

# 19 Secrets of Super Success

How to Master the Conscious and Unconscious Habits  
That Could Make You a Super Success



by  
**Lynn Pierce**

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## **19 Secrets of Super Success**

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## Preface

Are you living the life of your dreams? Charlie “Tremendous” Jones, author of the bestselling book “Life is Tremendous” says, “You’ll be the same person five years from now except for the people you meet and the books you read.”

I think that’s a great start, but in my experience, it takes several factors to make you a different person five years from now. And if you use all twenty steps you find here, you can be a dramatically different person as little as 30 days from now.

Before you give yourself the excuse that this may work for other people, but it won’t work for you, let me assure you that these principles are universal and work exactly the same for everyone, everywhere. Tomorrow you could go to any corner of the world, teach these principles to someone else and watch their life be transformed.

This is my own personal success system that I’ve developed through over 25 years of research, and trial and error. I reveal to you some very personal experiences. Some I’m not proud of, but I think it’s more important to be honest than to protect my ego.

Sharing my experiences will serve to give you some insight into your own sub-conscious motivations and save you from making the same mistakes. The road to abundance is not an escalator to the top. Everyone has bumps in their personal road. Learn from your mistakes; don’t curse them.

Before we start, let me give you the short version of how I began my journey. I was born into a middle income, Middle America family, and the oldest of 3 kids. My parents, high school graduates, both worked. I was an

average student. I made an unenthusiastic attempt at college and then went into real estate. I didn't start out with any special advantages.

I actually started with some disadvantages compared to people who grew up in a loving, supportive environment. My family was not the touchy-feely type and compliments were not given. I learned what I did wrong, not what I did right.

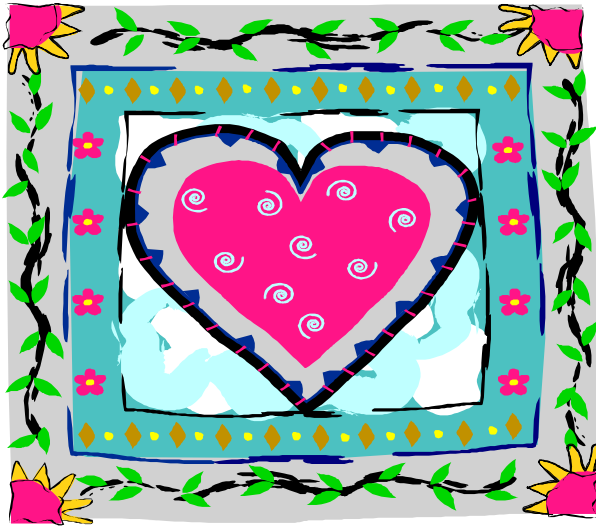
I grew up with very low self-esteem and few friends. I was a loner; I didn't participate in group activities. We moved about every two years so I was always the new kid in school. Needless to say, I was incredibly shy.

Becoming a person who talks in front of groups for a living was quite a transformation. About 15 years after high school, I caught up with an old friend and when I told her what I did for a living, she was speechless. It was incomprehensible that the quiet little wallflower she had known was now in sales.

Surprisingly enough, what did start me on the path to discover this formula for success was a class I took on time management. They recommended a list of books, that once I started reading, changed my life forever. Well, maybe Charlie was right after all.

I consider these nineteen secrets the building blocks of abundance. They form a pyramid based on the role they play in creating an abundant life.

# 1. Daily Spiritual Practice



Do you believe in some kind of higher power? If this seems like a strange place to begin, you may be wondering what this has to do with our topic. Daily spiritual practice is the foundation everything else builds upon to create an abundant life. Great thinkers, inventors, artists, statesman and philosophers down through the ages have credited their spiritual connection for their success.

In studying many of the wealthiest and most successful enlightened millionaires, I found most start their day with an hour of spiritually oriented reading and meditation. Yes, I said an hour. It seems like a lot of time for busy successful people, but taking this time is what sets the tone for the day and gives them the energy they need for an incredibly busy life. They also tend to go to bed later and get up earlier than the rest of the population.

How different would your life be a year from now if you added 365 more hours of positively spent time to your year? If you normally work a 40-hour week, you've just added nine weeks to your year, devoted totally to your

personal success. And you thought you didn't have time for anything else in your life!

Enlightened millionaires are different from other millionaires whose main focus may be just on accumulating money. Enlightened millionaires have a life purpose that serves others. This purpose is bigger than they are. It takes over the focus of their lives.

Through their service to the world they have become wealthy beyond their wildest dreams. These millionaires work harder than most people I know, when they don't need to work at all. They are driven by their higher purpose and the message they want to give to the world. It is their song to sing and they feel the need to do it as strongly as the need to breathe.

They freely share their knowledge and their money with the world to make it a better place for everyone. These are the people who are truly making a difference in the world. We all owe them a debt of gratitude for their willingness to come forward and lead. They make things happen not just for profit, but because it's the right thing to do. The energy to take on the work they do comes from the foundation of their daily spiritual practice.

Would you like to be incredibly wealthy, full of energy and purpose, living a life that makes you outrageously happy? What changes are you willing to make today to create the life of your dreams? If it wasn't going to take any effort or any changes, you'd be incredibly wealthy and wildly successful now. If you don't already have everything you want, you have to ask yourself, "How much effort is the life of my dreams worth to me?"

In the years that I've been following this practice, I've seen a tremendous increase in energy, focus, creativity and abundance. Yes, there are many days I don't feel like getting up early, but I've been doing it long enough that I know the difference in the days I do and the days I

don't, and it's just not worth the extra time in bed to sacrifice the benefits of the calmness and level of focus it brings.

You can start with something as simple as being grateful for the opportunity of another day. Marshall Sylver, the world's greatest hypnotist, suggests jumping out of bed every morning and saying what a beautiful day it is, filled with love, opportunity and abundance. Some people find yoga and other types of exercise to be meditative as well.

Any type of daily spiritual practice will keep you uplifted while you achieve your successes and grounded in the truth of who you are. *The Course in Miracles* says "You would never be afraid if you knew who walked beside you." You're never alone in your pursuits. What would you begin today if you believed you didn't have to do it by yourself?



## 2. Take Responsibility for Your Life



Taking responsibility makes it possible for you to experience the total pleasure of the abundance you achieve. To fully be responsible you must take responsibility for the good and the seemingly bad in your life, for your positive habits as well as your negative habits.

Then you take steps to change what doesn't contribute to your success. When you take responsibility you experience the accomplishment of your goals at a much higher level than if you only take credit for the good that comes into your life and blame someone else for the rest.

Responsibility is about your personal integrity and the boundaries you have set in your life. Super successful people are very clear on what they stand for in their lives, as well as what is unacceptable. Decision-making becomes much easier in your business and personal life when you have this foundation.

Taking responsibility for what you want your life to look like takes the option of blaming someone else out of the

equation. A great benefit is that it serves to strengthen your resolve and speeds you toward your goals. It does this by cutting off all the excess baggage that you've labeled as other people. Now it's all up to you and you make the choices. Taking responsibility streamlines your process.

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**Action Step**  
**Create a Personal Manifesto**

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A manifesto is a series of statements clarifying what you stand for in your life as well as what you won't stand for. Having a personal manifesto helps keep you focused on who you are and the purpose of your life. I created mine as a certificate with a personalized manifesto logo and it's up on the wall in front of my desk. If you would like to receive my report "What Do You Stand For? A No B.S. Guide to Creating a Personal Manifesto" simply [click here](#) to receive your copy now.

In life you are either a doer or a blamer. Blamers make excuses while doers put their money where their mouth is. Which have you been? The reason I say have been, is because you can make a decision at any given moment to take responsibility and change the way you've been living your life. Are you achieving what you want or are you blaming someone else for not having achieved your goals?

The reality is, it's always been your choice. Blame allows you to play small, and as Marianne Williamson, author of "A Return to Love" says, your playing small doesn't serve you or the world. Take responsibility for being huge! Be the biggest you that you can be and watch the world respond with super success.

Be able to laugh at yourself. Being responsible isn't the same as taking things seriously or being stuffy. It's much easier to get over something that doesn't go well when you can laugh at yourself. Stop taking your life so personally. Most things that happen are not personal, they just are. Super successful people know what other people say or do is always about who that person, not about them.

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**Action Step**  
**Look at Your Core Beliefs**

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Are your beliefs empowering you to live your fullest life or are they bogging you down in fear? Changing the way you view yourself creates the biggest changes in your life. Don't be a victim or a martyr. Never give up. Be yourself.

### 3. Recognize Your Fears and Overcome Them



Overcoming your fears creates a powerfully exhilarating feeling. It builds self-esteem by changing your self-concept. It allows you to confidently take on new challenges. On the other hand, there is nothing more debilitating than letting your fears stop you from living the life you are meant to live.

Fear is an acronym for **F**alse **E**vidence **A**ppearing **R**eal. There is no greater loss to the world than missing out on your unique contribution because you are afraid to fail or afraid you don't have anything worth contributing.

We all have special gifts and talents. There's only one thing separating most people from the super successful; it's looking at your fears and making the decision that your goals are bigger than your fear and moving forward. Don't let your fears keep you stuck where you are.

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**Action Step**  
**Banish Fear From Your Life**

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Are fear based limiting beliefs running your life? Do this exercise. Make 3 columns on a piece of paper. List all your fears in the first column and in the next column write down what's the worst thing that can happen if they come true and in a third column right down what your solution would be.

If you feel the need to discuss your limiting beliefs with someone, take the first five minutes to describe the problem and the rest of the time talking about what good is to come out of it and brainstorm a solution.

The reality is 95% of your fears will never be experienced. And now that you know the worst thing that can happen, and how you're going to resolve it, there's no reason to live with fear any longer. Make living in the present a way of life and you've already eliminated a high percentage of worry that leads to experiencing fear.

Everyone fails at something in his or her lives, even the most successful people. But the super successful treat failure differently than ordinary people. They see failures or setbacks as a guidepost to what doesn't work and what changes need to be made to bring you one step closer to success.

Super successful people have no shame in failure; they celebrate it and move on. Every day ordinary people are realizing their dreams because they took action in the face of their fears. They didn't wait for all the right contacts or every piece of information. They went for it, and so can you.

One surprisingly powerful way I've found to overcome my fears, I found totally by accident. It just dawned on me one day that this is how I frequently overcome deep-seated fears. Let me share it with you.

When you are involved in a project that is bigger than yourself, something that will help other people, you forget all about your own personal fear. When it's not about you it's much easier to move through your fears. It doesn't have to be ending hunger, just something to pull you out of your comfort zone.

Here's a story of how I overcame one of my fears, being noticed. I always tried to be invisible. I grew up with very low self-esteem and was incredibly self-conscious. I didn't like to draw too much attention to myself so one of my defenses was to dress very conservatively.

So how did I start modeling? Nobody that really knew me would have believed it in a million years. I did it because a friend asked for my help. So it wasn't about me, it was about helping someone else.

I shopped at her store and loved her clothes. She asked me to help her out when she lost a regular model for a weekly hotel show. I was scared to death, but I only had to do it this one time.

Incredibly, the number of sales from the show increased with me modeling, so she asked me to stay. Since I was helping her increase her business, and I liked being helpful, I said yes.

It became clear to me that my mousy self-concept was almost the opposite of how other people saw me. I started modeling for other stores, doing big runway shows and some print ads. I loved it.

The biggest benefit was not that I changed my wardrobe, but that I totally changed my self-concept. I had overcome a major fear of mine that had stopped me from saying yes to many opportunities.

## 4. High Self-Esteem



Every day I hear people from all walks of life saying things that literally cut them off from total abundance. Things like “I just can’t seem to get ahead.” or “I can’t believe I always do such stupid things.” It’s such a shame because it’s so unnecessary.

If you were fully aware of how you talk to yourself and to the world about who you are, chances are, you’d be shocked. We’re all guilty of this to some small degree, but for many it is debilitating.

Are you talking yourself out of living your fullest life with the self-concept you’ve created? Who do you tell yourself you are with your self-talk? Which of these 2 scenarios is closest to your self-talk? Are you saying to yourself, “This is the year I’m going straight to the top?” “This is the year I become a superstar.” “I’ve got everything going for me and this is my year.”

Or are you telling yourself, “Things don’t look like they’re going to be much better this year, in fact it might be a little worse than last year?” “Maybe it’s time for some belt tightening, I don’t want to take any chances.” “You never know what could happen, better safe than sorry.” Is there any doubt in your mind which one of these examples shows the confidence that comes with



high-self esteem and which demonstrates low self-esteem?

Which type of self-talk creates a better atmosphere for living an abundant life? What do you think is the difference in income between people with these two types of self-talk? What kind of goals do you think each of these people has? Who is having more fun and excitement in their life? Who do you want to be?

Your level of self-esteem sets the bar for everything about you. Every decision you make is filtered through your self-concept. Your self-concept is the out picturing of your self-esteem. So, what you do for a living, your friends, whether you are in a relationship and with whom, how much money you make, what kind of house you live in, the car you drive, how you spend your free time, even your vacations are all a reflection of your level of self-esteem. Changing what you believe about yourself will change your life in an instant.

The person with low self-esteem is always feeling stuck and trapped by their fear. Fear, along with low self-esteem, eventually leads to self-sabotage. I know. For years I was the queen of self-sabotage. My self-image was not consistent with how the world saw me. I achieved a great deal of success selling real estate when I was in my early twenties.

I would literally look in the mirror trying to find the strong assertive person the outside world was seeing. All I could see was someone who was putting up a big front to appear cool. I was very confused by my success when I was young because I had nothing in my life to relate it to.

At the time I wasn't sure why I was getting all this money and acclaim. I didn't think I was worthy of it. I thought I didn't deserve success or happiness. I achieved

the level of success I did because I was highly skilled, but my low self-esteem drove me to through it all away.

Let me tell you the consequences of my low self-esteem and self-sabotage. First, my personal life: I always felt unworthy of my first husband, but you wouldn't have known it by the way I treated him. In my self-sabotaging brain, I decided the way to keep him was to tear him down to my low level so he would think he was lucky to have anyone, even me. Then he wouldn't leave me.

Eventually I got tired of all the hard work that strategy took, so I totally shocked him one day by announcing I wanted a divorce. Therefore, I was the one to end it and save face before he could leave me. So I divorced a man who loved me and made me happy, as happy as I was capable of being.

I still get a sick feeling in the pit of my stomach thinking about how I hurt myself and other people with my low self-esteem. Don't ever kid yourself into thinking your level of self-esteem isn't influencing the quality of life for people who are involved with your life.

In my business life, the self-sabotage was much more straightforward. I would achieve a great deal of success until it got too uncomfortable for my self-image to handle and then I would destroy it. I would make my job into something undesirable by having a conflict with someone or a philosophical difference where I would have to leave to maintain my higher ground. Some of these were pretty elaborate, so I could feel superior when I left.

As you can see, my twenties were a turbulent time of growth and self-discovery that lead to recognizing and overcoming these self-destructive behaviors. If you have never done this yourself, you have probably witnessed this behavior at some point and wondered what was going on in that persons head to make them do this.

Both of these examples happen more often than you would like to think. I have seen them played out by friends and co-workers over and over throughout the years. They are much easier to spot for someone like myself who used to be a self-saboteur.

So for people who act this way, self-sabotage is a self-fulfilling prophecy to put them back in their comfort zone of “I knew it would all go away sooner or later. Nothing good ever lasts.” See, I grew up in the land of “Who do you think you are?” This is still a common message kids receive today. It can be difficult reconciling success with that message. Without a strong positive self-image, all success is temporary.

Another self-fulfilling prophecy is that if you “act as if” you are self-assured, confident, knowledgeable and fun to be with, you will become exactly that. You’ve heard the saying, “Fake it until you make it.” This is not being phony. Making a change to be more positive about yourself has to start somewhere and this is the first step.

People will be drawn to you. You will find people wanting to do business with you, wanting your opinion. You will have great friendships. It’s all up to you. So, what kind of information are you feeding your self-image?

High self-esteem is an inside job. No one else can give it to you. So how do you develop high self-esteem? The best thing you can do is surround yourself with positive supportive people. The key is to choose to believe the good things they tell you about yourself.

You will begin to see evidence that all the great things other people see in you are true. The more you do this the more easily you believe it and you begin to accept it as fact. Before you know it, you not only accept abundance, you expect it.

The key to self-esteem is that your opinion is the only one that counts.

How many times have you seen people you thought had everything destroy their life because they didn't value themselves? High self-esteem is a gift you can only give to yourself. It's a very valuable gift. It creates an environment within you allowing you to believe anything is possible and attainable in your life.

If you want to make more money you must first believe you are capable of earning more and deserving of it. You will then set goals and create a plan to achieve them because you have a high enough level of self-esteem to create it.

When you have a strong self-concept grounded in reality, it is consistent with the feedback you receive from the world. Self-esteem builds your self-concept. It requires attention and care to be maintained. It's not as simple as saying you feel good about yourself and that's the end of it.

Did you know that your self-talk comes at the rate of a magazine page full of text every single minute of the day? That's a lot of talking to yourself. If you fill your mind with positive input, it's pretty good bet that most of your self-talk will also be positive.

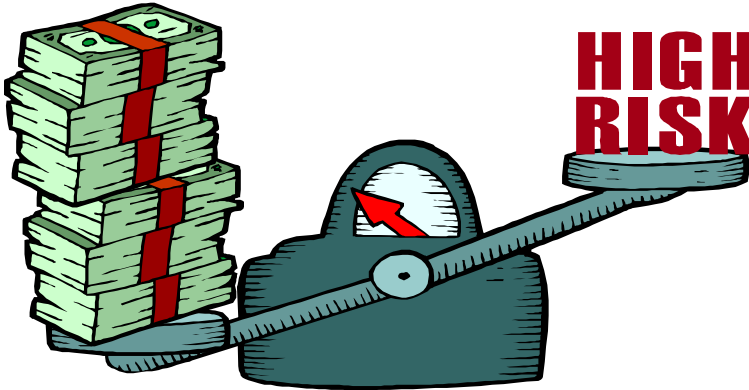
When you take responsibility for your life and take back control over your decisions, you automatically raise your self-esteem. People with high self-esteem are totally in charge of their world and don't blame outside circumstances, past or present. They know it is up to them to take what happens in life and give it as much or little meaning as they choose.

One way to absolutely raise your self-esteem is to decide to become a master of some area of your life. It could be an aspect of your job or a hobby. For example, with your

job, start small by taking on one aspect of your job that you know could use improvement or finding some skill you could acquire that would get you a raise or recognition.

Whatever it is, just making the commitment to learn to do something really well will raise your self-confidence in that area. Self-confidence builds self-esteem. How do you feel about yourself when you do something really well? The more things you can learn to do well, the higher your self-esteem.

## 5. Be a Well-Informed and Intelligent Risk Taker



Learn from your mistakes. It may not be the most fun way to learn, but super successful people turn lemons into lemonade by finding the positive lesson in everything that happens. Always be learning. The more you continue your education, the fewer mistakes you will make and the quicker you will know how to correct them.

Read a minimum of one book a month on a subject you want to learn more about. Read at least one magazine or newsletter a month to stay on the cutting edge of your profession. Just imagine how different your life will be a year from now when you have read and implemented this additional information. What would that level of information do for your ability to be an intelligent risk taker?

Implementing is the key. Reading the book may be intellectually stimulating, but you're wasting your time if there is no practical application that follows. A good tip for getting more out of your reading is to read and take notes as if you had to go out and teach the material when you finish. You learn on a much deeper level every time you do.

Be flexible, resourceful and resilient. Super successful people respond creatively and imaginatively by seeing the big picture. They are able to bounce back from resistance rather than be broken by it. Think outside the box by being flexible enough to look at other perspectives and options.

Greatness comes from continuing through to the finish in the face of resistance. Flexibility gives you the power to return to your center. Your personal manifesto keeps you focused on who you are and what your purpose is.

Get expert advice and then follow your own intuition. Let me tell you what happened to me when I didn't follow this advice. Almost 20 years ago a respected person in my community was involved in a gold mining investment. They said they had gotten a lot of money out of it in the previous year. I had a gut feeling that something wasn't right, but I dismissed it because they knew more about this kind of thing than I did.

It was my first investment and it was substantial. I trusted this person and felt even better about it when I found out a couple of my coworkers were investing as well. Based solely on their recommendation, and doing no research on my own, I invested. Long story short, about a year later, I received a letter from a government agency telling me the whole thing was a scam. I was so embarrassed and felt so stupid, I never told anyone (except for you).

These days I have a much different investment strategy. I highly recommend spending the money to be mentored by an expert. Every new thing I've learned in the last few years I have taken the time and spent the money to be mentored by an expert. In the end I have saved immeasurable time and tons of money! Now I have profits instead of losses.

Mentors are invaluable. There is no such thing as a self-made millionaire. Everyone has help. You can go a long way toward super success with books and tapes. Eventually you will want to have mentors that you communicate with and interact with on a regular basis. There are great mentors in your hometown.

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**Action Step**  
**Take a Millionaire to Lunch**

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Ask someone you admire to tell you how he or she achieved his or her success. You may be surprised to find how willing they would be to pass on what they have learned from their mentors to you.

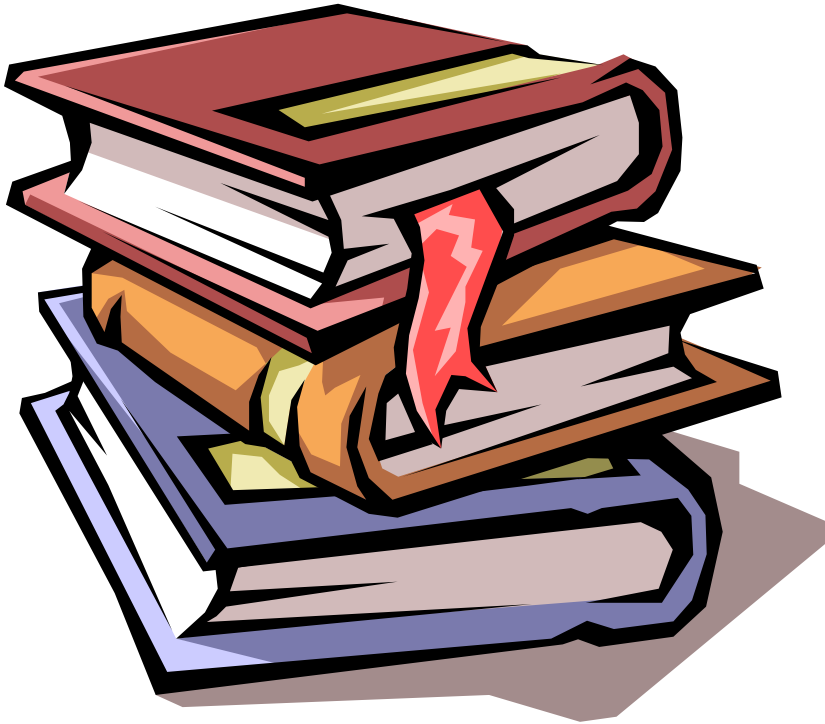
An attitude of openness to possibility is essential. Keep your eyes and ears open and have enough faith in yourself to make quick decisions and go for it. Don't ever be afraid to pay someone for their knowledge.

The rewards you reap in saving years of trial and error, not to mention the strong possibility you may have never learned what they are willing to teach you, is more than worth the investment.

It's a good idea to associate with the people who are already where you want to go. Only listen to people who have big goals for themselves and are willing to do what it takes to be successful. Don't make the mistake of asking someone for advice who hasn't done what you plan to do.



## 6. Inspirational Books and Tapes



What books are you currently reading? What tapes are in your car? One of the quickest ways to master anything is to read books and listen to tapes on the subject. If you are reading novels or listening to music in your car, you're missing out on a major key to success. People who have achieved a high level of abundance in their lives generally read 2-3 inspirational books a week. They aren't parked in front of the TV all night.

You are probably thinking that you barely have the time to do the things in your life now, and how could you possibly add anything else. But, that's exactly the point. We all have the same 24 hours in each day. Since you can't add hours, it's up to you to decide how to spend the ones you have. You can also read while you are waiting in line, or for an appointment.

To create the life of your dreams, you will have to make some new choices in how you spend your time. If it were

possible for you to achieve your goals by doing what you're doing now, you would already have everything you want. Tony Robbins says, "Don't let a groove become a grave." You can't create a new life with the habits that created the one you have now.

If you are reading about something you are passionate about, isn't it much easier to find the time? With a plan for creating your future, you can get excited about what you need to learn to make it happen. The more real your plan is, the quicker you'll want to get through every book that can aid you in the achievement of your goals.

Just as when you were a child and books magically took you to places you had never traveled to before, inspirational books will guide you to becoming the person you want to be. More often than not, we don't grow up with unlimited funds, love, and guidance. So it becomes your responsibility to improve your life. If you don't have the support system you would like to have in your personal life, you can find it in books and on tapes.

Every millionaire I have met has had many things to overcome in their lives. Not one of them was born into a life of ease. They have dealt with circumstances ranging from total poverty, being abandoned as a child, abuse, depression, illness, divorce, to business loss and bankruptcy.

This reality should shatter all the excuses you've been using in your life for why you can't succeed. Inspirational books and tapes were the beginning of their road to success. These books and tapes will quickly start you on the road to your dreams.

Let me give you an example of a few very abundant people I know that are big readers. Robert Allen, real estate guru and author of many best selling books including my favorite, "Multiple Streams of Income", reads several books at a time by leaving them in various

rooms in his house so a book is always available. Cynthia Brian, co-author of the best selling “Chicken Soup for the Gardeners Soul” and author of “Be the Star You Are”, finds it easy to read several books a week because she carries a book everywhere and spends at least 2 hours a night reading instead of watching TV.

David Anderson of “Famous Dave's” has really raised the bar. He’s a self-proclaimed night owl, sleeping on average five hours a night. He not only reads 2-3 books a week, but 20-30 magazines a month! He’s excited about his life and reads continually for self-development and to stay current on business trends. I could give many more examples of people who are constantly learning yet living a very busy, fun and exciting life, but I think you get the idea.

Now that you know that books and tapes could be the answer to creating the life of your dreams, how many books do you think you could find time to read each week? You say you want more from your life, but are you willing to move outside your comfort zone just a little to make it happen? Maybe a book a week seems too unbelievable to you. Make a commitment to yourself to read one book this month, or in two weeks. Then when you see it’s not so difficult, up your quota.

Without motivational and inspirational books and tapes, I certainly wouldn’t have anything close to the fabulous life I have now. Books and tapes gave me the vision and the possibility that my life could be different. In high school I came across two books that opened up a whole new world for me. *Games People Play* and *I’m O.K., You’re O.K.* I know, I’m dating myself now, but they told me my life could change. I didn't have to continue in the direction I was going and best of all I didn't have to believe who people told me I was.

The most important part of reading and listening to tapes is that you implement what you learn. Put it into practice; don’t just read for the sake of reading. If you

don't use the information to transform your life, you are just wasting your time. Nothing will happen. It would be like thinking you knew how to play golf just because you read a book about golf.

Did you know Americans spend an average of an hour a day in their car? An optometrist I know, Dr. Edward Paul, became a millionaire in less than a year. He says the one thing that made this possible was listening to personal growth tapes instead of the radio in his car. He went so far as to cut the antennae off his car with bolt cutters!

How many tapes do you listen to each week? How many hours do you spend in your car where you could be learning something? Remember, 1 hour a day equals 9 40-hour workweeks a year. So far we've added 18 weeks of productivity to your year and we're only on the 3<sup>rd</sup> key!

Tapes have had a huge impact on my life since being introduced to them as a Realtor in Florida over 20 years ago. I was transformed by J. Douglas Edwards's sales techniques and Earl Nightingale's "The Strangest Secret", you are what you think about all day long.

I was hooked and I became a faithful client of Nightingale-Conant. If listening to tapes in the car is the only positive thing you do, that alone can change the course of your life. And the best part is, it's easy. You just put the tape in and listen.

If you still feel short of time for reading, tapes are the answer. Besides the time you spend in the car, you can listen to tapes while you are getting ready in the morning and ready for bed at night. Besides all the personal development and business tape series you can get from Nightingale-Conant, you can listen to books on tape as well.

Wayne Dyer and Denis Waitley's tapes got me through some very difficult times in my life by raising my self-esteem and giving me the positive reinforcement I needed. Denis Waitley's tape series, "The Psychology of Winning," is the all-time best selling program on self-mastery. And I've listened to Wayne Dyer's early tapes so many times I can tell his stories just as good as he can!

When you listen to self-development tapes on a regular basis, just by osmosis alone, you will find yourself more confident, calmer and more positive. You will notice the effects not only in your personal life, but also in your business. Negative things that used to set you off will no longer bother you in the same way. Listening to tapes takes very little effort and the rewards are substantial. Be open to letting the information in.

## 7. Have a Passion that Drives You



Your passion will create your dreams. Do you know what your passion in life is or are you still looking for it? If you're still looking, these questions will help.

- ❖ What really excites you in your life?
- ❖ What do you do that gives you so much pleasure you lose track of time?
- ❖ What topics do you read about or see on the news that really get you fired-up?
- ❖ What do you love doing so much you'd be willing to do it for free?

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### **Action Step**

#### **Create Your Vision Statement**

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Super successful people have a vision of exactly what they want their life to look like now, next year, in 5 years, 10, 20, 50 and even 100 years from now. What kind of legacy do you plan to leave behind? When the world remembers you, what do you want to be remembered for?

Once you find your true passion, you can grow beyond your own self-concept by creating a vision of yourself as you choose to be. See yourself as already having everything you really want in your life. See yourself pushing right through your fears to the other side.

Spend time dreaming and visualizing. If you're like super successful people, you've used visualizing all your life and just didn't label it. You may have called it day-dreaming and thought it was something you shouldn't be spending your time doing.

As a teenager I found myself thinking about a boy I liked before I went to sleep at night and then having a dream about him. After this happened a few times I experimented to see if I could influence what I wanted to dream about by focusing on a subject before going to sleep. I quickly found I could also use this same process to solve problems and achieve goals.

Super successful people have a burning desire, a definiteness of purpose. They take daily steps toward turning their dreams into goals. Believe in yourself enough to move forward with positive anticipation. Be careful to only share dreams with other visionaries. Plan dreamtime every week.

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**Action Step**  
**Have a Vision Planning Day**

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At least one day out of the year take a trip away from home for the specific purpose of planning your vision for the year. My husband and I call this our yearly summit. Not only is it fun, but I've found that we get a much clearer idea of what we want to accomplish during the

year and how to create a plan for it's achievement when we're not at home.

It's more than just not being interrupted. There's something about what a change of place does to stimulate the brain. We come home with a clear plan for all of our projects for the year and action steps to take them to completion.

Here's one of my favorite exercises for visualizing your future I've been doing this for years. It's my own version of Tony Robbins' rocking chair test. I close my eyes and see myself 5 years from now. I'm driving up to my dream home. I see the house coming into view as I approach the driveway. I visualize what the air smells like and the sounds I hear as I drive up to the house.

Do this with me now. You are driving up to your dream home. Put yourself in the picture, don't be standing on the outside watching yourself like a movie. Be there now, 5 years in the future. Where is your dream home that you're living in? What is the location or area? Is it in the mountains, on the ocean or desert? What kind of landscape? Is it a wooded lot, desert landscape, or tropical? What time of year is it? Get out of your car and shut the door. What kind of car are you driving, what color? Are you in the driveway or in the garage? Where are you coming home from? A great vacation, work you love, a fun activity?

What style of house is it? What do you see when you first step into your home? What's the view out the windows? What's going on when you walk in? Is it quiet and peaceful, is your people there, how about pets? Who greets you? What do you smell? Is there a favorite fragrance in the air? Is there a wonderful smell coming from the kitchen? What do you hear? Is there music playing, what kind? Is it the crackling of a fireplace or possibly the sound of the ocean coming from outside?



Walk through the house; see every detail of each room. What kind of feeling does it give you? What style of furniture do you have? Is your house a designer showcase, made for entertaining or comfortable and casual? Are the floors carpeted, wood or natural stone? What kind of personal objects do you see in each room? Is there art and collectibles from your travels? Are there family photos? Do you have plants and fresh cut flowers in your home, how about candles?

What's your favorite room? Go there now and remember what you love about this room, what makes it special? Look all around and soak up every detail. What kind of seating is there? What do you see on the walls? Are they painted a color or are they white? What kind of lighting is in the room? Is there bright light from windows, soft light of table lamps or a ceiling light?

While you're relaxing in the comfort of your favorite room, think about what it took for you to own this incredible home? What do you enjoy about this house? How do you spend your time here? Who lives here with you? Do you have a personal chef, a gardener or a housekeeper? What kind of work have you now hired someone else to do for you?

Go into your office. What do you see? Is it big or small? What kind of view does it have? What sounds do you hear? Is there anyone else there with you? What are you currently working on? Is your work area overflowing with books and papers or is it neat and clean? What's on the walls? Family photos, vacation pictures, awards, plaques, trophies? What are they from? What have you accomplished in the last 5 years that you are most proud of?

Now walk out into the backyard as the sun goes down. Have a seat and relax. What do you see? How are you feeling? What do you hear? Who is with you? Take the end of this day to contemplate your life and be grateful

for all you have. Complete the picture of your dream life as the sun sets.

How did that exercise make you feel? Write down everything you can remember about your dream home and your life 5 years from now. The more often you do this, the more your dream will begin to manifest. Also, doing it on a regular basis is one way to guarantee that your dream is always congruent with your current goals in life. This exercise will help you to take your dream and turn it into tangible goals.

If you are interested in having an audio version of the dream home visualization, as well as all of the other visualizations I use in my work, send me an email at [lynn@changeonething.com](mailto:lynn@changeonething.com)  
Put dream home tape in the subject line and I'll let you know how you can purchase this new program.

## 8. Set Big, Outrageous Goals



By dreaming big and setting big goals, an amazing thing happens. In a very short period of time, you will notice a lot of the goals you thought were huge when you wrote them are starting to manifest. You achieve more than you ever thought was possible. If you look at your list of goals a year from now, you'll be shocked at how many you're able to cross off your list as accomplished. You have no idea what you are capable of, so go for it all.

Goals have to be big to be effective. You'll never achieve greatness by setting small goals. Make them big enough to be a real challenge, but not so big you feel it's impossible. Your goals need to be so absolutely clear you can easily explain them to others. When they are clear, you're focused like a laser. You need to have a high level of enthusiasm to create the drive and energy to accomplish your goals.

Add more goals to your list and make them even more outrageous! What seems out of reach now is not out of reach forever. Something magical happens when you take what was a dream and commit it to paper and make a plan. It becomes an achievable goal. You wouldn't have the idea in the first place if somewhere inside you, you didn't already have the capability of achieving it.

Just do it! What's the worst thing that could happen?  
You can do anything you believe you can.

You grow and expand by setting goals that require you to stretch. Now break it down to measurable steps. It's hard to stay excited about a goal when you can't see any progress.

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**Action Step**  
**Reward Yourself**

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Set up rewards at different levels of achievement.  
Remember to enjoy the whole process.

The difference between goals and dreams is that goals are clearly defined and you work toward them every day. Did you know only 3% of people have written goals? Only 10% of these can tell you what they will be doing five years from now, much less 20.

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**Action Step**  
**Create Your Goal Card**

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I have a card that sits at the base of my monitor with my top goals for the year on it. It's staring me in the face every minute I spend at my desk. I have another goal card I carry in my purse, so every time I grab my keys or anything else in that little pocket, I am reminded of my goals. You should physically take out your goal card and read it out loud at least 4 times a day.

Earl Nightingale, in “The Strangest Secret”, taught that you are what you think about all day long. You choose what you spend most of your time focused on.

Increasing your awareness of the contents of your self-talk as well as being aware of all the absent-minded mind chatter will help you keep your thoughts positively focused on what you really want.

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### **Action Step**

#### **Change Your Vocabulary**

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Watch for weak words in your vocabulary and exchange them for more empowering words. Changing language is a simple action that will change how you think about yourself and your life. Make sure you aren't spending more time thinking about what you don't want than what you do. Remember that what you resist persists because you get what you put your attention on.

Using the goal card I just mentioned insures that several times a day you will be thinking about your goals. If you have huge goals, and you take steps toward them every day, you have a much better chance of achieving them than just having a vague target in you head.

You need a concrete, step by step, written plan. If you need help with the goals process, I have a great goal clarifying process I'd be glad to share with you. The best part is it's quick and easy. You'll be clear in no time exactly what your top goals are.

Don't let yourself be talked out of your goals by negative people. Have you ever had someone tell you not to do something or that it wasn't going to work? So you didn't do it because you gave someone else the power to tell you what you were or weren't capable of.

Do you have something in your life you wish you had gone for, but you let someone talk you out of it? Has that made you more cautious about whom you tell your goals to? Some people even decide they can't be disappointed if they don't make goals in the first place. I know that's you or you wouldn't be reading this. Unfortunately that's exactly what happens to many people before they are even adults.

I told my high school counselor I wanted to be a Realtor and was practically laughed out of his office. He gave me his list of reasons, which included things like I was too young. Even though I disagreed with his analysis, he was an authority figure and I went along with what he said.

I went to school for something I wasn't interested in and then promptly went into real estate when I turned 22. For many years I held a grudge about that experience and wondered what my life would have been like if I would have gone into real estate four years earlier. When someone shoots down your dreams, just remind yourself that you simply were talking to the wrong person.

Only share your goals with people who will be positive and supportive. The more of these people you can find, the more accountable you are. It speeds up goal achievement for those of us that might procrastinate a little. As soon as I got the idea for my first book, I told a couple hundred people I was writing a book.

I was so excited about becoming a writer; I couldn't help but tell people. I didn't think about people constantly asking me how the book is coming, and later, "Is your book finished yet?" Having to answer to all those people, many of whom I'm sure I never even told, made it easier to finish because I was running out of reasons why it wasn't done. At least reasons that made sense.

One day I realized that telling people was the best thing I could have done for a couple reasons. First, to be congruent with myself I couldn't use excuses that weren't true, although there were times I wished I could have just said, "My dog ate it and I had to start over."

Secondly, because I am a person who keeps her word, all the excuses were starting to make me feel uncomfortable. Something just wasn't ringing true, even though the reasons I wasn't finished were plausible. Who was I trying to convince? I really needed to look at the real reason I wasn't finishing. That, of course, was my own fear.

Have you ever had this experience with something in your life? Because of who I am, it was impossible for me to not follow through to completion after I went public. I would do whatever it took to make it happen because I said I was going to do it. Does that same motivation make you work like crazy to achieve your goals? If it doesn't, what would work for you? You have to make your personal stake big enough that once you've set it, you know you won't go back.

The way you see your life is due in large part to the goals you set for yourself and how much effort you put towards achieving them. Your goals serve as a blueprint or guideline for how you function every day and what you spend your time on. How do you decide if something is a good use of your time if you have no criteria to base it on? How do you know if you're heading in the right direction?

Most people quit when they are 95% of the way to reaching their goals. Why? They had no way of measuring where they were, so they just gave up when it took too long or got too hard. Super successful people have a plan for reflecting on their life so they're aware of which goals they're achieving and how quickly. Do you have a written plan?

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**Action Step**  
**Write Your Goals Daily**

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A tip I got from Brian Tracy, author and motivational speaker, is to write your top goals every day without looking at what you wrote the day before. These are your top 3 goals for the future, not a daily to do list. Write them in the present tense as if they are already manifest and soon they will be.

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**Action Step**  
**Plan Your Day Ahead**

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Before ending your working day, set your schedule for the next day. It gives the business day a sense of completion and relieves your mind of wondering what you have to do tomorrow. It also helps you to switch gears and be totally present in your personal life.

You'll sleep more soundly. Then while you sleep your sub-conscious goes to work on your agenda for the next day. You'll find by using this system your work goes more quickly and difficulties are easily resolved.

When you write your list, go back and number your projects with #1 being your highest priority. In the morning do #1 until it's finished and then go on to #2 and work on that until it's finished and go on through your day the same way.



This way you complete your most important tasks every day rather than filling hours with easily accomplished busy work, just to make it look like you're doing something.

## 9. Visualize Your Dreams and Goals



You must have dreams to have goals and those goals create your life plan. Do you set aside time to think about what the life of your dreams would look like? Who would be in it? What would you be doing? Where would you be living? What would you be contributing to the world? Most importantly, when will you be living it?

The answers to these and many other questions about your life can be discovered through visualization. All you need to do is ask yourself the question and close your eyes. Quiet your mind as much as possible and you will begin to create a picture in your mind of the answer to your question.

Some people wonder whether their sub-conscious is really giving the information or if they're consciously creating it because it's what they want to see. It doesn't

matter! Whatever you see in your mind is what you are supposed to see. Don't over think things. Over thinking leads to inaction.

Visualization is the most important part of creating your dreams. You have to be able to totally put yourself in the picture. Not like watching a movie of yourself, but actually seeing through your own eyes the future you desire. That's what it means to think from your goals, not of your goals.

You can think of your goals all day long, but if the power of visualization is added to the process, you have totally changed the dynamic. Now it's more than hoping and repeating your goals. Now you can feel the energy of the end result because you have been there.

Visualization leads to taking the action needed to create your goals. Action comes much more easily when you are in the picture. Why do you think people use the term, "He's in the picture" as meaning that someone is now sold on whatever it is you're trying to convince them of?

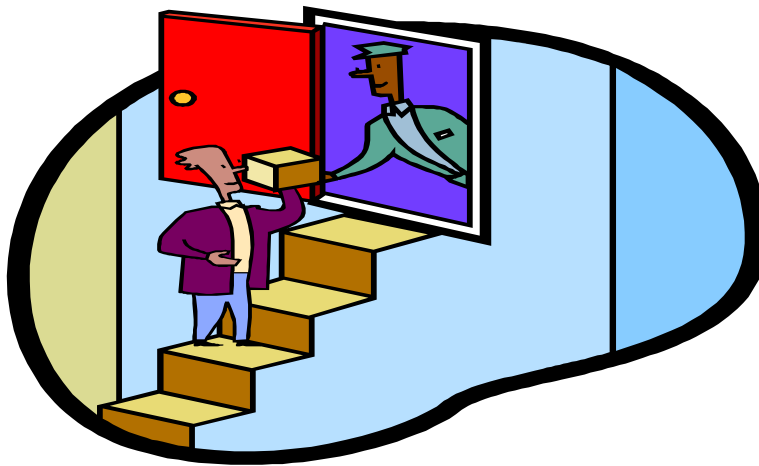
Your brain can't tell the difference between what you visualize and what is real. That's why when you visualize bad things happen, your body reacts physically to the imagined threat. You have naturally done this negative visualization all your life; it's called worrying. We have all worried in our lives. So you've already had a lot of practice visualizing. Now let's practice visualizing something positive.

So you take the same process you used for creating pictures of terrible things happening that you worried about and use it to visualize having your goals already achieved. Visualize reaching them and how it feels. Visualize doing whatever it takes to reach your goals. Visualize how great it feels to tell people how you went about creating your abundant life.

A great visualization you can do is visualizing what it will take to reach your goals. You are actually asking your sub-conscious to show you a movie, with you in the starring role, of what steps you will take to create the life of your dreams. Your mind already knows the exact solution to what you want or you wouldn't have had the capacity to dream it in the first place.

I've been a student of goals for over 20 years and have learned from the best. I've seen the demonstrations in my mentor's lives of how someone who is already wildly successful still uses goals every day to keep their life on track and propel it into the stratosphere.

## 10. Create opportunities



One of the most important factors in creating opportunities is to hold the belief that the universe is a place of unlimited abundance. If you believe that opportunities are overflowing in your life on a daily basis, you are open to receiving all the universe has to offer.

On the other hand, if you believe abundance is a pie and if one person takes a big piece, there isn't enough left for you, you will never achieve super success. Opportunities don't come to you when you are living in a state of mind dominated by fear and lack.

Make a commitment to yourself to be open to things showing up from unexpected sources and in unconventional ways. I have made this a cornerstone of my life. Incredible things have happened for me since I have adopted the "open to anything coming into my life" attitude. So many, in fact, that I could write a book about all the opportunities I've manifested by having this attitude.

I'm telling you...this is huge. Don't limit yourself by only accepting opportunity if it looks exactly the way you

expected. Be specific about what you want, but not attached to the package it shows up in or who delivers it.

God always has a much bigger dream for you than what you have for yourself. By being too attached to the outcome, you limit the true abundance available to you. I remind myself of this with the phrase, “This or something better.” The better is usually something totally beyond my conception.

I’ll give you a personal example. I recently applied for a protégé program that I really wanted to be a part of very much. There were hundreds of people trying to get one of ten openings. After an initial phone interview, I filled out a lengthy application and waited to hear from the approval committee.

When I heard back from them that I was accepted, I was shocked and surprised to find it wasn’t for the primary project I was working on, it was for something on the application I hadn’t even given a second thought to. I was just answering all the questions.

Little did I know this other business expertise I have is in high demand in the marketplace now and they want me to develop a product around it. This knowledge is so natural to me, it’s like breathing. I would have never imagined it could make me a multi-millionaire!

I would have totally missed the opportunity to provide a great service to people, not to mention the opportunity to make a fortune, if I was so focused on my current project I wasn’t open to looking in another direction.

I understood I needed to be flexible and open to unexpected opportunities that may show up looking a little or a lot different than I had expected. I said I would be more than willing to take my current product and reposition it for another market. I wasn’t attached to the title.

It was shocking to find that many times, someone given an opportunity like this says no because they're so invested in what their opportunity is going to look like that they convince themselves this isn't it. These are the same people who sit around wondering why they have such bad luck that things just don't happen for them!

Opportunities for greatness require you to be unattached to the outcome. This example also brings to light the fact that many times you don't see your own special talents as clearly as others do because to you they are just a part of who you are. Your mentors see more in you than you see in yourself.

If you ask super successful people if they are leading the life they were meant to live, what do you think their answer would be? Yes, of course! Are you living the life you are meant to? What would you be doing differently if you knew you only had one year to live? Why aren't you already doing it? What are you waiting for?

One of the easiest ways to create opportunities is through effective networking and mastermind groups. Networking groups exist in nearly every city. If you live somewhere that you can't find one, that's no excuse for not networking. Start your own group! Then you have the luxury of picking all the members personally.

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## **Action Step**

### **Create a Mastermind Group**

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When creating a mastermind group, look for like-minded individuals with similar goals and values to yours.

Ultimately, you want to mastermind with people that are already where you want to be. It's not necessary that you have members in the same industry.

If you are clear on what your needs are and what challenges you want help with, you will be amazed at the resources you'll find in a good mastermind group.

You've now created a network of all of the member's spheres of influence as well, not just the people in your group.

Acting your way into a new way of being is a powerful tool. I can't say enough about the value of taking time each day to visualize your life the way you want it to be.

Don't ask yourself "why" questions. Ask how and what, they will give you much more powerful answers. The best question I can ask you to help you get the opportunities you want is, "If I was an all powerful being in your field and I could solve any 3 problems for you, what would they be? What could I help you achieve?"

I learned this question from Lori Prokop, best selling author and one of my mentors. If you find yourself responding with, "I don't know", my next question to you is, "I know you don't know, but if you did know, what would it be?" Use the answers you come up with to create a powerful statement of what you are currently working to achieve.



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**Action Step**  
**Visualize Your Dream Life**

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This visualization is similar to the dream home process we did in Secret #7. Close your eyes and take a deep breath. Take yourself to the dream life you are living 5 years from now. What does your dream life look like?

Focus on where the opportunities you've created for yourself in those five years have taken you. Experience fully what those opportunities have manifested in your life. Look around you now and see the material manifestation of your success. What things have you surrounded yourself with?

Are you driving the car of your dreams? Do you have the latest electronic equipment? Have you taken vacations to exotic places? Are you wearing expensive clothes and jewelry? Do you collect original art? What are you doing with your money now?

Remember each opportunity that has taken you through these last five years to get you to the pinnacle of super success you are at now. How do you feel about yourself? Are you proud of yourself for what you have accomplished?

Did you acknowledge your fears and go forward anyway? How have these accomplishments changed who you have become? What have these opportunities allowed you to contribute to the world and the people who are important to you?

Look around and see what you have been able to manifest because of the opportunities you created for yourself. Where do you go from here? Spend a few minutes in the middle of all your accomplishments planning your next opportunity.

## 11. Mentoring



Who are your mentors? All successful people have mentors. You'll get farther, much faster when you have someone else's path to follow. Sir Isaac Newton said, "If I have achieved more it is because I have stood on the shoulders of giants."

Why go it alone and figure everything out for yourself? There's no reason to spend your time reinventing the wheel. Find a person you admire in your field and find out how they achieved their success.

If you can't find someone you know personally to be your mentor, the library is filled with many great biographies of inspiring people. Your mentors don't have to be exclusively in your field. They can be world leaders; people who have exhibited great courage, or anyone who's story serves to inspire you to ask more of yourself.

Up until the last 2 years all of my mentors came from books and tapes. Since then I've had the opportunity to meet them in person. Wayne Dyer was my 1<sup>st</sup> mentor. As he grew and changed on his path, I was right behind him, for more than 20 years now. By sharing his personal journey he has helped me to grow and become a better person. His impact on me has been huge. Two years ago I had my first chance to meet him in person. Because I'd read all his books and listened to his tapes over and over, I felt like I was meeting an old friend.

Zig Ziglar, Brian Tracy and Tony Robbins mentored my business success in much the same way. As a beginner in sales I turned to Zig Ziglar for my introduction into how to be an honest, helpful salesperson. One of the biggest lessons I learned from Zig that I have incorporated as a guiding principle in my life is that if you help enough people get what they want, you will get what you want. Brian Tracy is one of the greatest business speakers I've heard and his "Psychology of Achievement" tape series is one of my favorites. Every time I do Tony Robbins's "Personal Power" tapes I have a major shift in my thinking and my life.

As I transitioned to become an infopreneur and speaker, Mark Victor Hansen, Bob Proctor and Robert Allen became powerful mentors for me. Because of their comprehensive approach, every area of my life has changed in focus and quality. Their programs have also led me to many other great experts in specialized fields.

Besides being role models for how I want to be in the world I have had the opportunity to read their books, listen to their tapes, attend seminars and be on weekly teleclasses. I've met them and have pictures of each of them with their arm around my shoulder on my success wall. Mark Victor Hansen taught me the power of having pictures taken with your mentors to serve as a reminder of how your life has changed already and what you are working towards.

When I look up at all my mentor pictures, I smile to myself. There's an incredible sense of empowerment and destiny when people you admire are looking back from those pictures saying, "You can do it, I believe in you."

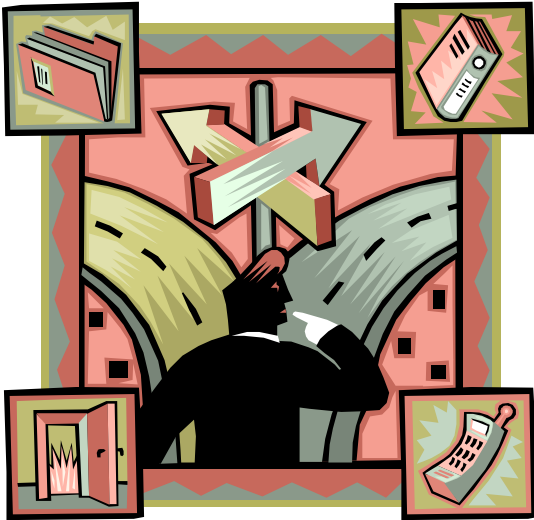
Have you attended at least one seminar in the last year? The positive energy of networking with like-minded people creates a truly powerful experience. The friendships and business connections I've made with people at these events are invaluable. So any time you have a chance to become a part of an organization of positive, forward thinking people, do it.

At one seminar I went to a casual conversation with a woman served as an inspiration for the direction of my first book. Everything I am doing today started with that innocent conversation, who would have guessed? Another person I met at the same seminar is responsible for pointing me in the right direction to start my speaking career.

Have you done teleclasses or teleseminars with your mentors? Telephone mentoring is becoming a staple of most mentoring programs. It gives you access to very busy, successful people. These people could either be prohibitively expensive to consult with or not available time wise any other way.

It also gives you the ability to interact on a one on one basis with your mentor and other students. It's an incredible learning opportunity you should take advantage of. There are often free teleclasses to introduce a new product or low cost 4-week mentoring classes offered by many speakers and authors.

## 12. Know You Always Have Choices



Do you know the saying "wherever you go, there you are"? Even though you always take yourself wherever you go you do have a choice of who you'll be when you get there. Here's something to think about. If you don't realize you are doing exactly what you want to be doing in each moment or you would be doing something else, then you are not being honest with yourself.

You may think you don't want to work where you work or be in the relationship you're in etc., but if that were really true you would be doing something to change the situation. There is always another choice if you want to look for it. The reality is it's easier to have things remain the same. Ouch!

Your brain is always processing information and making choices sub-consciously. Like which hand to use to pick something up or which way to turn. You use the same process to decide how to spend your time. Change the criteria your brain uses to make decisions and you'll change the choices you make. Your personal manifesto and the plan you create from your goals will give your

brain the input it needs to change your processing criteria.

What are the criteria you use to make your choices? Have you ever thought about it before? It goes back to looking at who you see yourself as and what you told yourself about your life up until this point. Once you have that information, you can look at what still is true and work towards what you want to achieve.

Eliminate or replace everything else. It's like spring-cleaning your living space and then going up into the attic and going through all the stuff you didn't even remember you had. Some of the stuff you realize you want to bring out and use. Other things you throw away because you don't want them anymore. Now do the same spring-cleaning with your mind.

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**Action Step**  
**Spring Clean your Mind**

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One area I did a major spring-cleaning in a few years ago was my image of my worthiness as a friend. When I went up into the attic of my brain, the stuff I found there was really old. I had been judging myself by criteria a child had set up! How ridiculous is that?

So I looked at every piece of information and where it started. Does it fit who I am today or is this not true about me? What I noticed was that I had taken the facts of my life and came to some erroneous conclusions. The facts were that I only had one friend at a time when I was young, I was ill a lot as a child and missed school, and because I grew up moving quite often, I was always the new kid. You get the picture.

I took these facts and somehow decided I wasn't meant to have friends, I wasn't worthy of people liking me, and it didn't pay to have friends anyway because I was always moving. So for the next 20 years or so, I lived with this as my criteria I filtered everything through to make decisions about friendship.

There were some good things I uncovered in the attic. People thought I was funny and fun to be around. I had told myself they just felt sorry for me. When I looked at this, I knew it wasn't true. So I brought out the fun and funny part of me. I also found I had buried the fact that people thought I was interesting and they enjoyed talking to me and getting my advice. I had told myself they were humoring me. So I dusted that off and brought it out.

When I finished my spring-cleaning, I had released a lot of old misinformation about myself. I swept out the attic and took the parts I liked and brought them downstairs to be a part of who I was. Everything else I threw away. That allowed me to be a good friend and let people into my life.

I now remembered the truth about me. I am funny and fun to be with. I am interesting and people like spending time with me. This spring-cleaning cleared the path for me to develop some great and long lasting friendships. I no longer was operating with outdated criteria for deciding who I am.

You can use this process to redefine any area of your life that isn't at the level you would like it to be. You can actually picture yourself going up into your attic and looking at any aspect of your life. When you do this, all your core beliefs about this part of yourself will become clear.



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## **Action Step** **Study Success**

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Study other successful people and see what choices they made to get where they are today. Read at least one biography of a successful person each month for the inside scoop on how someone else achieved greatness. Pay attention to the choices they had in their life and how they decided which path to take. As you read and gain more knowledge, think about what you would do to get to the same place even faster.

One of the choices I would recommend you make is to have balance in your life. It makes all of your other choices clearer. Balance is what makes your life work. You can live with your life severely out of alignment, but you won't be happy. Your successes will seem strangely unfulfilling, and you won't know why. It's totally up to you what you choose to have in your life.

For example, some people feel that public service is important. You may not ever want to run for any office. You may love to do volunteer work, other people write checks. Some people are very involved in church activities, others just show up for the service. It's up to you to decide what you spend time on in your life and how you do it.

No one else can tell you what you should or shouldn't be important to you. Balance is when your life includes just the elements it takes to make you truly happy.

The first clue is that it usually requires some kind of boundaries on work time so you have time for a personal life.

There is a great exercise for balance I've found very effective. It's in chapter 5 of Denis Waitley's book "Seeds of Greatness".

## 13. Thoughts About Yourself and the World



You now know you create what you think about all day long, so what do you spend your time thinking about? Do your thoughts now focus on the good in yourself and in the world? That's a positive affirmation. So guess what shows up in your life when this is what you are thinking about? Just that, lot's of good things, big and small, every day.

Marshall Sylver tells a story about a man who was moving from one village to another down the road. I don't remember the exact words, so let me paraphrase it.

On his way to the new village, the man stopped a farmer outside of town and asked, "What kind of people live in

this village of yours?” The farmer said, “What kind of people live in the village you’re leaving?”

The man answered that the people in his old village were dishonest, untrustworthy people who were very hard to get along with. To this the farmer said, “You will find the same kind of people in this village.”

The next day another man walked by on his way to the farmer’s village and asked the same question about what kind of people he will find in the new village. The farmer once again asked what kind of people live in the village he came from.

The man’s face lit up as he told of the wonderful people he had known in his old village. They were kind, helpful, happy, loving people. The farmer was quick to tell the second man that those are the exact same kind of people who live in his village.

You see, you get exactly what you expect to get based on your perceptions of the world. Now that you know this, why would you hang on to any perceptions you’ve had in the past that are less than positive?

You must change your thoughts about yourself and the world if you want to change the life you have now to a more abundant life. If you don’t think you’re getting what you want in your life, you need to look more closely at what your thoughts are, because I guarantee you’re getting exactly what you focus your attention on. And it doesn’t serve you to expect success for yourself and be the green-eyed monster to everyone else.

A belief that there is unlimited abundance in the universe means that there is not only more than enough available to you, but also to everyone else. It is important that you believe in overflowing abundance being available to everyone rather than abundance being like a pie. People who believe abundance is like a pie are always jealous,

because every time you take a piece of the abundance pie, there is less available for them.

Those thoughts come from lack rather than abundance, so if there are any areas in your life where you resent what someone else has, turn it around immediately. Celebrate their successes. Congratulate them, knowing that their success is a demonstration of the exact same thing or something better being available to you.

Use your past as a marker to show you what you have accomplished in your life, not how you have failed. Let it inspire you to go for your dreams. What have you overcome in your life? Your thoughts about your past shouldn't be a place of regret and what if? Those thoughts are not empowering, so why bother?

Knowing how far I've come keeps me focused on how far I'm going. That's the power of thought. My thoughts create a life I'm thrilled to live. Another good affirmation! All of us have that power.

Take, for example, those mentor pictures hanging on my wall. I know what it took to go from feeling worthless and unlovable to feeling worthy of asking an important person to have their picture taken with me. From having such low self-esteem I kept my eyes on the floor as I walked the halls in school to becoming a sales trainer and now a professional speaker.

Our thoughts shape our lives. You have all the tools needed to change your thoughts to create yourself as you were meant to be and start living the life of your dreams today. It's a choice you make, not something that happens to you.

## 14. Make Your Money Work for You



You'll never become financially successful trading time for money. As my mentor Mark Victor Hansen, co-author of the “Chicken Soup for the Soul” mega-best selling book series, says, “JOB stands for just over broke. What you want is an MBA, a massive bank account.”

[Robert Allen](#), author of four New York Times List best sellers including my favorite “Multiple Streams of Income”, has been another one of my mentors. Robert says that wealth comes from these four areas; real estate, stock market, information products and the Internet.

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**Action Step**  
**Create a New Income Stream**

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Start with one of these areas and after it is up and running, add another stream of income. There are several individual streams of income in each of these categories. You want to create as many streams of passive income as you can so you no longer have to trade hours for dollars. This is the quickest route to financial freedom.

Super successful people look at where their beliefs about money come from to make sure those concepts still work in their lives today. In “The 9 Steps to Financial Freedom”, Suze Orman talks about how early in our childhood most of our controlling beliefs about money are formed.

You wouldn't get your financial advice from a 5 year old or even a 15 year old, so why do you make choices based on beliefs you created at the same age? By the same token, as you know better you do better. So never get to a point where you just accept things as the way they are. You always can change your beliefs and opinions as long as you are learning and growing.

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**Action Step**  
Get schooled on asset protection/tax reduction

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Protect yourself from lawsuits and stop paying more than your fair share of taxes. For example, I'm amazed how many people are unaware of the major tax savings

available to them by having a simple part time home-based business. For example, a network marketing company you join.

J.J. Childers, has the best asset protection program I've seen. It teaches you how to stop paying excess income taxes, legally avoid capital gains tax, how to position yourself so you aren't worth suing, how to avoid estate taxes and probate and so much more. I would highly recommend it. For the latest information on JJ's program send me an email at [Lynn@GettingToYesWithoutSelling.com](mailto:Lynn@GettingToYesWithoutSelling.com)

The best tax program I've found for personal and business record keeping and finding legal tax deductions is by [Sandy Botkin](#). Using both of these programs together will go a long way to protecting your future.

Super successful people take keeping the money they earn very seriously. They learned long ago that it's not what you make, it's what you keep! Would you leave the day to day responsibility of taking care of your health to a doctor you see once a year? Of course not. So why would you leave your financial health to a bookkeeper or accountant or the person who only prepares your return?

Being poor and being broke are not the same thing. Being poor is a mindset while being broke is a temporary financial situation. Check your attitude to see if you are coming from a position of lack or abundance. How much money is enough for you?



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**Action Step**  
**Write Your Own Financial Affirmations**

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Be clear on why you want the financial success and what you plan to do with it once you have it. Start attracting more money today by affirming your financial abundance. You can use something like, “I am so happy and grateful that all my needs are easily and joyfully met as financial abundance overflows in my life.”

## 15. Make Your Life an Adventure



When you're open to adventure, you've opened the door for opportunities from unexpected places. It also means you're excited and ready for anything. Ask yourself, “Would my life be better with a little more excitement and adrenalin flowing through my body because I’m anticipating great things happening at any moment?”

Be open to everything and attached to nothing. Live your life by your own rules. Have fun every day. Have outrageous, creative friends. Live every day like it’s your last. These aren’t clichés. This is your life.

After filing for divorce, I told myself I was going to be bold and say yes to opportunities and try new things. This led me to selling many of what I thought of as “prized possessions” and moving from my home in Palm Springs to Mexico with my boyfriend of a few months. That definitely was a new adventure and quite outside my comfort zone. It was a good thing because I really did need a pretty big jolt to get me out of my old patterns.

Letting go of my possessions, I moved from a posh resort area to a little town with one paved road with cows and

other farm animals walking in the street. Totally changing my lifestyle was a great adventure. It wasn't easy or fun all the time, but it was the best thing I ever did.

My life from that point on has been one adventure after another. We ended up getting married and living in Mexico for the next 6 years. Today I am an author and speaker, I believe, because I made my life an adventure.

Be conscious of how you spend every minute. Don't waste your time with meaningless or menial activities. It may mean giving up a certain amount of control and perfectionism so you can go with the flow. Say yes to new opportunities.

Learn to delegate. If you don't like doing something or don't do it well, see if there is a way you can hire someone part time to do it. There are high school and college students who work without pay for school credit. Contact a school near you to see what kind of programs they have.

If you do a lot of things that could be done for minimum wage, hire someone. You'll earn much more than their salary with the time you've freed up. First on my list were a maid, a bookkeeper and a personal assistant.

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**Action Step**  
**Do Something You've Never Done Before**

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See things differently by releasing the rules you've set for how you live your life. By doing this you're allowing your brain to function in new ways. Using "my life is an adventure" as an affirmation allows you to handle life's ups and downs in an easygoing, more impersonal way.

Spending time with kids is a great way to add adventure to your life. Have you ever seen a 10 year old that couldn't find adventure in about 5 minutes. Hang out with your kids for a day, doing whatever they want. Go crazy. If you don't have kids, I'm sure you know someone who would be happy to lend you theirs for a day. They may even be willing to pay you!

## 16. Commitment to Live Your Life On Purpose



Once you have a healthy self-concept, you are able to make a commitment as to how you'll live your life. Intention is not enough to change your life. There's a reason you've heard, "The road to hell is paved with good intentions." Many motivational speakers talk about your intention, but it's only a baby step on the way to real commitment.

Commitment means you have burned your bridges. Publicly declaring your commitment to your goal is a strong step to take in making it real. When you have no other options you have fully committed to follow through.

What are you fully committed to in your life? Are you fully committed to your success? How about your current job? Are you living your relationships on purpose? How about your personal interests and hobbies?

There are different levels of commitment just as there are levels of importance of your goals. Your level of commitment shows you how much you want to achieve your goal. You are not fully committed if you have one foot in and one foot out. If you are already working on a contingency plan of what you are going to do if this doesn't work, how committed are you to making it work in the first place?

For me to be an author and speaker took a personal commitment to go after my dreams, no matter what the cost. Once I realized what my life purpose was, I turned my life upside down to create my dream. Do what ever it takes.

My very first time speaking is a perfect example. I wanted to audition to be a speaker to represent one of the groups I belong to. Out of several hundred people auditioning from all over the country, 20 people were to be chosen. Because I somehow missed receiving two emails I wasn't sure if I needed to fly to the first audition city.

It would have been much easier to tell myself it was a sign and it wasn't meant to be. I was really scared to put myself out there and do something I had dreamed about doing for such a long time. What if I wasn't good enough? What would happen to my dream? If you never try, you never know and you can happily hang on to your dream and do nothing.

Just doing nothing and going on with my life was tempting. But that's just not who I am. I was surprised how many people I talked to that said they had wanted to

audition, but...blah, blah, blah. They all had different excuses for why it wasn't possible for them to be there.

I found out on Monday I needed to be there on Friday. I booked a flight and hotel and started working on a talk to give. Thursday, I found out I could do a Power Point presentation, so I created my first Power Point that afternoon. Two days later was my debut as a professional speaker, the first day of living one of the biggest parts of the life of my dreams.

What are you willing to sacrifice to achieve your goals? What inconveniences are you willing to overcome to live your dreams? On the way to creating an abundant life there will always be bumps in the road. There is no point where you will have overcome every possible challenge and it's clear sailing for the rest of your life. That would be nice, but it's not reality.

The reality is that you have to be totally committed to creating your life. You will find that the bumps are smaller and the challenges more quickly resolved when there is nothing that will take you off purpose.

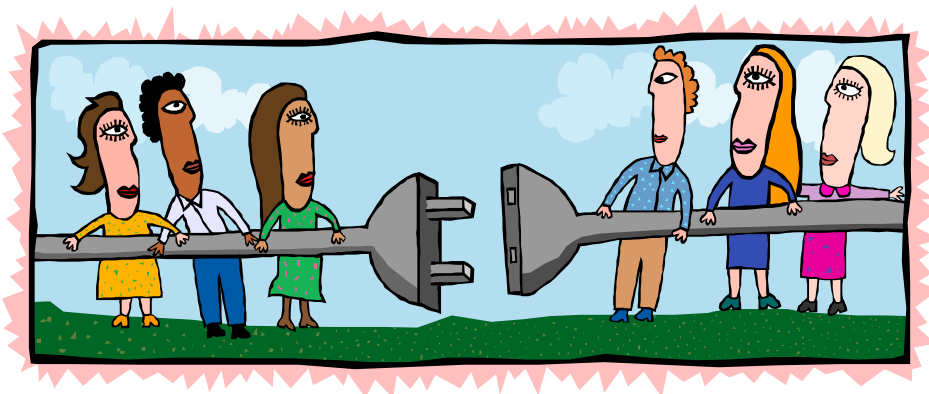
How much money have you invested on being able to live your life on purpose? A good rule of thumb is to spend 10% of your income on self-improvement. If you aren't worth it, what is? Look at what you spend your money on now. Is it focused on your commitment to live your life on purpose or is it taking you further away? It can only be one or the other. There are no actions that leave you exactly where you are.

Do you have a personal manifesto stating what you stand for in your life? My personal manifesto is printed like a certificate of achievement with my own manifesto logo and hangs on the wall; you guessed it, right next to my mentor photos. You'll live your life on purpose when your commitment to your life is clear and your purpose is bigger than your fears.

To receive a free special report on how to create your personal manifesto, subscribe to the Change One Thing ezine [click here](#) and you'll receive it by email.



## 17. Stepping Fully into Your Power



You now have the ability to step fully into your power. Personal power allows you to live a passionate, exciting life. You have the ability to say yes to life because your commitment and focus give you the power. The shift you have made is based on your new viewpoint of yourself and the world around you.

You've learned the steps you need to take to make your dreams a reality and you are now on your way to creating an abundant life. Knowing what it takes and having a plan is another sign of being able to step fully into your power. This power creates results.

Just like in "The Wizard of Oz" when the good witch told Dorothy she had always had the power to go home. But Dorothy had to figure that out for herself. No one else could have told her because she wouldn't have believed it.

Let me give you an example of what that power looks like in real life. One of the best examples of someone stepping fully into their power is Tiger Woods, and he's

done it so beautifully at such a young age. His power doesn't come from the money he earns or just his talent. It comes from his inner game.

Why do you think Tiger Woods dominates professional golf, other than his obvious talent? He's competently confident and totally focused. He's visualized the 18 holes he's playing, in fact the whole tournament, and its successful outcome over and over in his mind long before he steps on the course.

He personifies passion. He's determined. His control over his emotions and actions is legendary. His composure, no matter what kind of shot he hits is his hallmark. Watch the concentration on his face as he walks down the fairway from one shot to the next.

His competitors are so convinced of his determination to dominate. In every tournament you hear the commentators talking about how it seems the rest of the field has just given up trying to beat him by the final 2 days of the tournament. How has he created that kind of power over his opponents?

It's not because he's spouting off about how he's better than everyone, like you might hear a boxer or a football team say. He is quiet, a consummate gentleman. His performance speaks so loud; he doesn't need to say a word.

He's consistent in the serious way he takes his job as a professional. He studies the masters of the past and constantly strives to play better and learn more. In other words, he works very hard to be the best he can be. He isn't satisfied with coming in 2<sup>nd</sup> or 3<sup>rd</sup> the way so many of his competitors apparently are when they are interviewed.

Did these other players dream of being the second or third best golfer? Was that really their goal? Did they

even have a goal or were they just living their life, waiting to see what happens next? Are they willing to put out the effort to be better?

Do you know what Tiger often does after a great round in a tournament? You'll find him on the driving range hitting balls, practicing until it gets too dark. That's what separates him from the rest of the crowd. He has never rested on his accomplishments. He always knows exactly what the statistics are of the history of the individual tournament. He knows his goal for today and his life plan.

He studies the films of past tournaments and plans what his shots will be when he plays that course. Then he practices those shots. That's how he's won many a tournament.

If you aren't a golf fan you may not be aware that after his first win at the Master, by the biggest margin ever, he went back and restructured his whole swing. For 18 months he focused on creating an even stronger swing. After the biggest victory ever, what was driving him? His long-range goals. He knew he had more work to do to break the records of his mentors.

People who didn't know any better were making comments about him not winning tournaments after that. They wondered what happened. Was it a fluke? But Tiger knew exactly what he was doing. He had a plan and was willing to take the time to do the work it was going to take to get him there.

For years now commentators have been talking about what an incredible athlete Tiger is and his secret strength-training regimen. Some other golfers have taken a cue from Tiger and have also started working out with weights. But where are the rest of them? Is it simply that they know what it takes to have that kind of power and just choose not to do the work?

Study Tiger and you will clearly see how to develop your power. I can't think of a better example of power that emanates from who you are as a person, than Tiger. Go back through what you just read and devise a plan of how you can use his success strategies in your own life. Don't be also ran by not doing what it takes to step fully into your power.

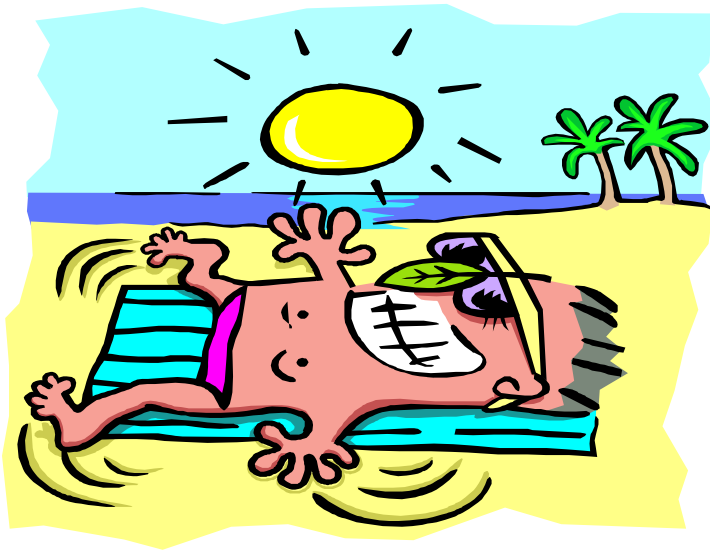
Now that you know it takes stepping out of your comfort zone to step into your power, you can incorporate those same qualities into your life. There's no shortcut to true power. And there's no mistaking when you've got it. You're unstoppable!

Power is an aphrodisiac, but power isn't lasting until you have the self-esteem to create the needed strong self-image to go with it. It's a circular thing. The more self-esteem you have, the stronger and more powerful you feel. The more powerful you feel, the more confident you get and your self-esteem continues to rise as well as your self-worth.

You have the power to make your own decisions rather than having your sub-conscious mind make decisions for you based on outdated information. You have now developed an awareness of what beliefs you hold and how they serve you. Self-awareness is an extremely powerful tool.

Stepping fully into your power means that you have taken responsibility for your life. You are in control of your destiny. You have decided exactly what you want in your life and have created a plan to make it happen. There is no limit to your potential now.

## 18. Enjoy the Journey



Make sure you have a good time now. Why wait until you earn your 1<sup>st</sup> 1,000,000? If you need permission, you have my permission to relax and enjoy the journey. Who ever started the theory of keeping your nose to the grindstone and working hard for 40 years and then enjoying your retirement? I'm sure whoever it was regretted living that philosophy when they got to the end of their lives. You have to live while you're alive. Don't let great things in your life come and go without you squeezing every drop of enjoyment out of them.

It reminds me of my first wedding. That was a few lifetimes ago, but the one thing I remember is that I don't recall the wedding or the reception. No, I wasn't drinking. I was so busy making sure every detail was perfect and everyone had a good time, and the decorations and flowers and food, that I wasn't really present to the experience at all. It was the biggest day of my life up to that point and I missed it!

How many events in your life have gone the same way? It doesn't need to be that way at all. Back then I was a

perfectionist and a control freak. My husband says I still am! In fact, I am no longer a perfectionist, but I am still a little tiny bit of a control freak. I'm still working on that one.

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**Action Step**  
**Get On For the Ride**

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Funny how perfection and control usually go together, isn't it? Relaxing and enjoying your life may be a foreign concept to you now, but take my word for it, giving up some of the details to have time to enjoy your life is definitely worth it. Hire people to do everything you don't truly enjoy. Spend that newfound time having fun.

Having goals doesn't mean you don't have a life while you're achieving them. You want to be focused, but not wearing blinders. This is the best gift you can give to yourself and the people you care about. Don't make the mistake of sacrificing the enjoyment of today.

## 19. Work From the Inside Out



Super success is more easily and rapidly achieved by starting your day with spiritual reading or meditation. It sets the tone for your day. You'll be amazed at how simple it is to make this one small change and witness its positive affects in all areas of your life. There's no better way to start your day or end it.

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### **Action Step** **Meditate Daily**

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Meditation doesn't have to mean sitting with your legs in an uncomfortable position for half an hour. There are almost as many different ways to meditate as there are people who do it. Do anything that feels good to you and allows you to clear your mind as much as possible. There are silent meditations, guided meditations, walking meditations, meditations to music, and meditations of chanting or saying a mantra.

It could be as simple as closing your eyes and relaxing and being quite. Most people never completely quiet

their mind; so don't feel like a failure if you can't stop talking to yourself. It gets better with practice, too. You can start by keeping your eyes closed for one minute and working up from there. Meditation is not a science and there is no right or wrong way.

Using affirmations is a quick and profound way to change how you see yourself and your life. They are not sentences like "I don't..." They are always positive and in the present tense. They assume you have whatever it is and you are affirming it. You can simply read the affirmation or meditate on it. Some people repeat the affirmation while looking into their eyes in the mirror. Do whatever feels comfortable.

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### **Action Step**

### **Start Journaling**

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You can journal any time you like. Doing it when you start your day allows you to write down all the thoughts you wake up with and any ideas you get from your morning meditation. At night it helps tie up all the thoughts of the day and is a time of reflections. This is a good time to do a gratitude journal. Write down at least three things you are grateful for in each day.

I have also found super successful people credit their financial abundance, to a large extent, to the practice of tithing. Tithing means they give a percentage of their income to charity, normally 10% right off the top. This sends a powerful message to the universe that you know you are a part of unlimited abundance and you're not worried about giving money away because you know there is more than enough. It also completes the circle of giving and receiving.



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**Action Step**  
**Tithe Every Time You Receive**

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That's why I've written this special report for you. I've been given so much success and abundance in my life that I want to give back by sharing what I've learned to help others become super successful. Tithing can be in the form of money or ideas.

I gave the idea of creating an information product to a successful Internet entrepreneur and now he is doing exactly that. I don't expect anything in return for the idea, I gave it to him because I wanted to share and help him increase his abundance.

Everyone can do idea tithing, every day. I am challenging you to do idea tithing by taking what you have learned and giving the gift of your knowledge to someone else.

I would love to hear about the positive results you create from the strategies discussed in this special report. You can email me at [lynn@changeonething.com](mailto:lynn@changeonething.com) with results in the subject line.



**P.S.** Concentrate on one of these qualities each week and in eleven weeks you'll be amazed at the transformation of your life. Keep repeating these steps throughout the year and the sky's the limit.

To take your life to an even higher level, form a group, a mastermind of people who support each other in achieving their goals, and work through these strategies together.

The value of the energy of a group greatly enhances and speeds the transformation you experience in your own life, not to mention the deepening friendship and support. My suggestion would be that you continually take one quality to focus on each week to continually create a higher level of success in your life.

I'd like to finish up with this final thought. Powerfully abundant people are constantly, consistently educating themselves by reading, listening to tapes, attending seminars, and seeking out mentors and mastermind groups. Make this your life long goal.

## Who is Lynn Pierce



Lynn Pierce has spent almost 30 years studying how people become who they are and what motivates them to make a change. Her 20+ year career in sales and marketing allowed her to observe people from all walks of life in a variety of situations.

She has spent years coaching entrepreneurs, infopreneurs and sales teams to reach new heights

in their careers. Now she shares her secrets of super success with you. Lynn's commitment to your success continues on

[www.SuccessBuildingSecrets.com](http://www.SuccessBuildingSecrets.com)  
[www.GettingToYesWithoutSelling.com](http://www.GettingToYesWithoutSelling.com)  
[www.LynnPierce.com](http://www.LynnPierce.com)  
[www.changeonething.com](http://www.changeonething.com)

Lynn currently lives in a small beach town on the coast of Southern California with her husband, son Spike pictured above and Spike's mother Sam.

Spike and Sam both work as full time office assistants and are essential in the product creation process. It's one of the privileges of being able to work out of your home.

Along with the many personal growth and business development products available, Lynn has free gifts waiting for you when you visit each of her sites.

## **Attention: Speakers and Information Marketers**

Lynn Pierce offers personal one-on-one mentoring for a small number of private clients on a monthly or yearly basis that is customized to your business and the goals you want to achieve.

### **Would you make more money this year if you could:**

- ❖ Generate more back of the room sales from speaking?
- ❖ Give a more persuasive and powerful presentation?
- ❖ Turn your book or single product into a whole multi-media product line?
- ❖ Bundle your products and service in a way that increases demand?
- ❖ Make small changes in your order form that will increase the number and size of your sales?
- ❖ Get clear on what your passion really is and how to profit from it?
- ❖ Have someone on your team who holds you accountable for reaching your goals?

### **Stop reading and pick up the phone!**

Call Lynn now. Here's her personal cell phone number. Go ahead, call her and see exactly how you can reach your goals this year with private mentoring.  
480-242-5929 pacific time

## **Listen to what people are saying about Lynn's work:**

*In my business, the value of strong communication and sales skills is immeasurable. Lynn has created an easy to follow 9-step process that allows you to communicate in a way that is natural and comfortable for you and still powerfully, persuasively gets to yes with your clients.*

*Daniel Janal*  
<http://www.prleads.com>

*"Lynn Pierce is a true sales master - not the kind that can sell ice cubes to Eskimos - rather the type you would want to meet when you were buying your first home or new car - Sensational!"*

*Randy Gilbert, Host*  
[www.TheInsideSuccessShow.com](http://www.TheInsideSuccessShow.com)

*"Lynn's simple yet powerful strategies for selling work, and work... big. Just one suggestion from her before a three-day event allowed us to nearly double our sales immediately. Amazing."*

*To YOUR Brand Success!*

*Kim Castle,*  
*BrandU*  
[www.whybrandu.com](http://www.whybrandu.com)

*No matter what level you are in presentations and sales methods, you can learn from Lynn's down-to-*

*earth systems. They will put power in your presentations, energize your activities and supercharge your sales.*

*I met Lynn during a training session for professional speakers. She impressed me with her style and poise, as well as the fantastic thought of "Getting to YES Without Selling".*

*Lynn reviewed an audio of my talk and worked with me by email on some of my presentation methods. Implementing several of her suggestions, I've already started to see an increase in my performance, customer relations and sales!*

*Thanks, Lynn!*

*Steve Majors, The Lazy Investor*  
*[www.TheLazyWayToBuyRealEstate.com](http://www.TheLazyWayToBuyRealEstate.com)*

*Lynn provides a concise, practical strategic plan of action that will truly move your dreams from thought to reality. If you are looking to have a reference point a simple paradigm that you can count on Lynn's program will assure you accomplish it.*

*This is not just theory: what she shares is founded in the crucible of her life. Since taking her class I have been able to make alliances with people that have opened doors I would have otherwise completely missed. Above all do not wait! Your life is passing you by.*

*William Homeier*  
*Speaker, Song Writer, Author*  
*Life's Magic ([www.lifemagic.com](http://www.lifemagic.com))*

*Lynn has a quick wit and a clear focus and makes the training material relevant to each of the students in her program. The lady knows what she is talking about and she delivers what she promises!*

*With years of experience as a successful sales person, Lynn can really tell it like it is in her training programs. She blends her personal experience with time-tested strategies to help her students develop business and sales skills.*

*I found her presentations helpful to me since she teaches about what is going on inside the hearts and minds of customers, as well as the business owner with products and services to sell.*

*Shawn Moore  
Speaker, Facilitator  
[www.BaronessBuilders.com](http://www.BaronessBuilders.com)*

*Dear Lynn,*

*Thank you so much for the great teleclass on creating a vision for my life. It's such a broad topic that it can be overwhelming. You did a great job in breaking it down into manageable steps. The exercises you provided helped me to clarify what's important to me and to create a strategy for realizing those goals.*

*You're a great role model for what you teach. I appreciate your honesty in sharing some of the personal obstacles you have overcome. It's inspiring to experience your passion for the work you're doing now. It's obvious that you genuinely care about helping others create the life of their dreams.*

*Best regards,*

*Kathi McTeigue*

*Lynn helped me identify what I wanted to speak about and teach with one simple exercise. She is invaluable for giving you the tools to make it happen. Everyone needs a step-by-step method to succeed. If you have a dream, Lynn gives you the steps you need to implement that dream.*

*Nancy Gossard*

*You couldn't find a simpler way to speaking so deeply on so important subject . Please receive the congratulations from a psychiatrist, psychotherapist, master NLPer.*

*Ad astra*

*Rostan*

*I knew this program would help me to sell without being forceful & trying to convince people to buy my product which sells itself anyway most of the time. I needed to learn how to make a good 'First 3 second impression'.*

*Debbie Poole*

*Independent Associate of Pre-paid Legal Services, Inc*

*[www.prepaidlegal.com/hub/dpoole27](http://www.prepaidlegal.com/hub/dpoole27)*

*Lynn,*

*I was able to apply key portions of your **Getting to YES Without Selling** system to improve my business. In fact, Telcom Network Team Inc. has just*



*opened an office in DC, has brought in 50% more business, and increased the size of our company by 40%. I still have a large project to "sell" to several organizations, but I'm sure it will come through.*

*Thanks for all of your help! Your **YES System** had a positive impact on my work.*

*Respectfully Submitted,*

*Michael P. Berry  
Chief Operating Officer  
[www.tnt-inc.net](http://www.tnt-inc.net)*

*Lynn, your vision for presenting an end-to-end system for jump-starting a business really works! It was truly the big nudge I needed to help materialize my goals!*

*Adele Sommers, Ph.D.  
Principal,  
The Enterprise Prosperity Guild*

*Lynn,*

*Thank you so much for organizing the Women's Business Empowerment Seminar. The connections that I have made with other women has proved to be very beneficial for my business. Not only was it enjoyable being with a group of like-minded women, it was fantastic networking and gaining valuable contacts. I am still in contact with several of the attendees and I have connected with several of the speakers.*

*Thank you again,*

*Rhonda Baines*

*Hi Lynn,*

*Pinch me, I'm almost a trade-published author! The last half of the page proofs hit my desk today. The link below is for pre-release sales. BIB will be in bookstores, Amazon, B&N and so on in January.*

*Women's Business Empowerment Summit continues to have a positive impact on my life. It opened my eyes to new possibilities for my business. Now I dream of internet digital product empire and developing my expert reputation for higher consulting rates!*

*I found tools to move me ahead creatively. I found financial inspiration.*

*I know I will need to develop better sales skills to make my dreams come true. I think of you often and look forward to partaking of your wisdom in more depth. Thank you for wanting me to go even further than I can see for myself, and for giving me a roadmap of how to get there!*

*Fondly,  
Susan Raab  
Book Coach*

*"Coming the Women's Business Empowerment Summit gave me the opportunity to meet enthusiastic women who wanted to grow their businesses as much as I do. Lynn picked top notch speakers who, in addition to being dynamic and giving great*

*information, were willing to be very available to questions and personal conversations. The information I got from the WBES has really inspired me as I've added so much of what I learned. Lynn's vision to help other's grow shines forth in all she does. I am looking forward to next year's event! "*

*Take good care,  
Therese Skelly – Chapter Director  
Phoenix Shared Vision Network*