? It has to do with the basic needs we have.

Human beings are hardwired for only a handful of things. Our brains seek out and gather only the most essential tools and resources needed to live. So you're going to gather what you need to pay your bills and feed your family. Combined with the human fear of loss (it's a lot scarier to lose something than it is joyful to gain something) and you can grow "comfortable" in just about any position.

Sometimes are you stuck.

Sometimes you simply don't have a choice.

But a lot of the time, we tell ourselves we are "stuck" to avoid having to make a decision or take an action. That's a scary place to be.

The best way to achieve anything in life is to step outside of your comfort zone and try something NEW.

Whether that means applying for a job that you wouldn't normally think you can get, going to a networking event and focusing on the CEO of a major client, or learning a new skill or language that will improve your desirability when applying for your NEXT job, you can gain valuable life experience and step outside of your comfort zone all at the same time.

Those who remain locked into a single location, never taking action, and always stumbling from one spot to the next, never quite sure what to do with themselves, this is a problem.

The Solution

At a certain point, you need to take action.

That's the message here - take action. That doesn't mean you have to get results right away. Don't hold yourself to an unrealistic standard that will only leave you feeling dejected and let down three months from now.

But don't sit there and do nothing either.

Don't come home and complain about how horrible your job is every night and then spend four hours watching TV. Take action to make things better.

Learn a new language. Get certified with a certain type of software. Start a website. Heck, start your own business.

Because at the end of the day, the truth of the matter is this - your future and your happiness are in your own hands.

If you don't take action to make them a reality, you're giving control over your life to someone else.

Your boss. Your spouse. Your friends.

You're saying *I'm not comfortable making these decisions - make them for me*, and it probably means you'll stay in the same disappointing job, making the same amount of money and never learning anything new, for years to come.

If that's as frustrating to read as it is to type, I know you're ready to do something about it.

Now is the time to take action - to get off the couch and go out there - to find someone or something that will help you climb out of that stupor brought on by years of following someone's else's path and to take action.

If you are ready for that moment, then you are ready to never make this mistake again and that alone will make you happier and help you find greater success than you would ever expect.

Deadly Mistake #5 - Deferring Happiness

Here's how most people think life will go.

Go to college

Get a boring job

Work for 40 years

Retire and enjoy the fruits of 40 years worth of work

Really? You have to wait 40 years to even start to enjoy all the years you put in? Why?

I'm not saying that you can retire tomorrow or that you'll be happy right away. But there's no reason to settle and accept your "fate" of misery for 40+ years, just for the potential promise of 20 or so years in retirement, if that.

It depresses me to even think of it that way, and it should depress you too because millions of people make this mistake every year, and put themselves into a hole so deep they'll never be able to come out of it and make smarter, more focused decisions for their life.

It goes beyond mere work. How many times have you been miserable for days, weeks or even months when working toward a goal. Focusing so much on the end result that you never took more than five seconds to think about how you would get there?

We all do it at some point, and it's a sure way to never truly be happy.

There can be happiness in every minute of every day, but not if you force yourself to wait on it - to sit back and let it come to you over the course of months rather than finding reasons to be happy every single day.

The journey is a reward in its own right and deferring happiness or living only for those small moments of triumph when they occur will keep you constantly seeking something just out of reach.

The Solution

There is no clear solution for this problem. However, you can start thinking about the here and now instead of the future.

One of the most life changing movements in business the last decade or so has been the elimination of the "deferred happiness" plan.

The "work for 40 years and retire" mentality that most of us are raised to have and that keeps so many people locked into the same job in the same location and with the same problems for year after year, most of our lives.

How many people do you know that are working somewhere they HATE because retirement is only 5 years away? 10 years away? Heck, maybe it's still 20 years away, but they're halfway in, so why not keep working, right?

It's an awful place to be, but if you keep putting off your OWN happiness and letting work and life suck you dry of any energy and keep you from attempting the things you want to achieve in life, you're going to be there too and it's not as far away as you might think.

The solution is to live for the here and now.

To be excited for new opportunities and to try new things that you would never have considered before. The solution is be someone who isn't content to sit back and let life pass them by, but that will continue finding new ways to push forward, even when life gets hard.

You are going to have hard days. There will be times when you don't want to get up and go to work. When the only thing you want to do is give up.

If you live for the moment, enjoy the experiences as they come, and don't expect yourself to hold off for 40 or more years, these moments will become much easier to deal with.

It shortens the distance between here and tomorrow.

And when the distances are shorter, they become much more manageable and much more enjoyable.

Today I want you to take a moment, think about when the last time you let yourself be excited about something was. When was the last time you didn't make yourself wait for something to happen? When was the last time you took action because you wanted to make something happen, and wanted to be happy.

Let's make today that day.

Deadly Mistake #6 - Fearing Failure

“The greatest mistake you can make in life is to be continually fearing you will make one.”

- Elbert Hubbard

It's human nature to fear failure. Ten thousand years ago, failure meant getting eaten by a mountain lion or not feeding your family, and that my friends is terrifying.

Today failure is not always so dire. A missed bill payment, a bad review at work, or a blown job interview can certainly hurt and you're going to be upset - it's only natural - but they are only single events in the grand scheme of things.

A single moment of failure rarely means someone in your family goes hungry or you lose your home.

What failure means is that you tried and maybe things didn't go as planned, but you at least tried, and in all likelihood, you learned from your actions. That alone is more than most people in your situation would do and it helps set you apart in a society filled with people who are happy to sit back and wait for life to pass them by.

But why do we fear failure so much?

Part of it is the feeling of social judgment that we worry about. No one wants others to look at them and see their failure. They don't want to be judged for their decisions, nor do they want someone to think less of them because they were unable to achieve something.

We focus so heavily on the bad things that happen when we fail that we often miss all the good things that come with it.

Yes, failure is a good thing.

When we fail, we learn. We learn so much, in fact, that many of the most successful entrepreneurs and business owners in the world will cite their failures more often than their successes when discussing how they got where they got.

These moments don't happen by accident. Somebody willing to take chances and try new things is bound to fail. Nobody succeeds 100% of the time.

And because people are willing to take action and try new things, they are capable of putting themselves in positions to succeed. Not only do you learn from every failure you make, but because you are taking action, it's much more likely that you will succeed in another situation.

Who is likely to get a job faster? Somebody who applies to one job and fails in the interview or somebody who applies to 30 jobs and fails in 29 interviews? Regardless of the number of rejections they receive, the second person will always be hired first because they're willing to learn from their mistakes and try again.

The Solution

There is no cure for fear. You will always be afraid that things won't work out as you expect them to.

There will be moments when you don't know what to do and can't imagine yourself finding success, even if you try that much harder.

It's normal. And sometimes no matter how hard you try, and how much you know on an intellectual level that you should try again, you can't get yourself to do it.

This is normal too.

Those who are successful, however, and those who find happiness no matter what life throws their way, or those who are willing to take action and risks without fear of failure.

The fear will always be there, but when the action is taken, these individuals set it aside and look forward. They think of what they're going to learn, what they could potentially achieve, and what the next step will bring them.

So the solution is simple.

Step outside of your comfort zone, take action, no matter how terrifying it might feel, and be prepared for what comes next.

I can't promise you that you will succeed, but I can promise that you will learn something. Whether it's about your future career, your personal strengths, or yourself in general, you're going to learn how to perform better next time, failure or not.

Deadly Mistake #7 - Applying Negative Labels to Your Efforts

There are three phrases I hear more often than any others in my position. I work with so many people and many of them are at their wits' end, unsure what to do with their lives or how to take the next step in life.

And yet when I offer suggestions or coach them to take some of the actions we've been talking about in this report, I hear things like:

I'm not good enough

I'm too stupid

I'm just going to mess it up

People don't trust me like that

There are a million and one excuses and labels people apply to themselves every day that keep them from taking action and it has to change.

You cannot and will not succeed if you tell yourself you are stupid. This does two things. First it plants the idea in your head that you ARE stupid. Second, it sets you up to fail as your actions will reflect that belief.

Our minds are incredible machines and they can reflect almost anything we tell ourselves in action. If you are confident and sure of yourself, you are much more likely to succeed.

And if you are negative and label yourself negatively, you are more likely to fail. It's a self-fulfilling, negative prophecy and it sets you up for failure before you even try - and not the good kind of failure.

Labels are a poison we feed ourselves (and others) based on everything else we've been talking about in this report:

- What friends and family say to you
- What you have experienced before
- Your fears of failure and success
- Your unwillingness to change
- Your commitment to deferred happiness

These labels are designed to keep you locked into those roles, to be stuck in a position that you have been in for a very long time and that will ultimately only hurt you if you're not careful.

That is not a good place to be, no matter what your goals are in life.

The Solution

To overcome the negative labels you've given yourself over the years, you have to maintain an open mind. You have to be willing and able to create new possibilities, to believe that you are not only better, but smarter and more capable of anything you ever imagined.

It's a lot easier than you might believe. As I mentioned, the human mind is incredible. What you tell yourself and what you believe can directly reflect on your reality.

When you were born, you were born pure and capable of anything.

Your mind was a blank slate open to the wonders of the universe, and however you've gotten to where you are now, it's possible to go back to that pure, seed moment and start over.

More importantly, you can draw upon your limitless potential at any time, you just need to believe.

While dressing the part, holding your head high, exercising daily, eating better, and smiling more often can certainly help you improve your physical confidence, you also need to improve your emotional confidence.

Emotional confidence comes from within. It requires positive thoughts and positive energy fed by what you tell yourself.

Whenever you find yourself starting to say something negative, either silently or aloud, replace it with a positive thought. Tell yourself

I am intelligent and capable of anything

I am good enough to do anything I put my mind to

I am going to succeed and have fun

People trust me to do my best

Replace those negative thoughts with positive thoughts, and then go one step further. Spend every day repeating these positive thoughts to yourself, even when you are already in a good mood.

When you install positivity in your subconscious mind and feed it every day with the fuel of positive actions and thoughts, you will become capable of anything. More importantly,

you will banish those negative thoughts and never again need to worry about what other people think or what is holding you back.

You CAN do anything.

Conclusion

There's more to avoiding failure than simple awareness of the pitfalls in front of you. But just knowing what is there goes a LONG way toward ensuring you don't fall in.

My hope, with the 7 deadly mistakes I've just shared with you, is that you now know how to avoid making them yourself.

If nothing else, you'll know what to look for when you start to move forward on your career path toward those goals you've been dreaming of for so many years.

When that time comes, and when something crops up that could potentially derail everything you've done to get there, you'll be ready, and that alone is something not many people can say.

More importantly, though, you can start focusing on what will make you happy and lead toward success, rather than fearing the unknown.

Fear is a strange emotion - one that can cripple and topple even the best prepared individuals - people who would otherwise be unflappable. The fear of what *could* be there and what *could* happen is so great in some situations that people have NO IDEA how to respond to it.

You now know exactly what could happen and how to avoid it. That, my friends, is a fantastic tool and one that so few people have. Use it wisely and do your best to avoid the potential pitfalls you could fall into.

If you are ready to make these moves, reread this report and think again about each of the mistakes listed and how you make them every day of your life.

Now what changes can you make? Small, almost imperceptible changes to how you think, act, dress and interact with other people can all have an immensely positive effect on you and the people around you.

Even if negativity comes from outside of you, from the people, friends, family and coworkers in your life, you can offset it with positive energy.

There are certainly actions you can take, but 9 times out of 10 it is your mindset and willingness to make changes on the inside that will have the biggest and most striking impact on your perspective of the world.

When you do that, these mistakes will become a thing of the past and you will be capable of nearly anything you put your mind to.