

How to **Set Your GOALS** **And Achieve Them**

A Home Study Course by Paul Barrs

www.PaulBarrs.com

Internet Business Training, Marketing, and Management

LEGAL NOTICE

The Publisher has strived to be as accurate and complete as possible in the creation of this report, notwithstanding the fact that he does not warrant or represent at any time that the contents within are accurate due to the rapidly changing nature of the Internet.

While all attempts have been made to verify information provided in this publication, the Publisher assumes no responsibility for errors, omissions, or contrary interpretation of the subject matter herein. Any perceived slights of specific persons, peoples, or organizations are unintentional.

This book is a common sense guide to marketing and goal setting. In practical advice books, like anything else in life, there are no guarantees of income made. Readers are cautioned to rely on their own judgment about their individual circumstances to act accordingly.

This book is not intended for use as a source of legal, business, accounting or financial advice. All readers are advised to seek services of competent professionals in legal, business, accounting, and finance field.

You are encouraged to print this book for easy reading.

EARNINGS DISCLAIMER

The earnings that you actually experience will depend on the amount of labour that you put into your efforts as well as your ability, experience, education, market trends, search engine algorithms, and many more personal and external factors. We do not guarantee or otherwise promise that you will earn any particular amount of money.

That said, it IS possible to make money online and in your own business. Thousands of people are doing it every day, and we hope that this report can help you join those ranks!

Index.

LEGAL NOTICE _____ 2
 EARNINGS DISCLAIMER _____ 2

Introduction. _____ **5**

PART ONE – Goal Setting Mastery. _____ **10**

Audio Download Links. _____ **10**

Module 1 – Introduction _____ **11**

Get Supplies _____ **13**

Priorities _____ **15**

Module 2 – Dreams _____ **18**

Write Them Down _____ **20**

Your Wish List _____ **22**

Module 3 – Priorities Part 01 _____ **24**

Our Personal Priorities _____ **25**

Create Your Life Plan _____ **27**

Module 4 – Priorities Part 02 _____ **32**

Family _____ **32**

Household Rules _____ **34**

Module 5 – Priorities Part 03 _____ **36**

Do You Live Within Your Means? _____ **36**

Do You Budget? _____ **37**

Module 6 – Priorities Part 04 _____ **39**

Your Abilities And Intelligence _____ **39**

Hobbies And Crafts _____ **40**

Module 7 – Priorities Part 05 _____ **42**

Vacations _____ **43**

Health _____ **44**

Module 8 – Priorities Part 06 _____ **45**

Social Development _____ **45**

Module 9 – Values _____ **48**

Personal Values _____ **49**

Family Values _____ **50**

Module 10 – Action Plan	55
How To Create Your Action Plan	56
Devise A Strategy	58
Part Two – The Magic Success Keys!	62
Audio Download Links	63
The Phrase That Creates True Belief	64
How to Create Unlimited Energy	71
The Purpose that Creates Your Plan	78
The Power of Decision vs. the Power of Action.	85
OPT and OPM	89
The Story of the Motivated Idiot	93
Further resources.	98

Introduction.



Hi there, my name is Paul Barrs from PaulBarrs.com, thanks for joining with me -

Have you ever wondered why it is that some people appear to find happiness, joy and success in everything that they do?

How is it that these people lead both tremendously prosperous business *and* family lives? And no matter what comes their way, they've got it down-pat. They seem to overcome every challenge, easily and effortlessly. Almost like they have the Midas Touch.

Have you ever met one of these people? **I have.** And when I did my life was changed forever.

Let me Explain...

I currently own and operate my own internet business; teaching and training other online business operators as well as consulting to the small and medium enterprise sector.

Today as I prepare to begin recording this audio program, my kids are enjoying their school holidays. We've just returned from a two week holiday... fishing, swimming, adventure walking and spending such a quality time together that nothing on earth could ever replace it. Life, at the moment, is simply fantastic.

But it wasn't always this way....

As I write this introduction for you I can feel my heart begin to pump harder. My hands are starting to sweat and my neck aches. You see, I want to share with you a story, and yes, before you ask - it is true. So true in fact that just recalling it makes me want to give pause and walk away...

It was Tuesday, the week before Christmas 1998. I remember this day so clearly, it has been burned into my memory for eternity.

I'd been out of work for nearly 2 years. We had very little money, and while I so dearly loved my children, presents were simply not possible that year. If you've never experienced this type of pain and anguish before - I want you to try, just for a moment.

Picture yourself sitting at your table. It's 11 A.M. in the morning. Your children are out playing on the front lawn - they are having fun. Christmas is just around the corner.

You however cannot draw yourself away from the disorganized growth of papers that lay before you. There are bills from this month, as well as the previous 10 months piling up one on top of the other.

You've sorted through them. You've tried to organize them, but no matter what you do, you cannot find a way to pay them.

Momentarily, there is a call from the bedroom. You stand slowly... breathe deeply, and see to your wife. She's been in that bed now for nearly a year, and when she asks "How's it going?" you feign a smile and reply "It's OK, we'll get there. We'll be OK." Even though you know you won't be.

We had little food, little hope, and debt collectors knocking on our door.

That year, Christmas 1998, the presents for my children were provided by a local charity organization. We were fortunate; they even gave us food for the week. It was the hardest week I ever had to face in my life - I was simply unable to provide for my family during that special time of year, due to the circumstances that life had dealt me.

However, through good fortune I met a man named Rob who offered to take me under his wing for 12 weeks. This man earned more money each fortnight than I had ever earned in a year: and he did it from home. Rob was one of those people I talked about earlier.

Throughout those 12 weeks he showed me how I could create my own source of income. He taught me how to think, how to speak, and how to dream. PLUS, he also taught me how to do it from the comfort of my own home while caring for my family.

He helped me understand a philosophy that has now become one of my core beliefs - "If someone else can learn how to do this, so can I."

And it was from him that I began to learn the magic power of goal setting and goal achieving.

Using the lessons I learned from him I have put together a Powerful New Audio Program designed to give you the most simple and effortless Jump-Start to Success in your personal and business successes.

The success that I have been fortunate to now enjoy all comes back to this one significant point in my life, where one man took me aside and shared with me his Keys to Successful life.

And today, they can become yours.

PLUS: Not only will you be able to listen to these powerful audios yourself, you'll be able to download them to your computer so that you may listen to them time and time again - as often as you wish.

Plus, along with the audios you have completed transcripts of each audio segment so you can also "read along" as you learn.

For you this is a win-win situation, because not only will your learning be enhanced by reading *and* listening at the same time - you'll also begin to discover how you too can *really* enjoy the success that you deserve and so dearly desire.

Good Fortune Smiles on those who are Looking For It.

Over the past ten years I have kept these Success Keys very close to my heart. I've studied them. I've learned them. I've applied them.

And the one thing above all else that I have learned is this: No matter what circumstance life now deals at me, **I too can overcome life's challenges easily and effortlessly.**

Although right now you might say, "Well that's fine and dandy for you - but how can these things help me?"

That's a good question - let's stop a minute and examine it:

If you were to ask me that right now, my answer to you would be, "In more ways than you can possibly imagine."

Just in this past week I have seen some things take place in the lives of my friends and my family which has literally compelled me to share this information with you. And while I'm the first to admit that if you're prepared to search over the hills and under the valleys for them you'll probably find them yourself after a long enough period of time.

I also know that many thousands of people search their entire lives for these little nuggets of success and they never even come even close to them.

You see, the Goal Setting Strategies that I want to share with you today are not

just words and illusion. They are tangible things which unlock the very secrets to happiness in both life and business. They do not open safes or lock-boxes stored away in some bus station, they are **real and tangible things that you can DO which will unlock the very God-Given powers you already have stored in your mind.**

And I have been fortunate to be granted the gift to teach them to people.

Just like you.

However - there is just one slight difference that you need to understand.

I spent 12 weeks with Rob, and during that time *he never actually sat me down* and said "Here's a gift for you... Here are my Secret Strategies to Setting Goals and Achieving Them."

What he did do was showed me these things in Action. He shared with me the ways in which he accessed the power they gave him on a day to day basis. And during that time I watched his friendships and his finances blossom towards magnificent heights that beforehand I had never even dreamed possible.

What I have done since then is developed my own unique style. I have also applied the power of these strategies and watched my business boom across the globe into over 100 countries worldwide. My profits last quarter were more than the entire previous financial year. *That's a 400% increase in less than 12 months!*

So do these goal setting strategies Work?

Absolutely!

Yes.

You Bet...

.. More than you can possibly imagine.

However, you won't have to stretch out your learning over a 12 week period like I did, because I'm going to give you each one of these ideas in highly compacted Step by Step lessons.

I want to make it EASY for you to DO.

Each lesson will take you less than 20 minutes to complete. Plus, you will be able to download them to your computer so you can quickly review and renew your

success with just a Click of a few buttons.

I've been fortunate to have these given to me.

Now I want you to share in my good fortune.

Easily. Effortlessly. And Successfully.

It is Truth when I say to you now - **"Lifetime Success is only Moment Away."**

Take your time as you go through these tutorials. Listen to them. Learn them and make them apart of yourself.

With time, patience and persistence, you'll be amazed at the results!

- Warmly,

Paul Barrs

*PS. Unfortunately, **the original audios have been lost or corrupted**, and so the quality of the audios linked from within this eBook changes from time to time... sometimes good, sometimes not so good. However, that's why we also have transcripts; so that you don't miss out on anything. Once you get into the program you'll understand what I mean – but it's no big deal, the information is GOLD, whether you can hear static... or not :)*

– Paul

PART ONE – Goal Setting Mastery.

Audio Download Links.

All are in MP3 format, ready for easy use on your computer or your portable player.

Module 1 – Introduction

[*Click here to listen to the audio MP3*](#)

Module 2 – Dreams

[*Click here to listen to the audio MP3*](#)

Module 3 – Priorities Part 01

[*Click here to listen to the audio MP3*](#)

Module 4 – Priorities Part 02

[*Click here to listen to the audio MP3*](#)

Module 5 – Priorities Part 03

[*Click here to listen to the audio MP3*](#)

Module 6 – Priorities Part 04

[*Click here to listen to the audio MP3*](#)

Module 7 – Priorities Part 05

[*Click here to listen to the audio MP3*](#)

Module 8 – Priorities Part 06

[*Click here to listen to the audio MP3*](#)

Module 9 – Values

[*Click here to listen to the audio MP3*](#)

Module 10 – Action Plan

[*Click here to listen to the audio MP3*](#)

Module 1 – Introduction

[Click here to listen to the audio MP3](#)

Hello and welcome to my brand new seminar series 'Goal Setting Mastery.' If I had to give it a sub-title, I guess it would be, 'Goal Setting for Goal Getting.'



It is an interesting topic, goal setting. I am sure that at some point you have come across all the strategies, techniques, tips, hints, and tools you can possibly find for goal setting; how to set a goal, how to go back getting it, how to break it down into different life pieces, and make it step-by-step. I am not going to do that for you today. Though, in the next few weeks, in fact, what may even be a few months, I am going to add to this seminar series, and it will become, I believe, the crowning glory of the Home Business Mastery Complete Guide to home business success.

Why do I say that? When you look at all the content that is inside the members' area; why do I say this might become the crowning glory? Once again it comes down to a single fact, something which I have been trying to share with you over these last few years. And that is this: I have been fortunate. Myself, I have been incredibly fortunate to learn from some wonderful people and tremendous, terrific training material. It is these things that I want to convey to you today

You see, goal setting is a whole lot more than just deciding what you want and then just going and getting it. If you have been involved in professional goal setting challenges in the past, you have probably got a good idea of what I am talking about. You may have already decided that you do not need what you are about to hear in this seminar series.

I am going to show you one more thing, **I guarantee you I will show you one more thing from what you have already learned.** No matter what your experience, your history, or your successes or failures over the past 10 to 20 years, I guarantee throughout this seminar series I will show you one more thing. This first tutorial really is just an introduction.

More so, I am going to get help you set up. I had to decide; what was the best way to do this? Should I print out a PDF form for you to download the documents that I want you to use, the notation pads, the cards? Should I do that? I decided, no, I would not, simply because the most important thing about goal setting, in my opinion, is the activity and the interaction between putting it together and making it happen.

Everybody has dreams, everybody has goals. Everybody has hopes, desires, wants, needs, and things that they would like to have changed in their life. You do not have to have a bad life to want things to change. The truly motivated individual sees, recognizes, and knows that no matter how good life is at the moment, it can always be better. It can perhaps be easier, working days can be shorter, quality time with the family can be better quality, more frequent, or just simply more quiet. Perhaps your own time with yourself needs to be improved, time with your God, or time with your friends. Goal setting, in this series, is not about how to achieve things in business.

I believe that if you follow the steps that I will give you throughout this course, I believe, that if you follow them step-by-step and make them your own, and modify or adjust them to suit your own personality, that you will discover a whole new way of life, a way which you possibly dreamed about, a way which you possibly imagined; then again, maybe not.

I am going to help you create a plan of action, an outline for the next 20 to 30 years, keeping in mind, though, that it is not set in concrete. I am going to help you create your own plan of action and how to develop your own blueprint for success for the future.

Once you know how to develop and create your own blueprint, you can do it any time. Throughout this series, I will be drawing upon materials that I have taken notes from, seminars that I have attended, books that I have read, tapes I have listened to, videos that I have watched, people I have spoken to. I have a folder sitting here in front of me that must be over **800 pages**. No, we are not going to go through them all.

In the learning over the period of time that I have been doing this since 1994, as I was reading through it, I have got goals that I wrote down in 1994. Some of them I have achieved, some of them I have not, some of them just are not important to me anymore. That is OK. That is the

beauty and art of goal setting, it is a living work. It is something which you can take now, and I guarantee, with absolute 100% assurity, will change the way you do life. Not just the way you do business, but the way you do life.

You need to make this plan of action that I am going to help you create work for you. You need to also remember this is your plan of action. Right now, it is very possible that there are literally hundreds of people listening to this tutorial, this introduction. I guarantee again, gee, there are a lot of guarantees in this. Here is another thing about goal setting. Your plan of action will be completely different to the next person's plan of action, it is yours, you do not need to show it to anyone else.

It will be completely unique because it will reflect your personality, your individuality, and eventually as you become more of an expert, and, yes, that is the right term, an expert in goal setting, you may find that you will need to recreate this again, and a few years later again, and a few years later again. That is fine; there is nothing wrong with that, that is what goal setting is all about, because your priorities will change over time. Your goals, dreams, hopes, and desires will change over time.

Get Supplies



Here is what I want you to do. This is part of the introduction. **This is crucially important.** You need to grab a pen and paper right now and jot these things down. You need to hunt around the house, go down to the news agency, go to the bookstore, or wherever to buy some supplies. It is going to cost you a little bit of money to do this course; I reckon it will probably cost you about \$5, and your time.

Let me ask you this; is five bucks and some of your time a worthwhile investment towards discovering how to live your dreams? Really, how to actually live your dreams, fulfill your hopes and your desires, and how to take a thought from your mind and bring it to reality so you can touch, smell, hold, embrace, and love it.

Is \$5 and bit of your time worth that investment? If it is not, press stop right now, do not waste your time, do not waste my time. Just as I can tell you, for every 100 people that are listening to this seminar right now, 90 to 95 of them figure that \$5 is not worth it. Let me ask you this? Are you one of the five that is left?

I am motivated already. I am intrinsically motivated, my motivation comes from inside. It is a burning desire to see the realization of my dreams, but that has come over time.

I was not always like this. I did not always have an idea, and a month later see it come to pass. No. I was at one time like the 90%.

I am sure you have heard it before, one out of ten succeeds, nine out of ten fail. It is maybe not so much that they fail, they just do not succeed.

Why is it? Why is it that you can have a group, a handful of people from a similar upbringing, education, income opportunity, and similar culture, why is it you have a handful of similar, like-minded people and only two or three out of the group succeed in life, as to what they really want to achieve? Why is that?

It is my belief that these people have internal, intrinsic motivation; they are deeply motivated to achieve their life dreams.

They see, know, recognize, and understand that their life dreams are not necessarily just for business. They know that there is more to life than business, family, their spiritual being, health, and community.

They know and they understand that there are actually many different areas of life. That is what we are going to cover in this series. There are many different major components of life. Yes, business is one.

In a nutshell, I will say these can be broken down, get your pen and paper and write this down.

I would say there are six.

Priorities

These are the priorities in life, through my beliefs, of a whole human being: Family. Physical; how you feel about yourself physically, are you well? Financial; in today's culture that is crucially important, but it is not the be-all, end-all of happiness. Spiritual; how do you really feel about yourself on the inside, your relationship with your God? Whatever that might be to you. Mental health, and I do not mean are you cuckoo, are you nuts? No. How is your mental strength, your stability in your mind? How can you adapt to change? Social; how is your social health, your ability to interact, react with other people?



In my opinion, these are the six major areas to life's success. If you can master them all, and after this course I know you can master them all, when you have learned to master them all, you will find new possibilities, new dreams, and new abundance in your life. You will literally see things come to pass in your life that previously you did not dare dream possible. That is what this course is all about. I hope you can enjoy doing it with me.

Here is what you need to do. You need to go and spend your \$5 down at the local supermarket, and I want you to buy a few things. Number one, get yourself a big ring binder or something that you can use to put your notes in from this course, because I am going to break it down into different sections, and in those various sections I will be giving you things to do.

You cannot learn these things just by listening to me yak through this microphone; it is not going to happen that way. Get yourself a nice big ring binder. I want you to get some tab separators; I think that is the correct name. It is those pieces of cardboard or plastic that you can put into the binder that have little tabs sticking out and you can write things on, make it easier to find what you are looking for. When you get your tab separators, I want you to get four of them, four separate ones as a minimum, you might like to get more for the subareas, but four major.

Jot this down, here is what you need to label them. The first one will be labeled **Your Dreams**. The second one will be labeled **Your Priorities**. The third one will be labeled **Your Personal Values**. The fourth one will be labeled **Your Goals**.

Perhaps while you are there, you should also, as I mentioned, buy some mini tab separators, because each of these sections in my folder that I have collected now since 1994 . . . I am looking through it, just thumbing through it right now, and I am just thinking, *'Wow. Did I really dream this much?'* Yes, I did. I had big dreams.

When I began, not only did I have my dreams, I had a real problem, my priorities were screwed up, they were in the wrong place. My personal values, I was not clear on what they were. My goals, well, hey, I was a young man; I thought goal setting was just about making money. I did not know, I did not know how much more there was to it. During that fortunate time in my life, when I met and I spent weeks with the real deal, with some people who were really living their dreams, in all areas of their life, then I saw the difference. I have made these notes here, you see, I am a collector of information.

The information that I learned, I have written down, and I have got 10 years of success training to give to you. Not just in this seminar, but inside the Complete Guide to Home Business Success, inside the entire member's site, inside any of my solo seminar series. I have 10 years of success development and training to pass on to you, this is my gift to you.

These things were given to me. In many cases, they were given freely, in other cases I had to make an investment, I had to pay cash. I had to miss out on something in my own personal life, but these are my gifts to you. I want you to go and get those things for me. If you did not write them down, please, rewind this and listen again, it is crucially important.

Next week we are going to start right there at the beginning, Dreams, how to dream big dreams, not just little dreams. As I say that, and in closing, something comes to mind which was shared with me. I was 19 at the time, that is a bit more than 10 years ago, quite a bit. I do not know whoever first said this, but it was given to me on a tape, and it went something like this, it was a phrase I have never forgotten. 'Whatever the mind of a man or woman can see and believe, and ardently act upon it, they can and they will achieve.'

I believe that. When I first heard it, I did not believe it, but I wanted to believe it, so I wrote it down. I said it to myself over and over again until my mind had no choice but to sing and believe that statement. I can tell you, friend, from then until now, it has become truth.

This is Paul Barrs signing off. I look forward to this series, teaching you and hearing of your successes. God bless. I will be with you again very soon. Bye.

Module 2 – Dreams

[Click here to listen to the audio MP3](#)

Hello and welcome back to Home Business Gold. We've got some exciting stuff, stuff that's going to get you motivated, burning deep down inside to cover through this week, the next and the one after that. As we're moving through this series, this is incredibly important, step by step. I'm going to take you through piece by piece, almost holding you by the hand of how and what to do to turn your dreams, your hopes, your desires into goals and then to turn those goals into reality.

Wouldn't it be wonderful if it was just that easy? Well, here's the truth. It is just that easy. The difficult part that some see is it takes a little longer to do it than it does to say it. Right now, I'm sitting here. I have my folder in front of me as we mapped out last week, and in the first section, we're going to cover talking about your dreams, how to build a master dream list. This is the list that you will begin today, and you will complete it the day before you die, which basically means you don't know when you're going to finish it.

I want you to put all of your notes throughout this entire series into a very large folder. A large folder. I must have over a 1,000 pages here, and as I look through this folder that I've been developing and building now for the last six or seven years. I want you to focus now on your dreams and desires.

A wonderful quote, the very first inspirational and motivational quote that I learned, went something along the lines of this. "Whatever the mind of a man or woman can see and believe and ardently act upon, they can and will achieve." Whatever you can see, whatever you can believe, whatever you can imagine, whatever you can dream, whatever you then act upon, as much as it takes, you can and will achieve. That's what this series is all about.



In this first section of the folder, your dreams. I want you to begin developing throughout this series, what's really going to become your life plan. Your life plan of action. But like all things, let me throw this in, it's not set in concrete. It's written on paper. Which means you can write things now that don't have to come true in the future but you just need to write them now to give you energy, to give you hope. No matter what your situation is, you need these things in your life. There's a good verse, and I'll be paraphrasing this wildly I'm sure, in the Bible which says, "Where there are no dreams, the people perish."

And now while not specifically applicable to the dreams that we're talking about today, but it is true. Where there is no hope for the future, the people perish. We don't physically wither up and die as the blood or the water is sucked from our bodies. I don't mean perish like that.

I mean our life force. Our spark. Our enthusiasm for life.

It would have been I'm sure, and I'm only imagining, very easy for those people during the Second World War who were put into the concentration camps to give up all hope. And I'm not saying that because they gave up hope; that's why so many of them perished. No, it was a terrible, terrible time in human history. But there were some who did survive. Could've been luck. Could've been fluke. Could've literally been God looking out for them. But I'll bet that many of them had dreams. They had a hope, a hidden desire deep within their heart. "I'm going to get out of here one day. There's light at the end of the tunnel. I'm not going to be one who dies."

Now even though the final decision of who lives and who dies was not up to them in that terrible circumstance, it was the hope that kept them alive, burning little candles of fire, of hope, of desire within their heart. I want you today, when we're finished here, to begin exploring all the possibilities of your future. All of them. Not just some. Not just in your business but in your family, in your social life, in your social intercourse with other people. Your relationships, your physical well being, your finances. Your spiritual well being. I want you to begin exploring all of these different things, and I want you to write them out into what I'm now going to call your master dream list.

This is the list where you write down everything, absolutely everything. Dare to be different. Don't be afraid. In this section, you should now have a number of pieces of lined paper. One page, two page, ten pages, 100 pages. It doesn't matter. I want you to have them all, and I'd like you to sit down in a quiet hour or so by yourself, undisturbed. Make it three o'clock in the morning if you have to, but **undisturbed**.

I want you to write down and list absolutely anything. Anything that you would like to do, to have, to see, to become, to believe. Absolutely anything. Give yourself permission to write down whatever it is you want in life. And maybe your want, I can see some people in the background going, "Aw, this is going to be selfish! I can't do this. I'm not that kind of person. I don't want things for me. Don't be stupid." Maybe your want is to give to other people. There's nothing wrong with that.

The intrinsic feeling that we get by giving to others is what makes giving such a wonderful thing.

Write Them Down



So whatever your wants are, whatever your hopes are, whatever your desires are. And here's the word, whatever your dreams are, your wildest, passionate dreams. Write them down regardless of how ridiculous, childish, or unrealistic they might seem.

I mean, everything! Don't censor anything. You're going to be brainstorming with yourself, your pen and the paper and putting down everything on the piece of paper. Resist the temptation to be logical. Don't have an idea, drop it, "Hang on, I can't do that. What will people think of me?" Forget about it. Write it down.

This is your own, personal list. This does not concern anybody else in the world. Not even your partner. Not even your children or your parents. Or your boss. This is your list. This is your master dream list.

This is what you would like life to be and to hold for the future. Everything.

Be creative. Unleash your imagination. Be inventive. Now if at a later time, and I'm talking years later, you find that some things no longer fit into your priorities, that's fine. Put a line through it. Don't write it off completely. Don't scratch it out so you can't read it anymore.

Just put a single line through it, so when you look back on it from the future into the past and you've taken it out, you will know that it was by deliberate choice, your choice to remove that dream, because it no longer suited your priorities, your values, your beliefs. Whatever.

You see, it's much better to have more dreams written on this list than you can ever even achieve in a lifetime.

It's much more exciting to live that way than to never have dreams or hopes or desires at all.

And no matter what your previous experience has been with goal-setting, right now I want you to go wild.

Yeah, baby! Go crazy! Unrestricted.

I'm giving you permission right now to write down whatever you want. No limitations.

How to be a no-limit person. That's what you need to overcome if you need to overcome it right now in your mind.

In your dreams, hey man, in your dreams, you can do anything. You can be any one. You can have anything. You can become your ideal person.

Remember, these concern no one else but yourself. You're not going to tell them to me, and I don't want you to share them voluntarily with anybody. These are your personal, private dreams. So in this section, "Your Dreams", you need to have at least ten pieces of lined paper and begin writing. Then I'd like you to get something extra. We'll need this for the other sections as well. Some pieces of cardboard that you can cut them out. Just business card size, and carry around with you.

Your Wish List

I would like you to put on one side of each of these little business card-sized pieces of cardboard. You need to carry three or four around with you at each time, but keep a stash. On one side I'd like you to just write or type, "**I wish.**" On the other side of the card, I'd like you to write or type, "**I want.**"



What's that for? Well, these little business card-sized pieces of cardboard are being used for a myriad of different things. I'd like you to create a new habit. A new habit. The habit is this. Every single day that you go out of your house. You have one or two or three of these cards on you every single day. When you're in the house, you must know where they are and they must be handy. At every moment you are now going to make an association in your mind. If you find yourself even unconsciously thinking, "I wish, something, something, something," I want you to pull up this little card and write down, "I wish that I could avoid that kind of or that I can have this or I wish that," and write it down on the card.

This is so that you don't forget them. Because often our wishes and our wants, our desires, our dreams fly by our mind in such a fleeting moment of chance that throughout the rush of the day, by the time we get back home, it's too late. "Oh, what was that thing?" And if we remember what was that thing, then we begin to censor ourselves. "Oh, no look, that's silly. I can't have that. I can't be like that. I'm not that kind of person. I can't, I won't, I blah, blah, blah!"

Stop saying , "I can't!" Stop telling yourself, "It's silly!" Write down your dreams. If you want something, write it down. It doesn't matter if it's realistic. It goes into your master dream list. And if you ever find yourself saying, "I want," write it down on your little card during the day. When you get back home, what do you do? Well, here's the new habits that you have to form. Five minutes minimum. Five minutes. And I mean a good, solid five minutes. Check yourself with a clock. Some people say, "Hey! I'm going out, honey! Back in five minutes," or, "Yeah, I'll do it in five

minutes," or whatever. Five minutes never turns out to really be five minutes, does it?

I want you to sit down, minimum five minutes every night and transfer the information from the "I wants" and "I wish" cards to your master dream list. No exceptions. When you are beginning to form a new habit, you must do it every day without fail, for a minimum 30 days, preferably 60. I'm sure you've heard that before. It's true.

I'm only telling you the truth here. You see, it's very possible that in your mind you've forgotten what the truth is or perhaps you've rationalized the truth so that it no longer applies to you. What are you? Nuts? The law of gravity is truth. It applies to every single person on the face of this earth. You leave the earth, then it doesn't apply. Well, right now you're alive and you're living on the earth. Until you're dead, the truth about dreams and goal-setting does apply to you, as long as you're on this earth.

These are the habits you need to do. I'd like to see you between now and the next session in this tutorial series, build your master dream list. I'd also like to see you begin to create the new habit, the "I want" card, the "I wish" card, five minutes every day writing these things in. This is a dream list. They don't have to be realistic but you do have to do them. Do you want to achieve success in your life? And I don't just mean financial, I mean success in happiness, health, and well-being, the words which have been bandied around far too much in today's marketing environment.

But it's the dream. It's the dream, whatever you would like life to be and to hold for you. These are your dreams. Write them down and throughout this series, I will show you how to make them reality.

You have a fantastic week. Oh, boy! This gets me excited! I hope you are, too. If you're not, do me a favor, listen to the whole thing again, and this time, take the ear plugs out and let your mind go. Dream. Imagine. Create. Desire. What is your wish list? Write it down.

I'll talk to you again next week. Bye, bye.

Module 3 – Priorities Part 01

[Click here to listen to the audio MP3](#)

Hi there, this is Paul Barrs.
Hello and welcome back.
We're really enjoying this series, we're getting into some tremendous things on what I call Goal-Setting Mastery: How To Achieve Your Life Goals. As I mentioned up front and early, and I'll



probably say it again a few more times, it's important to know that as you're putting your life plan together, you don't have to have everything mapped out now, and then it's stuck and solid in concrete for the next 30, 50, 60 years.

No, that's not the way it is. Creating a life plan, the way we are doing it step by step allows you, using the folder, that I gave you instructions through the first tutorial, how to put it together, and now we're going through the others, how to use it.

This will give you a blueprint, a map, that you can use both today, tomorrow, next week, next month, next year, and next decade. It's a living document. A little like a business plan is for a business, you can and you will be able to make changes as your life's priorities change.

For example, as a young single man, this is going back a while ago, but as a young single man, my priorities for example did not include things like family. They didn't include much on financial. They included physical and health, social, and a little bit of educational.

But since then now, I'm a single father with children, I run my own business, I work from home, and my priorities of course have changed dramatically. Even just what I said there, single father, work from home. What does that suggest to you about my family priorities?

Our Personal Priorities



In this session, we're going to start looking at the priorities that each of us have in our lives. This is crucially important because it's only possible to set and achieve worthwhile goals in your life when you have clearly defined what your priorities in the six major areas of life are.

When you know what your priorities are and there is nothing clashing with them, then you can go ahead and create long lasting, sustainable goals. Things that will get you excited in the morning. Things that will get you up out of bed and make

you work late and night, take a day off to spend time with someone special.

It's your priorities which are in a sense the outlining of your own values system, your belief system.

What is it that you believe? I'm sure you know exactly what you believe in various areas, but let me ask you this. Have you ever written them down? Have you ever wanted to do something or be invited to do something by somebody else, and thought, yeah what a great idea, but, because for some reason it clashed with your belief system, or your values or your priorities for that day, that week, whatever.

Here's a good example. This one came to me just yesterday. I was out with some friends, we were enjoying some time together, and one of these friends was talking about his son's 21st birthday coming up. Just about to hit it in a couple of weeks time. He said, Paul, would you like to come, and I said hey I'd love to come, thank you very much. I know him and his family and his son.

I got back and I looked at my calendar, and I thought during the entire day on this particular Saturday, I'm going to be an MC, the host for the local school Christmas fair. Finishes about six, seven o'clock at night. The kids can be with me while I'm doing that. They're at their own school and it's a good, safe environment.

But if I'm to go to a 21st birthday party afterwards, I can tell you now, my kids are not coming. I have a quandary. I'd like to go, but what do I do with the children? I could get a babysitter, but I don't yet know anyone, nor am I absolutely certain that the young and impressionable age that my children currently are, do I want to trust them to somebody else's values and beliefs? Even just for an evening.

So, while I'd like to go very much to improve my own social life, which if you work from home with a family, you know you don't get out much. I'm not ashamed to admit that, it's true. I've got a clash here between my family priorities and my social priorities.

I can tell you now that unless I can find a close friend whom I know to stop by and keep an eye on the kids at home for me at some time, I won't be going. I'm not going to go and be worried about my kids.

I use my priorities, my values, my beliefs, which are higher in the area of family life at this current time than they are my need for social intercourse and activities to determine what I should or should not do.

I only know these things because I've been through this before, and I've written them all down. ***Your priorities are crucially important.***

You must define your own personal priorities. It helps you answer the questions of what's right versus what's wrong.

It helps your internal system operate. It helps you decide how many hours you should put in working towards your long-term financial goals, how much time you should set aside and literally take from other people in your life to do that work.

How much time should you take from spending it with others to improve your own physical health, or your education, your mental strategies, and mental stabilities.

At times while you're doing this, it may seem a little vague, but for the moment, you're just going to have to trust me and work with me as we go through these step by step, and once we get everything mapped out, then you will see and you will begin to understand with an absolute vision of clarity, like you literally have not had before.

Create Your Life Plan

I call this how to create your life plan. It's putting everything together, and as I mentioned, your priorities will change. Let's get into the folder. The folder that I've asked you to put together is very large. It's a huge folder. The section that we're in now is the second one called priorities. We've done the dreams and now we're on the priorities.



Within this area, this section of priorities, I want you to get six dividers to go inside of it. On each of these dividers, you need to write down like a title page, or a tab, however it's worked out, the six different key areas of life. Whether you've heard these or not before, this is what they are, so jot these down. You can jot these down on a piece of paper now and build them into your folder later.

Number one is spiritual. I'll explain these in more detail as we go through them. Number one is spiritual. Number two is family. They're not listed here in any order of priority, they're just listed. Priorities will come later. Number one is spiritual. Number two is family. Number three is financial.

Write these down. If you were sitting with me here right now I would say where's your pen and paper. Write this down. I'm not going on until you've done it. If you don't have a pen and paper with you right now, press pause, get one, and come back.

Number one is spiritual. Number two is family. Three, financial. Number four is mental. You might like to put in brackets *educational*. Number five is physical. Again, you may like to put in brackets *health and well-being*. Number six is social.

I'll explain a little more about each of those as we go through this series, but the most important thing now is you want to be able to place at least four to five sheets of blank lined paper in with each of these different categories. I think it's going to be best if I do go through them all one by one, perhaps break this session into a number of mini sessions, because you have a little bit of writing to do.

I asked myself should I write out these questions that now need to be asked. No, I'm not going to write them out. I want you to write them out. If you write them out, you'll become closer to them. You'll become more attached to them. You have to give them thought as you're writing. You'll also be able to answer your questions more clearly.

In each section, four or five pages, one for spiritual, family, financial, mental, physical, social and so on. This is what you put into your folder. I've got some questions for you. I'd like you to answer each of these questions, I guess on a one to three. Number one means not very much. Two is could be. Three is absolutely. Perhaps even more accurately, number one is uh-uh. No, I don't think so. Number two, could be. Number three, absolutely.

Here are the questions for the spiritual evaluation to set your priorities. Once you've got these questions together, then you can go back through it and write down your priorities. I'm going to go through them fairly quickly, so you may need to stop and pause along the way.

Here we go.

Number one. Do you have a moral or ethical responsibility towards the welfare of others? Do you have a moral or ethical responsibility for the welfare of others? Remember you can pause this as you need to.

Number two. Are you in any way responsible for the conduct of others? Do you make a conscious effort to exert a positive influence towards bettering your community?

Number three. A. This is on personal ethics. Do you consider honesty and truthfulness as standards in your behavior? Are honesty and truthfulness firm standards in your behavior? Part B. Do you sometimes compromise your standards to keep from hurting others or to be polite? C. Is it possible to be completely honest in business? That's a good question.

Are your business standards different from your personal standards? Do your standards contain both do's and don'ts? Do you understand the values behind the rules that guide your life? Do you have either moral or ethical standards towards such things as drinking, gambling, sexual behavior and so on? Are you consistent in applying those standards?

What about question four, these are all of the parts. Your potential. Do you have a moral responsibility to use your talents towards helping others? Do you feel you have a purpose in life? Are you using your talents to the best of your ability? Would you be happier if you developed your talents further?

Next set of questions in five. Is a spiritual need natural for human beings? Is a need for spiritual fulfillment required for human beings? How about you? Do you believe in a personal goal? Do you consider yourself religious?

Do your spiritual values, if any, influence the way you do business or the way you interact with others and your family? Do you believe in prayer? Do you practice it as frequently as you feel you should? Do you feel your life would be better if you did more in these areas?

How about these questions? Are you a member of a church or congregation, a synagogue or formal meeting? Do you live by the standards of the people within that group? Do you plan to follow those standards more strictly later on in life?

Do you encourage and lead others to join in with you? Can you discuss your religious beliefs without being defensive? Are you a leader in this group? Should you increase or decrease that leadership role?

Perhaps, as I was going through those, obviously it may have been too fast and maybe you could use the pause button to write those down. I think you should use the pause button to go back and write them down because these are good questions to stop and ask yourself from time to time. There's no question about that.

What do you do with it? Well, the next thing you need to do is come up after looking at those. Sit down and meditate on them. That means you sit quietly. Think about them and read them.

Sit down and spend a few minutes, five, ten maybe 15 minutes. I'd like you to write down at least ten things. These are not goals, these are just generalizations, ten things about your priorities in the spiritual arena that you can work towards improving and maybe goals from these ten things.

Once that's done, what I'd like you to do is write down your top five in order. It might be, if for example, you have some strong religious beliefs, perhaps Christian beliefs. It may be number one to pray every day, or to read your Bible every day, to make sure that you do get involved with your fellowship at least maybe twice a week, to be a better helper in terms of leadership within your church, to help put on special projects within the church. What are your things?

You can come up with this top five list once you know where exactly you stand, and you need to know exactly where it is that you stand.

I'm going to go through a similar series for each of these different areas. The next one being the family life priorities. I simply picked the spiritual as the first point of call for one specific reason. Most people do have some kind of spiritual or religious belief. Most people of those also do not do what they feel they should be doing most of the time.

I know it for an absolute fact because I've been in this situation. If you feel you should be doing more than what you are doing, it can eat away at you. It can be detrimental to your health. Detrimental to the way in which you work and interact with other people. Detrimental to your work ethic.

If you have a set of values and beliefs that are spiritually based, and you're not fulfilling your own values and beliefs in your day to day activities, conversations, words, and places to be, things to do, it can eat away at you. It can hurt you. It can damage you.

In some cases, I've even seen some religious groups where the other member, if you're not keeping up to the standard, they will persecute you. It's not good. If it's not good that they should do that to you if you're feeling down, why should you do it to yourself? Does that make sense?

If you've ever been in that situation, I guarantee it makes sense. So, by coming up with a list of priorities in this particular area, it will help set for you the guiding foundations of your life.

Even if you say, but Paul, I'm bored. I don't believe in any of this, I don't think any of this has a place in my life, then write that down make it clear and ask yourself the question of why.

Personally, I really don't care what you believe. As a young man involved with the church, yes, I would go out there and tell people what they should believe. No, I'm not going to do that anymore. I just say this, make sure that you do believe what it is that you believe, and you do it for a reason with conviction, with passion, with honesty, because if you're screwed up in the head spiritually, you're stuffed. It's the only way I can put it.

If you're beating yourself up because you're not living the kind of lifestyle you think you should, you're stuffed. You're going to have to do this with diligence. Go back, write down those questions and meditate upon them. That means sit, think, and be quiet. I'm not saying you have to sit there in the lotus position and stick your fingers up and hum. I'm not talking about that. Sit down and be quiet with yourself.

Some of these things I said may sound a little vague. They may get you a little bit worried, but I'm going to take you on a journey that will set up the plan for the rest of your life, and what an exciting life it's going to be. I know it will be.

I wish you could be sitting here. I'm in my lounge room right now recording this. I don't believe in paying for fancy recording equipment when you can do it yourself. Maybe the sound quality isn't as good if you go and spend a thousand bucks in a recording studio. Big hairy fat deal. The information is the same.

I'm sitting in my lounge room right now with a coffee in front of me. I wish you could be sitting here right now, too. I would spend a whole day on this for you. But that's not the case, so, please take the time to do what I'm asking you to do.

Take the time. Sit and meditate. That means on your own nice and quiet and go through these questions.

I'll talk to you again very shortly to move onto the next category. All right. Bye-bye.

Module 4 – Priorities Part 02

[Click here to listen to the audio MP3](#)

Hiya, folks. Welcome back. And to continue on, now we have next five little quick tutorials. This is going to be a series of questions, just the same as we did a few moments ago with the spiritual beliefs areas of the section of your folder which is entitled, "Your Priorities." I need you to now learn and fully understand your family life. What is your family life to you? What kind of questions should you be asking?



Now, these are going to differ, depending on whether you're married or whether you're single, but you'll be able to just use these as a guideline. Write these questions down, and I want you to answer them yourself. Perhaps, you can write the questions down as I'm going, or perhaps you can just jot down the answers, but if you do the questions, that's the best way, because at a later time you'll be able to come back and review these. Because over time, your priorities will change, particularly if you're single now, and you're going to be married later on, have children. Hey, believe me, your priorities change. There will be life changes, but hey, parents, you know where I'm coming from, right? Well, let's get to it.

Family

First thing you have to understand is what is the importance of your family, or your family ties if you're single? Are they of great importance to you? Do your actions reflect that importance? Do you spend as much time with them as you would like? Do you actually plan ahead for that time? In this instance, we're saying, family could be immediate family or your single extended family. Use that as the breakdown. What about relationships with children, if you have them? Do you spend time with each child on their own? Do you have a clear cut relationship with them? Is that something you can improve on? How do they feel about you? Do

you think they respect you? Do they fear you? Maybe, they just ignore you.

Maybe you're thinking of planning on having children in the future. Are you planning this? Are you making the financial plans for it? Should you enlarge your circle of friends if your current ones you don't feel are going to be good for a family? I made that decision myself 15 years ago. I used to be involved in professional theater. Now, at that time, I wasn't planning on having a family. Heck, I wasn't even planning on getting married, but something inside me said, "This is not the environment I want to bring kids into." Not good, I didn't feel so, at least, not the folks I was hanging out with anyway, so I made those changes.

As your children get older, here's a good question. Are you interested in their decisions and their input towards your life and your lifestyle? Do they discuss their problems with you? Do you discuss yours with them, help them see and understand that everyone has difficult times? Tell me, do you have a secret favorite amongst your children? That's a good one.

What about their future? And you can do this, even if you are single. Plan the future now for people who don't exist. That's OK, because it lets you know where you need to go in your life. Are you saving systematically for their future? Do you think they'll be ready for college or university? Are you helping them develop self-confidence, self-discipline, financial responsibilities themselves?

What about your position in your family? Do you have a position of leadership? Is your leadership restricted? Do you think its right? Does it cover all, everything? The decisions in your family, are they made by you or some other family member or maybe the group as a whole? Or the individual who'll be affected the most with input from the group? At our holiday time, recreation, is adequate time set aside for you and your family? If you are single, for you to visit your family?

I've said this before, I'll say it again, I know you've heard it. **You cannot choose your family, but you can choose your friends.** In this particular case, make the most of your family, whether they're immediate family or extended family. Keep in touch.

Household Rules



Are there certain house rules established in your house? Are they clearly established? Is your family's health needs covered and catered for? Now, if you're married, this is specifically for you. If you're single, maybe a girlfriend, or boyfriend, sorry girls, or if you're single and you're looking, do you spend enough time with your partner? Do you plan on spending time with them? What can you change? Do you need to change in this area? Would your relationship improve if you had more time alone? Difficult thing when you have children, but you've got to take it into account.

Do you argue too much? Do you argue too little? The arguments are good for settling some matters, but they have to be based on facts, not emotion. Are your differences always resolved? Do you let the sun go down on your anger, is what I like to say. Do you agree on methods for disciplining your children? When the children grow up and leave home, will you still have a relationship, or is the children it? See, these questions can help you decide where the holes are. And only you can fill those gaps and fill those holes to become, to use the phrase, a more whole and complete person.

Do you communicate with your partner at all times? These are some of the questions that you can ask. Now if you're single, you might like to ask the question something like in terms of marriage for the future. Do you feel that you can both give and receive love? Do you think you can communicate with someone else on more than just a superficial level, a really deep, meaningful relationship? Here's a good one for you. Do you want to have a better marriage than your parents had? Oh, that's a good one. Do you want children? Do you think that you could give your children something worthwhile in life? Could you help them be created and molded into well established, happy, and successful people?

What about where you are at the moment? Even though you might just live in a little apartment, but do you have an interest in making that your home and making it attractive? Do you have a sense of belonging? When people come to visit, do they go, "Hey, yeah, this is yours," because they

know who you are and you express that in your surroundings? I like this one. Are you happy to have your friends visit you at your home?

See, I can tell you now, as a single father with three children, sometimes I'm not happy to have anyone here, because the place is a pigsty! Parents, you know where I'm coming from. But you've got to put the effort in sometimes. It's a good question.

If you're single, do you have interests outside your work? Do you have interests, things to do at home? Do you have a good, stimulating social life? Would you consider yourself an interesting conversationalist? Do you listen? Two ears, one mouth, use them in proportion. Now, if you decide that you want to stay single, let me ask you this question. Are you making responsible plans for self-sufficiency financially? Are you going to be able to look after yourself? Here's another one. Oh, I like this. Do you generally enjoy being alone a lot of the time?

Answer these questions honestly. They're for you and you only. Tell me something. Do you avoid manipulating your friends and relatives to provide entertainment? Some people do that. They make fun of others just for the heck of it, because it's fun. Fun! Answer these questions honestly. They're just for you. And look for holes, gaps, in your relationships with your family that you think you can improve on and write those things into your master dream list.

Next quick one, we'll be looking at the financial priorities. Let's go and do that in just a moment.

Module 5 – Priorities Part 03

[Click here to listen to the audio MP3](#)

Hi, this is Paul Barrs. Hello. Welcome back. We're going to get straight into the financial priorities area we're looking at. And I hope you haven't missed anything yet. In your priorities section of the folder that we put together, I want you to answer these questions following honestly for yourself. It's to do with your financial situation now, your development, your past, even, your future.



Here's a good question for you. Is the emphasis that you give to your life and financial development, is it too little, about right, or too much? It can be a hard one to answer, but it's worthwhile thinking about. Would you consider yourself mature in the ways that you handle finances? Or do you run and hide when the bill collectors come around? Are you ever tempted to keep up with the Joneses? Do you envy others who have more than you do? Do you spend impulsively? Or do you spend about the right amount?

Do You Live Within Your Means?

Here's a good one. Do you live within your means? That means within your income level. Remember, I'm looking for a yes, a no, or a maybe if you're writing down the questions. If you're pressing pause, play, pause, play, pause, play all the time. Don't just listen to this. Please don't just listen to this and think, "Hey, sounds good. I feel good about myself. Big hairy, fat deal." I want you to do this. Make it count. Listen to these with intent, with integrity, be honest within yourself. No one else will see this other than you. So either write down the questions, then come back later and fill them out, which is the best way to do it because in the future your priorities will change. Or write down the answers now in a very quick section, which you can understand when you come back to it.

Do You Budget?



Tell me, do you operate on a budget? Do you stay within the budget? Oh, that's a hard thing to do. Here's a good one for you, www.simplybudget.com. One of my clients sells budgeting software, the most brilliant tool I have used in my life. And I can honestly say, it has changed the way I manage my money. I only came across it this year.

Here's a good question. Is money ever a source of an argument in your family or amongst your friends? Do you handle - oh, I like this - do you handle your personal finances as well as you do your business finances? Do you handle your business finances? Do you have a regular savings program? Are your savings adequate? Will they be adequate to achieve what they need to? When it comes to buying and spending things of reasonable amounts, do you consult other people? Could you consult other people?

How about this one, **has your income increased progressively each year for the last ten years?** Do you expect it will over the next ten years? Now ten years, if you're a young person like me, that's a long time to be thinking. I've been working now for 15 years. I hope I'll have another 30 something of good healthy life that I can continue working as well, so I've got to think ten years ahead. Do you? And right now, do you feel you're being paid more than you deserve, about what you deserve, or less than you deserve?

What can you do about it? Look for the gaps. Tell me, do you plan to increase your personal net worth in the next year? You might want to set some goals in that area. Are you willing to pay the price in personal effort to improve your earning capabilities? Do you know how to use credit wisely or do you just screw it up every time you get a new card?

How about this one? This is key. Write this down no matter what you're doing. *Could you meet your financial obligations if you're unable to work for six months?* Do you have enough in the bank to keep you going? Tell me, do you consider money the most important indicator of your success? Or maybe a means for reaching more important goals? These are

representative of the time and effort that you put into life. Tell me something, do you believe it's possible for you to gain financial security without forcing someone else to lose on something? Can you work towards win-win situations or is it always win-lose?

What about insurance? Do you have enough life insurance to protect your family if something happens? Touch wood. Hope it won't, but do you have the insurance? What about property insurance, contents insurance for your house, car insurance, health insurance? Is there anyone that you look to for financial advice on things like insurance, finances, credit, investments? Do you observe and learn from others who are successful in this area? Go through those questions, answer them yes, no, or maybe. And then when you've done that, stop and look, look at the results, look for gaps, look for holes. Be honest with yourself. Transfer those holes of where you are now into your master dream list of things you want to improve. And we'll be coming to using that master dream list later when we come up to the goals and plans area.

How about your mental development? Well, let's get to that next time.

Let's take a quick break. You've got a bit of work to do. Let's take a quick break and we'll come back to that one next.

Module 6 – Priorities Part 04

[Click here to listen to the audio MP3](#)

Hi, there. Paul Barrs here again. Once again, continuing on, we're looking at our priorities. This whole section, of course, is just for members. We're looking at the mental development, your intellect, your educational growth. It's a simple fact, well known. If you didn't know it already, I'll make it clear to you now, very well known. If you want to do something with your life and you aren't yet doing it, I believe, personally, that it's because you don't yet know how.

Could be a combination of don't yet know how, don't yet have the desire and motivation. But see, the thing is, once you create the motivation you will learn the how. All you have to do first is increase your knowledge.



See, when I began my business four and a half, five years ago I got my first computer then. I didn't know how to use the thing. I could turn it on, but that was about it. I went down to the book shop because that was all I knew back then and bought some of the books on how to learn Microsoft Word for Dummies, Excel for Dummies, Access for Dummies. I went through them step by step. I knew what it took to learn something new. And we're going to be looking at some of those things today. So this is very important. Once again, I want you to ideally write these questions down so you can come back later and answer them. Or simply write down the answers both better if you can come back later because your priorities will change over time.

Your Abilities And Intelligence

Let's get started. Your level of intelligence, would you consider it above average, about average, or below average? What we're looking for here is gaps, gaps that you can improve on. What about your learning ability? Do you learn fast, at a fast pace, an average pace, or slowly? How about

formal education? Do you feel that you need more formal education than the level that you currently have? What can you do about it? At the time that you stopped your education, that formal education, I mean school, college, TAFE, university, whatever, did you feel it was complete? Do you feel the same way now? How about your education, would you consider it well-rounded? Good general knowledge? In your present field of endeavor, your present business, your present job, do you feel that your education level is adequate for what you do or could it be better? Is it the same as what you planned on doing when you're at school? Have you supplemented your education since? Do you take refresher courses every couple of years? Have you taken any other steps to improve your mental development, your ability to learn and remember things?

What about these, little things that you can do, do you regularly read magazines and bulletins about your chosen field of interests? Do you think you need to read more than you do now? Are the articles and the documentaries that you find interesting closely associated to what you do now? Are you also interested in other fields of endeavor? What can you do about that? How about just general attitudes? Do you think you're well-informed on what's happening and why in the world? Do you have a strong desire to know more? Have you ever been embarrassed because you knew so little about something? Tell me, irrespective of your age right now, do you think that you're mentally alert and as capable of learning as you were when you were in school?

Hobbies And Crafts

Are you curious? Do you have any hobbies, crafts, cultural pursuits, things that you like to do more with? What about your imagination? Do you use your imagination to form relations between current events and the probable effects on you or your friends or your family? Do you use your imagination to fulfill the needs or goals of unusual opportunities that might come across your way?

Do you use your imagination to meet the needs of others and to serve those in need through your business? Are you cautious of the thoughts which come into your mind and characterize your behavior? Do you try and block out that negative voice that always drops in when something goes wrong? That's a hard thing to do sometimes, but these are the

questions that you need to learn and answer for yourself on the mental education and informational section of your life.

Do those, as you have the others, and then stop by with the next one on the physical priorities of your life.

Module 7 – Priorities Part 05

[Click here to listen to the audio MP3](#)

Welcome back again. We've got two more to go in this little mini-section, so let's go straight into it, the physical priorities. Once again, I want you to write down the questions! Play, press pause, press play, pause, play, pause, play, that's what you have to do! Write them down so you can come back to them later and answer them, because your priorities, what? They will change over time; that's important. We're talking about your physical strength and your abilities. I don't mean, you know, Arnold - Mr. Universe type thing - I'm talking about where you're at now.



Let me ask you this question. Is good physical health of major importance to you? Should it be? Maybe! Have you had a complete check-up in the last year? Have you seen your dentist? Have you had your eyes checked in the last year? Do you have a regular program of physical check-ups? How about exercise? Do you have a regular planned program of exercise? Do you get enough, or too little? Do you get the right type?

These are the questions you need to ask and answer for yourself. Are your energy levels always sufficient to get you through the day with what you need? You see, the body is a machine. It is a machine and a machine needs to be used for optimal performance or it will rust, right? Similar thing with the body, the corrosion of the cells, cancers. These things can easily take place in a body which is not being used the way it should.

Tell me, do you frequently experience stress or tension in your work or in your family? What about your work? Does your work involve physical exercise? Do you work long hours without rest? DO you frequently skip meals or eat too quickly, or too little? Tell me, has the interval between work absences been less and less and less, or do you find you're getting sick more and more and more? Tell me, do you always use your recreational or leisure time just for spectator activities, or do you actually get into the activities yourself?

Vacations



Oh, here's a good one, I like this! Did you take a real vacation, a real holiday last year? Did you have some time off? Have you taken one decent holiday of, at least, two weeks or longer, in the last five years?

What we're looking for here is, we're looking for gaps, things that you can transfer back to your master dream list to set your goals for.

What about the - oh, I like this next one! Are your holidays (or if you're in America, your vacations), are your holidays so filled with activities that you return exhausted? Or do you take some time out for yourself? Do you worry about your work when you're on holidays? All these things affect your physical abilities.

And then what about the way you eat? You've heard the phrase, "We are what you eat." Well, I guess there's something to it, but do you have a consistently balanced diet? Do you know enough about proper diet to make the good choices? Do you overeat, or you frequently snack between meals? Are the snacks good, or they healthy? Sorry; are they bad or they healthy? Yeah, that's it. How about your weight? Is your weight what it should be, within the realms of norm for someone your age and height?

How about these? These are the ones that get me sometimes. Are you threatening your physical well-being by using tobacco products--do you smoke? Well look, I'll tell you right now, at this point of time in my life, I do. This is interesting. I'm looking here, going through these notes that I've made over the last six years, and I've got a note ticked, that one. Because I remember the last time that I actually sat down and did this myself, I didn't smoke. But now I do. Knock-knock, on wood, something wrong with that! There's something for me to work on.

Maybe you, too.

Health

How about your health--is it threatened by drinking too much or using any kind of drugs, either prescription or non-prescription. And emotional well-being. Are you generally calm and in control of your decisions? Those things can affect your physicality. Do you frequently lose your temper at work or with your family? Do you get angry too quickly and too easily, is the question you need to ask. Are you often depressed for more than just a few hours at a time? It's OK to be sad; that happens. But do you stay depressed, or do you go and do something to get yourself out of it?



Let me throw this in. Physical activity is a great way. You get the adrenaline pumping round the body, get those endorphins running. You just can't help but feel good!

Do you worry too much? This area for me, working from home as a single father, having been married previously, and when my wife fell tremendously ill, I can tell you now, I did not get out much. Heck, I didn't get out at all! Physical activity? Didn't happen.

Just recently, this past month, I've gotten back into swimming. I used to love swimming! Lap after lap after lap; I used to do a mile or more every day as an young adult and a late teenager. Then I did nothing for 15 years. Guess what happened when I got back in the pool two weeks ago? I nearly died. Well, I felt like it. But now, after only two weeks, I'm back up to a kilometer, 20 laps. Now, it's a bit of hard work, oh, but it feels so good when it's done. See, I found the gaps in my life, the things I need to work on. And they're the things that I want you to find in your life, and work on.

We've got one more, which is the social priorities. Take a quick break. Do the work for this one first, before you move on, and we'll do the next one shortly.

Module 8 – Priorities Part 06

[Click here to listen to the audio MP3](#)

Welcome back. This is the final one in this little mini section that we have within the priorities of this final series of goal setting mastery, how to set your life goals and we're looking at the social priorities. Each of these different areas that I've been covering are vitally important to being a very well rounded, well developed, happy and successful human being. Man or woman. Boy or girl. Child or adult. It doesn't matter, all of these things come into play. And the next section will be the personal values finally followed by goals and planning which is where we are aiming. But without understanding those things that I'm going through now, you cannot, let me repeat that, you cannot achieve the goals in your life until you have worked out all of these things.



See, achieving your life goals means two things. Number one is living a good life, lengthwise and being healthy. Without those two things it isn't going to happen and I don't care what you try for. It just isn't going to happen. So, once again I am not going to write these questions down and ideally, or as a minimum, put down your answers. But if you can press pause and then play, pause play, pause play. It works the same. Now, take the time please, please take the time because I'm not sitting with you right now. I cannot take the time to take you by the hand and do this with you one on one. It's the best I could come up with. So take advantage of it. Take advantage of the time and effort that I'm putting in to give you this information. Capitalize on your time and your effort to go through it and achieve mastery in your life.

Social Development

So let's look at your social development, how you interact with other people. Here are the questions, tell me, do you really like people? Do you like people? Do you consider yourself friendly? Do you limit your friendly attitude to establish friends, or perhaps, do you introduce yourself to

strangers? Are you a good listener? Do you think you've got a good sense of humor? Ahh, is that sense of humor appropriate for the situation? What about rules of etiquette? Are they important to you in various places? Do you resent, or reject, any social taboos? Things that others say should be right? Are you considerate if your feelings towards others? I like this one. Do you always keep appointments that you make? You say you'll be somewhere, do you turn up? Are you always on time? Do you take the initiative to introduce yourself to strangers? I've met some fascinating people that way.

Do you recognize every person present when you enter a room? I'm not saying if there are a thousand of them, but do you recognize those who look in your direction and not at the head? Maybe. Are you a good conversationalist? Keep in mind that means two things. Talking and listening. Do you enjoy entertaining others? Your friends. What friends? Would you consider you have many friends? You can't choose your family, but you can choose your friends. Choose your friends wisely. That's my advice to you.

Do you have separate groups of friends in different areas of your life? Are you basically the same person in each group, or are you someone completely different? Is friendship important to you? And do you learn from your friends? Do you ever contribute, in some way, to enrichen the lives of your friends? Those people whom you know. Do you have an inner circle of intimate friends about you really can share your closest thoughts, and things with?

Looking at different situations as they occur, do you find yourself frequently uneasy? Do you lack poise in new and unfamiliar social circumstances with new people? For example, strangers? I like this one. Do you remember people's names when you meet them? Do you even ask for their name? Do you give your name? Do you give your name first? Can you easily make small talk with people if you don't know them well?

Tell me. Do you ever decide how much attention to give someone else by considering their social importance? If someone's on the top of the latter, as far as you're concerned, within their group, do you give them more time? Now listen, do you gossip? Do you chin-wag? Do you tell stories about other people behind their back? Do you partake in other people gossiping?

And finally, a bit of social activities. Do you have a regular schedule of social activities? Do you participate in any business groups, or charity organizations activities? Do you limit your social contacts to those that will promote your business? So, this one time someone that got involved in network marketing. You couldn't talk to them unless what, yes, you're interested. Do you limit your social activities, maybe, in the other extreme? Just the family activities? Is your attitude towards your society generally optimistic? Do you care? Do you care about the ethical and moral standards of the world as a whole? Do you conscientiously attempt to make a contribution to the lives of others?

So, there are the questions all rapped up. **What I want you to do is answer them.** Write them down and come back and answer them. And then look for gaps. Areas in your life that you like to improve on. Take those gaps and put them into your master dream list. Something you'd like to do, something you'd like to be. Something you'd like to hold. I know this section has probably been a little tedious, but hey, if you've got this far you're well on your way to success and happiness, whatever that means to you.

In the next section we're going to continue on. We're going into some more, even more intimate detail on your personal values. And by asking these things, you can what? Create a master dream list, which is brilliant, fascinating, exciting. And I'll show you then how to break those dreams into goals step by step and make them achievable so they can become a part of who you are.

I look forward to the next section. Hope you do, too. I'll talk to you then. Bye, bye.

Module 9 – Values

[Click here to listen to the audio MP3](#)

Hi, this is Paul Barrs. Hello and welcome back. Welcome back to the series, Goal Setting Mastery, How to Achieve your Life Goals. Now over recent weeks, recent tutorials, we've been looking at your priorities. And I've been saying now, you're tuning into this through Home Business Goal as we give some free samples throughout, week by week, then you've just missed five or six tutorials that are vitally important. So stop by the Complete Guide to Home Business Success and you'll be able to get all of those as well.



But continuing on, looking at this folder, the next major tab that we have is personal values. Now I got to tell you, before we get started, we are going to get onto the goal setting part soon, but before you can set efficient and fast and achievable goals, it's important that you know exactly where you are in life, what your values are, what your belief systems are, so that as you set your goals and reach forward to achieve them, you won't be running into any conflict.

The primary reason why, when we set goals to go about achieving them, that we don't achieve them, *is because of conflict, internal conflict within ourselves.*

We might have a wonderful goal, say for example, financial, \$100,000 a year, \$250,000, a half a million dollars a year. But for many cases, with some people that I've personally spoken with, you find yourself, as you get closer and closer towards that goal, sabotaging yourself unconsciously because somewhere deep down inside it's very possible that you don't feel that you're maybe worth it. Or that you don't feel it's right that you should have this kind of income when others don't.

Whatever they are, we'll be covering everything all along the way, but today let's get into the next tab section of this folder, which I know and I

believe and I hope that you are creating and putting down and taking notes into.

Personal Values



I want to look at your personal values. This is your beliefs, your standards, the things which guide your behavior in life. It's extremely important that you spend time listening to this little quick tutorial over and over again, that you write down these things so that you can determine and know exactly where you are right now and how these

things affect you.

One of the things that, of course, comes down to personal values, particularly in western civilization these days is our thoughts, our feelings, our impressions on money. What do we do with it? I'd like you to answer these questions. How do you plan to use your money when you've got more than what you need? And that's what's going to happen after you start achieving all these goals you set in your life. How do you plan to use the extra money? What are you going to do with it?

Could you possibly answer these questions by maybe writing a mini mission statement for your financial values?

What about your credit rating? What do you want to have there? How are you going to pay your bills? How are you going to use credit? I'd like you to think about all of these different things. What kind of risks are you prepared to take? Will you give to charity? Will you give to those in need? Are these standards? Do you think that they are believable for you? Can you accept them because if you can't, then they are not your values.

I want you to sit down in this section and write out six different mission statements.

Now the mission statement need be nothing more than a paragraph or two explaining exactly how you feel about a particular situation. You need to word it correctly. You may need to write and rewrite it a number of

times. I'm looking here at some mission statements which I wrote back in 1995. And well, I can say that then they were true, that my values, my priorities in life have changed since. And I'm reading through these and I thought perhaps I should give you some samples, but I won't.

Because these are very personal, these are deeply personal, these are things that nobody else should see or read or know. This is your personal values. So you need to have a minimum six pieces of paper in here. Put together a mission statement for your financial approach to life. Not just for yourself, but for others as well.

Family Values

Also, for your family values. What kind of marriage do you want? What kind of children? How much time do you want to give them? What do you want to do? What do you want to teach them? These are the types of things that all need to be encompassed within your mission statement. What about spiritual? What are your beliefs? What are your dreams? What are your hopes? What are your desires? What do you want to teach? What do you want to say? What do you want to think?



Do you have conflict in your life there at the moment? Write down a mission statement, something which you can read on a daily basis, just a paragraph or two. Perhaps carry it around in a card. And then in doing that, you can remind yourself daily this is where you want to be.

See a mission statement doesn't necessarily have to be where you are right now, it's your mission, it's your focus for the future, it's where you want to go. But with all of these different areas, you need to have a separate one for each. The spiritual area of your life, we covered this a little earlier, family, very important relationships, financial. Jot these down if you're not writing them already. I don't expect you to remember them. I want you to come back to them. And with those, you can begin to create the basics of the foundations of your life.

What about character values? Maybe, you should ask yourself the question, what kind of person do you want to be? What kind of attitudes do you want to hold? What kind of behavior characterizes you now? What kind of behavior would you like to characterize you in the future? What would you like people to say about you? What do they say about you? Is there a difference?

Figure out what you want them to say and then work towards becoming that person. I mean, it could be understood that this is airy, fairy crap, but it's not.

Until you have done these things, internalize them, understand them, believe them, and know them to be true, you will not understand it fully. Ask yourself the questions. How do you want to use your leisure time in relationship to the conflict between family and work? How much money are you willing to spend on leisure in the conflict between family, personal development, and financial security? What kind of social activities or groups do you want to participate in? How will that conflict with your spiritual values?

Again, your family and your financial, can you see how they're all interlaced together? Very important that you go through these. What about career and business? What about work? Is for you work and financial separate? Is your career mission separate to your financial? It should be. Here are the six different areas.

If you haven't written them down yet, write them down again.

Number one, and this is no order of priority, this is just the order I happen to have them written down myself, spiritual. Write that down. You need to create a mission statement this week that defines your spiritual goals in a paragraph or two. Family, you need to have a mission statement, a paragraph or two that will define your family goals. Financial, what are your financial goals? Now your financial goals are, of course, directly tied and related to your career and business. That's important. That's where your income comes from, but be sure it doesn't conflict with your family.

What about your educational need, your mental health, your stability, your fortune through your mind throughout the future? A good phrase once said to me was along the lines of, "We are the same today as we will be tomorrow except for the books that we read and the people that we

meet." And that leads me to the social, social activities, your social life. Who are the people that you meet? Who are the people you hang around with? You heard this before, "You can't choose your family, but you can choose your friends."

Best advice I can give to you, choose your friends wisely. Your friends will make or break every single one of these six areas in your life. *Choose the wrong friends, they will destroy you. Choose the right friends, they will encourage and motivate and help you to grow.*

Finally, your physical health. I want a mission statement for all of those different areas to go into here. And remember, like a business plan it's not set in concrete. This is where you are right now. We know where you are right now because of the information we filled out beforehand in the priorities.

But where are you going? What are your personal values? What do you want them to be, more accurately because this is all about achieving success and happiness in the future. Where do you want to be? What kind of spiritual life do you want to have? What kind of family life do you want to have? What kind of dreams do you have financially and in your career? What kind of knowledge would you like to acquire with your mental strength, stability, and educational needs?

What kind of physical strength and fitness would you like to achieve with your health? What kind of social status would you like to hold amongst your peers, your friends? A mission statement in each of these areas will help you develop and achieve your goals.

Here's some suggestions for you just to help determine your values. You might write down - and write down your values in terms of a first party point of view. Don't say I would like to, say, I do or I've followed my spending and saving plan for managing my financial affairs. Do you have a spendings and saving plan? Do you have a budget? You should. If you don't, get one. Write one. Create them.

I'll throw in a freebie for you right now, www.simplybudgets.com. One of my clients sells a budgeting software program. It's brilliant. You won't find a better piece of machinery or a greater and easier tool to use that will help you get control of your budget. And I'm throwing that one out front because above and beyond all other things, the financial problems and

pressures that we strive through throughout life can cripple us, just as much and as damaging as our friends. Worse yet, when our friends call upon us on our finances and cripple us. Worse yet again, imagine this, when your friends are your family and they call upon you and cripple you.

If you don't have your personal values and your priorities set out, you will find yourself in conflict. And if you cannot overcome the conflict, you will never achieve your goals. It's as simple as that. Have these things written down.

Do you accept all people in your life and love them as they are? Do you listen when your family and friends talk to you or do you just talk back? Do you expect them to believe the same thing that you do or are you prepared to accept what they believe as being something different?

Do you give to a charity or a church? Do you do it regularly? Do you do it as often as you think you should, is the question. Do you spend enough time between recreation, family, and work and reading. Time, time, time management is the next topic of the next seminar I'll be recording. That's crucially important. But before you can allocate your time, you must know what your values and priorities are.

So you've got some homework. Let me give them to you one more time. I want a mission statement, one or two paragraphs from each of these areas. One is your spiritual values, your family values, your financial values, your mental health and educational values, your physical health and fitness values, and your social values. What are they? Write them down and discover.

You should already know what they are. Let me correct that. You should already know what they are because we've been through the priorities in your life. Now that you know what your priorities are, I want you to create some values and mission statements about how you believe you can put these things together in the future.

The key is this, not one of them can conflict, which means you may have to rewrite, three, four, five, twenty-five times, if necessary, your paragraph or two mission statement for each of those areas.

Once you have this, next week we're talking about the goals and the plans. The strengths, the weaknesses, where you stand, the priority of

your goals, the targets, the achievement, the action. That's where it begins, but it cannot start without what we've just spoken about this week and in previous weeks. So you go to it and do your homework.

I promise you it will be worthwhile without a doubt. Remember this, we are the same today as we will be tomorrow except for, what, the books that we read and the people that we meet. And I'll throw in the seminars that we listen to.

You have a fantastic week. I'll talk to you again soon. Bye-bye.

Module 10 – Action Plan

[Click here to listen to the audio MP3](#)

Hi, this is Paul Barrs. Hello and welcome back. We're starting to come to the end actually but I think I might throw in a few bonuses for you along the way so, no matter. Putting that aside, let's get straight into this.



We're now up to setting the goals and plans. How to actually take an idea, break it down, and make it into something you can use. By now, you should have completed all the previous sections. Building your dream list, determining your priorities, deciding your mission statements for your personal values, and taking upon all that information.

And let me just throw this out, if you've taken a break between the last few tutorials and this one right here, I'd like you to go back and read over them before you complete the tasks that we're going to be setting up in this tutorial and the ones that follow.

Now you know where you are, who you are, and what you want. We can start creating some plans of action. The plan of action is the most important thing. Well no, actually it's the second most important thing. Having a plan of action is great but you also then have to put it into action. That is the most important thing.

Going back through all of the sections that we've covered so far, in particular your master dream list, **I want you now to read through it and pick out the one that you feel is your top priority.** Now, perhaps you can do this by just going through the list and putting a number one through to five alongside each of these dreams that you have. Number one through to five.

Number one being high priority, number five being "I'd like this, but it doesn't matter that much, not this year anyway." Do that through your master dream list, and eventually narrow it down, even if you have four or five number ones, narrow it down until you can come up with a list of

priorities. I want you to pick out five. Five top priority dreams that you can now convert into goals.

How To Create Your Action Plan

Here's how you go about doing it. the plan of action that you're going to create will have a number of different sections to it, grab a piece of paper you want to write this down and add it into this goals section of the folder that you're putting together. The first thing that you need to do, just drop these down one by one, set up a little form of some sort, maybe with a couple of borders on different sections.

Write down what area of life which of the six different areas this particular dream applies to. Now write down today's date, or this is going to be the date that you're going to write these things down, no telling what's in it.

Then you write down the achievement date, when you would like it to be achieved, maybe call it the target. And finally of course, you will write down the date that you actually achieve this thing. And not everything happens overnight, sometimes it can take a little while.

Now I want you to take that dream, and I'd like you to re-write it as a goal. For example, it could be something--let's go back through mine--buy a home computer. I would say buy a better computer and use it better, learn to let the children use it. It could be something like that.

Buy a better computer, because you know that the work you're going to be doing in the future you're going to need a higher power machine than what you've got at the moment. So the statement of goal could be, "I will own" You always make this first person. "I will own a Pentium 500 gigahertz maximum 3000 kilobytes . . ." I'm not all technical on these things but you know what I'm getting at. "I will own..." bang, bang, bang, bang, bang, " and "I will use it for bang, bang, bang, bang, bang." That's the statement.

Now this is important, this next one. You need to write down how you're going to benefit from achieving it. What's the value. If there is no value, it's just not worthwhile doing. So the value, what you need to write here is

not what you will have but what you will get or what you can give from what you have. What impact will it have upon your life?

Write that down again, write in that first person as if in the future you can imagine you've already got it and you're using it and you're enjoying the benefits already. Getting the value out of the achievement of this goal. Don't say, "I will be able to . . ." No, it's, "Now I own this, I can . . ." whatever it is, make it first person at all time.

Let's just quickly recap that in case you've missed it. This is what you need to write down. [Number one], What area of life is it from? Number two, What's the date? Number three, what is your target date? Four, what is the date achieved? You might like to put them across the top of the page because they're just small things.

Then you want three or four lines which is the statement of the goal. It's your dream converted to a goal written in that first person point of view. Under that another couple of lines how you will benefit from achieving the goal. First person point of view.

Now under that, this is where we get to the meat. What are the possible obstacles? That's the next section we're looking at. The possible obstacles. Could be it costs a lot of money, "I have too much debt." We're talking about the computer here. "I have too much debt, I can't afford it yet." Or "I have too much debt, I can't get additional credit line."

Possible obstacle: credit card maxed out. Possible obstacle: wife won't let me have one. Possible obstacle: don't have anywhere to put it; don't have a desk. Write down all the obstacles. No matter how stupid they may seem to you, but all the possible reasons you can come up with as to why you can't have this thing. Why you can't achieve it.

Write down all the reasons you can think of as to why you can't achieve this goal. And then on the other side of the page, alongside each of the obstacles you need to just draw a line with a little arrow and then you want to write down a strategy for overcoming them. Whatever the strategy for overcoming these things is what you need to write next.

Devise A Strategy



You see, without a strategy you might as well just forget all about it. What's the point? You need a strategy for overcoming these things. So, once you've written down the strategies, then you know what it is that you need to do to achieve these things.

But there's a few more things that you need to create to do with each individual goal. All right here's what they are. This will be possibly on the back of the same page that you would have written those other items.

We're still on this first goal, this first priority. I want you to write down at least 10, more if necessary, but at least 10 specific action steps that you can take towards achieving the goal. Specific things, so if it's a computer and your credit card is maxed out, you've got two options. One is apply for more credit, or two is pay off your credit card. It could be one or the other, understand?

So, how would you go about doing that? Earn more income, work a little bit of overtime, save some money elsewhere. Stop spending money on pleasure, put that money on the card. Specific steps that you can go towards achieving the goal. Once you have those specific steps, you then need to put a date next to each of them when you want to have them achieved.

Now if it's a \$4000 computer, and you need to make \$4000, and you don't see the possibility, so you just got to pay back \$4000 then you write down the dates that you're going to make the payments on your credit card. And don't just make the regular monthly, make more. Pay as much as you can without destroying your lifestyle completely, of course.

And then, of course, alongside that target date, a little box or a check mark, tick when it's completed. Oh, it's going to look good. You're going to have pages and pages of these action steps with little dates on them and little tick marks next to them that you've achieved the goals. We have to break it down into parts. I recommend 10 parts at least.

Why? Because that breaks it down into to tiny, tiny pieces. How do you think I go about recording a seminar like this? Do I just sit down and do

it? Well sometimes, maybe once or twice I have, but in the case of this one what I'm telling you right now is the result of is years work doing it myself.

I had to pull out my old reference material because now I do this stuff on the computer, but I'm helping you to learn how you can do it on paper as well. I use a program called GoalPro. You'll see the link there alongside this seminar. Take it for a free test drive, it's a fantastic program. I'm going to be covering some tutorials from it a little while later in the series.

But I'm going to show you this on paper how do I do this. I sit down, I map, I plan it out. Not only do I plan out what I'm going to say, I also plan out when I'm going to sit down and say it. And as I've said to you in the past and I'll say it again, I don't go to recording studios to put this stuff together. If I make mistakes, I'll leave them in.

It's okay, we're all human, we all make mistakes. I set aside time in my calendar on a Thursday afternoon to sit down with my microphone plugged into my stereo, with the telephone answering machine on, and the door closed, and I start recording, That's how why and when I do it. That's how I break mine up into little goals.

And in a big seminar like this, I don't sit down and do the whole lot in one go. This is six or seven weeks of recording bit by bit by bit. **I'm putting into action right now what you're hearing. Take from my example.**

Once you've got those things, if you've missed them, sorry. We're running out of time on this one. I'm not going to go back and cover it. Hit replay and do it again.

Question, you need to ask yourself this. once you've written out your action steps, before you begin you need to ask yourself this question. Is it worth the time, money, and effort to achieve this goal? Yes or no?

If after you look at what it's going to take to achieve the goal, you don't think it's worthwhile, you need to look back at your priorities, at your dreams, at your values and say "Is this really what I want in my life? Is this really who I want to become?" Because it's not what we achieve in life that what makes us who we are, it's who we become as we achieve those things.

Great story I heard from Jim Rohn one time. It was told to him by Mr. Shoaff, his trainer. If you've listened to any of Jim Rohn training, I'm sure you'd remember this one. The question was put forward and asked. If you were to lose \$1 million and you had to go and make it again or let's say . . . what's the greater value?

If you've got \$1 million in the bank and you lose it. If the \$1 million was a gift and you've lost it. You lost the greater value, but if you've learned to work and become the kind of person who can earn a million, you can lose the million but still have the ability to do it again. **The greater value is what you have, what you are, who you become.** The \$1 million can be replaced, but the invaluable aspects and characters of a person, these things can not be replaced.

Final thing on creating your action plans. I want you to write down half a dozen affirmations. That's a good positive two or three line statements about achieving your goal. Always make them first person, make them present time. Don't make them in the future, make them for now.

Once you've done that if you can get a photo of this thing, a picture, you get it. You hang it up you put it in your book and you look at these thing everyday and that's the process for breaking down your goals for this system. You do it for every single one.

It takes a bit of work. It takes a little bit of effort. I know, I've done it myself. I do still do it now. But the reward is worthwhile. I can tell you that as your future comes and becomes your present, it will become easier and easier for you to overcome your challenges and obstacles.

It'll become more simple and more rewarding for every goal that you achieve because you will be developing into a powerful person. These might be some of the characteristics that you want, they're characteristics that I wanted, and I worked towards them using these goal setting strategies.

This particular seminar, this section of this seminar is the most important in terms of how to achieve things. After you've done all the work, this is the one that teaches you what you need to do. I suggest strongly that you listen to it again, and you write down every night because what you need to do is with your first priority on your dream list, do what I just told you to.

Your second priority on your dream list, do what I just told you to. Teach your kids how to build a dream list, get them to do what I just told you to. That's how you achieve things in life. There is no other way.

Work hard. Work diligent, and that hardness becomes easy after a period of time. Yes, it does. Fun, exciting, rewarding, passionate. You will develop the Midas touch. Everything you touch will turn to gold. Not literally, but figuratively. Relationships, spiritual, well-being, mental health, financial, family.

Next week, I'm going to go through the system of the GoalPro, goal setting software. Fantastic stuff. I really recommend that you get it, because if you've got it, you can read through some of its training as I go through them step by step.

So, until then, you have a fantastic week and get to work.

I look forward to hearing about your success.

Share it with me sometime. Bye, bye.

Part Two – The Magic Success Keys!

Welcome

Table of Contents.

Introduction..... 5

Audio Download Links..... 63

The Phrase That Creates True Belief 64

How to Create Unlimited Energy 71

The Purpose that Creates Your Plan 78

The Power of Decision vs. the Power of Action. 85

OPT and OPM 89

The Story of the Motivated Idiot 93

Further resources. 98

Audio Download Links

All are in MP3 format, ready for easy use on your computer or your portable player.

Part One – The Phrase That Create True Belief

- [Part One Click Here](#) -

Part Two – How to Create Unlimited Energy

- [Part Two Click Here](#) -

Part Three – The Purpose that Creates Your Plan

- [Part Three Click Here](#) -

Part Four – The Power of Decision vs. the Power of Action

- [Part Four Click Here](#) -

Part Five – OPT and OPM

- [Part Five Click Here](#) -

Part Six – The story of the Motivated Idiot

- [Part Six Click Here](#) -

The Phrase That Creates True Belief

Hi there. Hello and welcome. Thank you for joining with me here today. I'm really looking forward to being able to share with you some insights, some information and some stories of inspiration that will help you do that one thing that you have been dreaming of.

Now right now... if a few years ago I was sitting where you are right now, listening to this, I probably would have had a little bit of scepticism in my mind – as a matter of fact I would have had a LOT. You read my story, a little bit of my story, on the web page. Or perhaps you have come from somewhere else and you've heard a little bit about me and what I do and... Hey, here's this guy who's a single father, he's got a couple of kids and he runs a business from home – whoopty do! But there's more to it than that.

There IS gold in them there hills. Yes there is. The hills however are not distant on the mountain place. They are not hidden away between the valleys. They are not crunched up within a bush or sitting high above a tree where you cannot reach them. The hills, the challenges, the gold that we are looking for with these magic success keys, it is within YOU. And I mean that, I really do. I'm not going to be for you here one of those self-help gurus and help you find your inner-self. That's not what's going to happen today. You don't need to find anything. I want to help you see what's already there. You've seen it at times. You've experienced it. You've probably used the power and the profit that comes with these Magic Success Keys. And they are Success Keys not just for business but for life.

They have power in them. They have profit available for you. They have pleasure. They have purpose. It all comes down to one simple thing ... have you ever heard this before? *"It's not what you know but who you know"*.

Let me share with you now that that is a lie. Sure it can help what you know and who you know. Who you know can make a little bit of a difference but that is a lie. Because it is what you know. More so it is

what you know and what you choose to do with it that makes the difference. And that's what I am going to help you do today. So again, in case I forget later let me say thank you for joining me. I am really looking forward to sharing this with you. I mean that honestly, sincerely. I have been incredibly fortunate. I really have. The success that I have been fortunate to enjoy today is of no giant mental gain of my own. It's not because I have a high IQ. It's not because of the way I look – trust me it's definitely not because of the way I look! It's not because I went to the right school or I live in the right town or I have the right books on my shelf.

It's not because of any of these things. It is because I have been fortunate. I have been fortunate to meet many wonderful people in my life. These people have shared with me the successes and their failures. As we go through the Magic Success Keys, I will be for you one of these people. I will share with you my successes. I will share with you my failures.

But right now I want to share with you Magic Success Keys number one. This is where it starts. But before I tell it to you, I said on the website that I would give it to you direct, step by step, but I've got to share with you that story one more time.

I had been, for a long long time, when my wife fell ill, struggling, struggling day to day just to feed my family. I was struggling to pay for someone to cut my hair or my kid's, so I did it myself. I fell down at times just crying quietly in the corner when no one was watching after some friends had left groceries on my doorstep because I didn't have any food for myself. I believe - I should say – I believed, at the time, that it was as low as I could get. I was failing in everything I had done and it did not matter the fact that previously I had enjoyed what I thought was great successes in family, business, friendships, all of these things. Life circumstances dealt to me a new dish, which meant I had to retire from work and come home and care for my wife who was chronically ill for years and years.

I had to go from going the wonderful income with car and benefits and all of those things to being on a disability pension. And I am thankful we have that here in Australia because I know that in many places they don't. It allowed me to pay my rent. That was it! But I had to leave the house I was in and then begin paying rent in a very small little home. But it was

home nonetheless, we loved each other, we had everything between each other that we wanted except all those things I mentioned to you about. I'm sharing with you because I want you to understand that Magic Success Key number one is crucially important that you be in the right mind set. That you be in the right state – the right state of mind that says I can accept this now and I will take it and I will believe it and I will use it.

Have you got a pen and paper handy? If you haven't go and get one now. This is not one of those things that you just sit back and listen to or if you are driving in your car and you've recorded this, that's fine, you are not in trouble but if you're driving and listening to this or listening to it while you are doing other work around the home – STOP!!!!!! RIGHT NOW!

And listen!

This is important stuff!

Magic Success Key number 1

This was my core belief, which I developed over those years. Without this one thing, I would have progressed no further. It is simply this...

"If somebody else can learn how to do this, so can I"

I met this man and he was working from home. He was earning more income in a week than I had ever earned in a year. And I watched him over this 12 week period that he taught and he trained me, mentored me, that he loved me and cared enough to share these things with me and I watched him train others and he made it clear, though not in such a succinct way, if somebody else can learn how to do this, so can I.

Why?

Listen to this (breath in and out slowly)... why? Because we all breathe the same air.

Tell me ... did the sun rise for you in the morning? Does it set again in the evening. Come up in the east, disappear in the west? Will it come back tomorrow? Most likely but will it? YES... WHY? Do you need water for nourishment. Do you look at your watch throughout the day? Do you

have 22 hours for the day or do you have 24? When you jump up in the air, do you come back down?

If you choose to jump from a bridge with a bungee rope on, all going well of course, will you reach the end and bounce back a little? Yes. Why?

Because every single human being on this planet is governed by the same laws as each other. The laws of gravity... The laws of life... The laws of physics. They do not change from person to person. The laws of time and space and these are the ones that people think "I can't do it. I don't have enough time."

Success Key number 1 – if somebody else can learn how to do this so can I. Now notice I am not saying "So can you" a aaahh You have to write this down yourself... "If somebody else can learn how to do this, so can I"

That belief enables me now to begin any project that I desire. If somebody else can learn how to do this, and here's the key, the learning - There's a good chance that whatever it is, whatever success, whatever level, whatever heights, whatever high reaching places you are aiming for in your life, that you don't yet know how to get there, would you agree with me on that? Chances are that it's true. But here's the key.... Number one, you see, if there is somebody else out there, that means they've learnt how to do it and because they are governed by the same laws of gravity, physics, time, space and life that you and I are, if they can learn how to do it, so can you. You have got to accept this. You cannot make excuses. You have to just know it's a fact.

Back in 1954 there was this guy called Roger Bannister... have you heard this story before... the first time someone ran the four-minute mile? Do you know how hard it is to run one mile in four minutes? Man, I do a lot of running, but that's something. But there was a time a little over 50 years ago when no one had ever broken the barrier. No one could run the four-minute mile. And then one day, someone came along and, 'pop', they did it. Amazing. That can't be done!! Now this person couldn't even be using Magic Success Key number one. He couldn't said "If somebody else can learn how to do this then so can I" because no one else had learned how to do it. He was the first. He had belief and inspiration. He believed that if someone can imagine - then so can I. He made it possible.

But Success Key number one is not imagined... it's learned. Because when this fellow came along and did this, all of a sudden the eyes were opened of the athletic world and the community. The following year, all these other people also broke and ran the four-minute mile. Why? Because they knew that they were governed by the same laws of time, physics and space as the first man who had done this. They said, "If somebody else can do this, then hey, so can I".

So what is it that you want to do? You want to work from home? Do you want a better income than you presently have? Do you want a better relationship than you've currently got? Good, that's a good start. You are in the right place. If you hadn't realised it that's why we are here.

But what do you want to do?

We'll talk more in the next section Success Key Two but let's for the moment think, What do you want to do? Is there ... I want you to... now, write this down. OK? Write it down. You are putting this onto a single piece of paper – I told you this would be 30mins or less. A single piece of paper. Write this down for me.

What do you want to do?

Maybe your answer is "I don't know". Just imagine, dream for a moment because there's a principle to what I am about to show you that you can apply later when you know what you want to do. And we'll cover about what you want to do in another topic. What do you want to do? Write it down. One or two lines only. Now you've got that there. Ask yourself this and write this down, this is point number 2.

Is there somebody else who is doing this now?

Yes! Chances are "YES". *For the purpose of this exercise, make sure that what you want to do is something that somebody else is doing ... hey, there ain't nothing new under the sun right? Just the same things done differently.*

Is there somebody else doing what you want to do? Yes.

Now underneath that, write it again. If you haven't already, write it again or the first time, write it again.

If somebody else can learn how to do this, so can I.

Say it out loud with me...

If somebody else can learn how to do this, so can I.

I want you to learn that. I want you to memorise that. You don't need to plaster it up on walls around the house so that your family and friends can see it and ask what the heck is that all about? No - this is for you. This is going to become one of your internal core beliefs. It will go down to your bones. It will just sit there deep inside in your heart. You're going to wake up in the morning with this idea, this concept, this project, this dream and you're going to say "If somebody else can learn how to do this, so can I."

Say it again ... So can I... If somebody else can learn how to do this, so can I.

You are going to get worked up about it, you're going to get emotionally involved with the belief and if you don't believe it yet, I guarantee if you stand up and you beat yourself on the chest...

If somebody else can learn how to do this, so can I

and you do that enough times, you'll start to believe it. Because your emotions and your belief systems within your body can be physically activated. I once heard someone say, Whatever the mind of a man or woman can see and believe and ardently act upon, they can and will achieve. They see it, they believe it, they act upon it, they achieve it. If somebody else can learn how to do this, so can I. Hey, let's look at what I'm doing right now. I've learnt how to do this. I've learned how to do this. I've learned these success keys. I've learned how to apply them. I've learned how to do them. You have to say...

If somebody else, yes, even if he or she can learn how to do this, then darn it, so can I.

You see how I feel about this? I'm passionate about it because IT'S THE TRUTH. You've heard this before... The truth will what? ...it will SET YOU FREE.

You've probably heard this said before is that the only thing limiting your success is YOU. Guess what? That's true. I've proven to you earlier that life circumstances mean nothing. I don't care how far down you are, if somebody else can learn how to do this, so can I.

Now perhaps you've had some kind of physical, financial, intellectual disability. Big hairy fat deal!! You go and find someone who has the same physical, financial, intellectual disabilities who has done this – whatever it is that you want to do. You go and find someone who is in the same circumstances as you and you say to yourself The Magic Success Key number one is this...

If somebody else can learn how to do this, so can I.

Simple isn't it? And between now and when you listen to the next lesson, I want you to take this home with you... I want you to write it down. I want you to put it on your computer. I want you to keep it private. This is just for you. This is not for you to share around to the world – not yet. This is just for you.

Now listen carefully. Just, just come in, just come in closer to the speaker. Come close to the speaker, I'm not going to scream at you. It's ok, I'm not going to make you jump, just come closer to the speaker. This is what I want you to do. I want you to remember this.

If somebody else can learn how to do this, so can I.

And that my friends, is Magic Success Key number one.

That alone can change your life.

Thank you for your time with me today. I look forward to speaking with you again. Make this day fantastic.

Bye bye.

How to Create Unlimited Energy

Hi there! Hello and welcome back to Magic Success Keys.

Do you remember the title... how to create unlimited energy... hmmm, there's an interesting one. Also why should such a thing be a success key? Let me give you a bit of a background and you will understand a little more.

Right now I'm going to share a secret with you. I am sitting on my lounge. I'm lying back as I open my mouth, I feel like yawning. Actually it's pretty late in the day but see, I still have a few more things to do. I've been working pretty solid today. The kids are outside, I always kick them out when I am recording.. hey that makes sense doesn't it? *Yawns* I'm not really feeling much like doing stuff. You ever felt like that before? I bet you have. Especially when you know you've got something to do and right now I've gotta tell you I am feeling this way myself and I intentionally left recording this segment until the end of the day when I am almost worn out. I've got dinner to cook, get the kids bathed, showered and make sure they are all taken care of. They are all still quite young. Finally I'm getting into bed in about 3 hours time. Oh boy, man I can sit down and relax.

Magic Success Key two is one of the most important. Well, they are all important but I can tell you now that without this one you are not going to get very far because sometimes, just sometimes, you don't feel like doing stuff do you?

Now I don't know what you are doing right now, but as I said, I am just sitting back on the lounge, I'm looking at my fish tank, I can hear the birds outside. The sun's getting ready to set. See I record my seminars at home. I don't try and pretend to be professional in the way I do this. I don't go and spend thousands of dollars setting up recording studios. I do it at home. I've got a microphone plugged into my stereo right now. Now it's a good stereo, it's ok. It makes a good enough quality of sound for you to be able to get the information and that's what I am talking about.

This information - how to create unlimited energy. How would you like that? I bet you would.

I know myself that at different times throughout the day, I don't really have tons of energy. But I want to give you the first part of this segment as I just sit back here on the lounge. Usually I stand up while I'm speaking. Remember that. See if you can notice when I do stand up during this segment.

One of the things that you need to realise, within yourself, first and foremost is **when are your golden hours?** Now by that I mean when are your peak performance times when your body is naturally ready in energy, in the zone? When are your peak performance hours?

Let me give you an idea of my average day. I get up in the morning or whatever time I chose to wake up, I don't use an alarm anymore so I'd say around 7.30, quarter to eight in the morning is sort of my normal waking hours. I come through, I grab myself a cuppa, I sit down, I check my email and for the first hour or two of my working day, once the kids are off to school, I like to just read emails, drop by message forums, and read...you know, if I have downloaded something the day before, I just browse through it. I try and, if I can, maybe read one new book every day or two, or at least scan it. But then somewhere around 11 o'clock in the morning, I'm ready to get to work.

I have found that my golden hours for output, that is doing stuff for other people, is between 11am and about 3pm. I've got about 4 hours a day that I can dedicate to doing things for other people. After that the kids come home so, well I guess I'm doing stuff for them too but it's different. That's my golden hours for output. You need to think carefully about your day, your energy levels if you haven't yet taken time to consider this, then grab that piece of paper out that you had before. Better yet grab a blank piece of paper and eventually I'd like you to make notes for all of these segments and pop them in a folder somewhere.

What are your golden hours for output – for actually doing things? You need to decide this. Consciously be aware of this over the next couple of days.

The other thing which you need to know also is, what are your golden hours for input?

Well, I have found now that I have two. Number one is in the mornings from around 8 o'clock to 11 o'clock. There's about 3 hours there that I love to read and digest information as I am waking up and while you may think that as you're waking up... I know I take 3 hours to wake up... I know, give me a break. I like to do things easy! For 3 hours. That's alright. That's my golden hours for input, for reading, for digesting information.

I've also found that my other golden hours for reading and digesting and researching information is late at night ... after 10 o'clock at night until about 2am in the morning. That's another time. When everyone's asleep, when everyone's quiet. Now, I guess that I developed out of a need that finally after everyone was asleep, the place was quiet and the phone wasn't ringing, then I could get some work done and that was when I used to try my output work.

But I've since learned that that is also the best time for me for input and if you didn't know this already, it is already a proven fact that just before you go to sleep and just after you wake up, if you use those times for learning, you are more likely to remember and be able to recall what you have learnt.

So there's a little hint if you are studying something or have children that are in school, get them to quickly review 15 mins before they go to bed and immediately they wake up review again their homework notes 15 mins after they wake.

So I ask you a question... am I standing up yet? Now why did I ask you that?

There is something else you need to know. Physical posture can improve your energy levels – dramatically! And increase them radically! So let me ask you again... am I standing up right now? Yes you bet!

Did you hear the difference in the way I am speaking? Can you also hear that there is not just a greater volume, I am not just speaking any louder into the microphone right now but what I am doing is by standing, my diaphragm is not constricted. By standing I can have more air accessed and in doing that there is more authority in my voice. I have more of a command of my decisions while standing, while walking backwards and forwards. I am pacing on the middle mat right now.

How to create unlimited energy...

Now I haven't yet given you Magic Success Key number two. I'm only telling what you are going to get from it.

I want you to do an in-depth study on body language and how body language effects your energy and your emotions. Now we are getting close. Let's do an exercise. Stand up with me. I first did this in a seminar that I participated in, much the same way you are, I didn't attend this one, I listened to it.

I want you to stand, do something for me... stand up ... GET UP will you! Stand up!! Thank you. If you are driving, get out and stand on the sidewalk... you'll love this. Just turn the radio up a little bit.

I want you to look up. Look up at the ceiling, look up at the sky. What is there? Put a big silly grin on your face. Tell me, do you feel silly?!! Oh you bet!

While you do that and stretch your arms out. Now stop. Put your arms back down. Put your feet closer together. Hunch your shoulders a little bit and look down at the floor. Try to get excited. Try to get excited just standing there quietly – head down looking at the floor.

Arms up and looking at the roof!! My goodness it's white. I can see there are cobwebs on my fan for cry out loud!! Physical posture can and will improve your energy levels instantly but that still is not Magic Success Key number two.

When I first decided to actually record this information, it was three days ago. Yeah, that's right... Three days ago I said, I am going to put together this new product, Magic Success Keys, based on what I learned. Based on what my good friend Rob taught to me over a 12 week period changed my life. Guess what? I said this in number one... I am passionate about this.

Write that down... PASSION.

That is Magic Success Key number TWO. **See you have to be passionate about your product.** You have to be passionate about serving your customers, giving them the best that they have ever had. Not just good. Not just great but brilliant! Exceptional! Outstanding!

If you're not passionate about your product and your service, you will not be able to market it effectively and you will not be able to create the energy that you need to get the job done. And that's where it all comes together with Magic Success Keys number two is passion.

How to create... you want to know how to create unlimited energy?

Have passion in your life about whatever it is you are doing...Not just a product or service but about the people you spend time with.

When you get up in the morning, let me ask you a question. When you get up in the morning, are you excited about what is going to happen that day? Hell no!! Have you seen what I've got to put up with today? I don't care! Get through that day. Fine. But do you have something in your mind maybe? Let's say you are still working full time. Good chance you still are ... you're working for someone else at the moment. You are not yet living the dream. But you've got an idea. You got a desire. You've got a burning need to work for yourself and do it from home. That's fine. Get passionate about that because I can tell you now, when you go to work for somebody else, when you are standing at that counter, when you are packing those boxes, when you are folding those ties or whatever it is that you do, if you are passionate about your dream, NOTHING else will get in the way.

When you come home, are you passionate about seeing your family? Or your friends? Or your children? Don't ever let them get in the way! BUZZZZZZZZZZ ... Set aside your time... we'll cover that one in another segment.

But you must be passionate about what you are doing because passion will give you unlimited energy and you will do whatever it takes.

Because there is no other way known to man to push yourself through the barriers that you must to be successful. There is no other way to climb the rungs of that ladder unless you have the energy to do it. And the energy comes from your desire, from your need, from your passion about your goals, about your products, about your place, about your customers, about your people. Whatever it is, that's where your energy will come from – passion!

Now I'll just take a quick detour here. And let me bring up a point.

Just yesterday I was reading one of the message forums with an interesting discussion about passion and business. There was an example posted about where a particular business man, incredibly wealthy, I'm talking the billionaire category, incredibly wealthy decided to build for himself a product which was based on what he loved and he desired and he wanted and he was so passionate about this that he invested millions upon millions upon millions of dollars just to make this right. He nearly went bankrupt. He lost 90% of his existing empire because he couldn't sell the product at the price that he wanted.

But he was passionate about it so what went wrong? What went wrong was he was using his passion and his emotion to dictate his decisions. That's a no no. You need your passion and your emotions to dictate your energy levels throughout the day. The intensity with how much focus you will give something. You do not let your emotions or your passion for your product determine the content of the product. You need to make sure that, not only that you like it, sure, but that others will like it and more importantly, that they will ... what? They will pay for it. Yes.

So I am not suggesting here that you use emotion and get emotion involved with your business. Use your emotions to determine and manage your energy levels throughout the day.

Get up in the morning and if you are feeling lousy, go for a walk – a brisk walk. Not a run, not a bike ride (unless you're already physically active in those areas) but a brisk walk for five or ten minutes – nothing more. When you are out there breathe deeply and look up. Say good morning to people as they are walking past. Hi how are you? Fantastic day isn't it. Smile at them.

You'll come back and you'll have energy instantly. Five to ten minutes is all it takes. Energy! But you cannot do that unless you are passionate about the reason why.

The reason why might be that you have to slave through an eight hour day packing boxes. Or like I did at one time, getting up at 2 o'clock in the morning to go and clean the floor of a shopping mall. Yeehaa, try and get me passionate and energetic at 2 o'clock in the morning – you've got to be joking! But I did it. And I got up. And I took and I drove there in the

car and I listened to tapes, motivational tapes for example, business development tapes and they got me passionate and excited and they gave me the energy to get up at 2 o'clock in the morning, go to work in one job til 6 o'clock in the morning, mopping floors in a shopping mall. I tell ya, that's hard yakka, believe it or not. When you doing that right now, I can tell you I know it's hard. And it's boring! But if you can keep your mind focussed on your goals, on your plan, on your purpose, then you can get through those things very easily and effortlessly.

Magic Success Key number two – be passionate! THAT will give you the energy that you need to get you through day to day.

I look forward to talking with you Magic Success Key number 3 – this is going to be exciting, don't miss out on that one. I'll talk to you again soon.

Good bye

The Purpose that Creates Your Plan

Hello and welcome back. We're learning about the Magic Success Keys, and I truly hope that you are really taking in these valuable resources, this information which I'm sharing with you.

Number 3 - It is your purpose that will create your plan. What does that mean? It's a little bit cryptic. A little esoteric, it's one of those things that you could sit down and think about and think, either this guy's nuts or perhaps, just perhaps, he knows what he's talking about.

During those weeks that I spent with this wonderful friend of mine, this very generous and caring man who shared with me all the insights that he could within a 12 week period, that in that time that I learned, I watched and I saw, on a day to day basis, even sometime minute by minute, his plan come to fruition. And he shared with me during this time that this 12 week period, which was a very exciting time as his business launched here in Australia, he shared with me during that time, how it was his planning of the previous 18 months that had made it come to pass.

Now I looked at that and I thought to myself, I don't know if I could. I remember thinking 18 months? How did you get by? But see he had a purpose. And his purpose was first and foremost driven by the power and the profit of Success Key Number 1; and secondly, on a day-to-day basis, it was driven by the power, the driving force of Success Key Number 2.

And it was not possible without those that he would have had such a purpose in his movements, in his steps, in his phone calls, in his emails, in putting together the resources for his customers, for his prospective customers, for the team of people that work with him. These were all part of his plan. So here you go. Grab a new sheet of paper.

Magic Success Key Number 3 – It is simply this.

If you don't have a plan for your life, someone else will.

Think about that. Write it down. If you don't have a plan for your life, someone else will.

What does that mean? Very simply this. If you don't plan out the steps of your life, if you don't plan out your purpose, then you are going to fit into somebody else's plan. Right now if you are working for another person as an employee... Let me ask you this... Are you fulfilling your plans? Is that your dream to do that? Well, it is possible. But considering you're listening to this right here right now, I'd like to suggest, and let me just assume for a moment that you have greater plans, that you have greater dreams; is it your plan to get up every morning and go and work for somebody else and make them money? That's what it boils down to. Is that your plan?

Is that your purpose in life, your mission? I don't think so.

Because right now, *you're fitting into their plan*. If you don't plan for your life, someone else will. It's a simple fact. Most people in this world don't have a plan. Those of us who do, others fit into our plans.

See there are a number of different ways to make money but one of them is, other people's time. Other people's efforts. Other people's money. Other people's resources. By using other people, we, those who have plans, can increase and enhance our own purpose. Where you fit into this picture? If you want to be truly successful, I mean mind-blowingly successful, not just happy – ecstatic, fantastic, feeling great, wonderful – every moment of the day. You can only have that feeling consistently if you have a purpose to your life. A purpose to what you are doing.

Now this could apply in many different levels. We are only talking about one or two here. Let me just give you some examples.

I have a deep faith and my beliefs and my faith give me a purpose in life. Not just the next five to ten years in my business but, God willing, the next 40 to 50 years in my life. I have a purpose. And yes I fit into His plan and I'm very happy that that is the case. That's, that's one level. That's the highest level. That's not what I am talking about here today.

I have a plan for my children. Right now, they fit into my plans because they are young, I am developing them, I am helping them grow. I am trying to help them develop their own purpose because I know that I will not always be with them. At some point in the future; either one, I will pass away early, hope not – touch wood! But it's possible, or two they will grow up, they will leave the nest. They will leave home. Now if they

don't know how to create their own plan by then, I will have failed because that is part of my plan for them.

Let's look at another one. In business. I'm recording this at 11:30 at night on the 3rd day since I made a commitment to record this information. Why 11:30 at night? Why? Because I want to release it in 48 hours from now. I have a, I set a plan. That plan gives me purpose. I'm motivated by Success Key number two and I created this idea 3 days ago, determined to put it on paper. Did I know it was possible? Yes, because I have Magic Success Key number 1.

I wanted to get it out within a week of coming up with the concept, of the idea. I mean I've known this stuff for a long long long time but I have never sat down with a piece of paper and gone... yep, the keys were number one, number two, number three, number four, number five, six... I've never did that. I never sat down and looked at them. I just learned them. They became a part of me.

But I thought, what is the easiest possible way to help others learn this information? What is the easiest way to help other people acquire this so it becomes a part of them. I don't just want you to learn it. I want it to become a part of you. That is part of my plan for you right now. See, right now you are part of my plan. However, fortunately for you, my plan for you is wonderful. Ohhhh, it's great! My plan for you is that you will learn all the Magic Success Keys and that you will take them into your soul and you will make them a part of yourself and you will become them and they will become you and you will create your own plans, which will involve other people. And I'm laying it down to you straight like this because that's the way it is.

Don't be upset or offended by the fact that you are most probably right now fitting into someone else's plan. That's ok. There is a circle. Sometimes you are on the top, sometimes you are on the bottom. You go around. Top, bottom. Top, bottom. It's a circle.

My kids already know that. They watched the Lion King. Well, you parents will know what I am talking about. Heard that music over and over again haven't you? Yes!

But how does someone put together a movie?

* Number one, Success Key number 1. Yeah! They believe it.

* Number two, Success Key number 2. You better believe that they are committed to it and they've got the energy.

* And number 3 what do they do? They put together a plan.

If you don't create a plan for your life, someone else will.

And whether you like to accept it or not, you better take this as absolute truth. If you don't have a plan for your life, somebody else will.

We've all got our own income. We've all got to pay our way through this world. No matter what happens, it's either going to be through:

- a) our own plan, or;
- b) somebody else's plan.

Which would you prefer? Write that down. Write that down...

Would you prefer to be in command of your own plan for your life or would you prefer to be part of somebody else's plan?

And I want you to write it down in the format of the first person. Write down this...

I am happy to be part of somebody else's plan and make them money.

Write that down if that's what you think. I am happy to be part of somebody else's plan and make them money. If that's what you think then write that down. If you're not happy with that, write this down...

I will create my own plan and I will be in command of my life.

I will create my own plan and I will be in command of my life.

Let's look at that. I will create... we are talking first person... that's you. You will create. That means it doesn't have to exist yet. We'll talk more about how to do it in another segment but you will create it. To create something means to bring it up out of nothing. Or to bring it up out of other tools and resources that are available to you. But to create it ... and creation's are beautiful. No matter whether they look ugly to others does

not come into the picture. A creation for yourself, by yourself, is beautiful. So I will create my own plan.

There's a lot into life planning. And if you want to get serious into this. You want to learn about planning? We can look at business planning, family planning, life planning, health planning, spiritual planning, planning for the future, planning for a birthday. Every little thing, I believe that you need a plan. It doesn't have to be a 500 page document, it just needs to be a plan on paper.

I will create a plan for my life and take command.

Why did I chose that word 'command'? To take command and be in command of my life. Who's the head honcho's in the armies? In the airforces? In the naval units? Who is the commander? It's the generals. Do they command many people? Do they have the plan? Do they create the plan and then other people fit into their plan so that plan can come to fruition? Yes. With the commander-in-chief of the US Army - the President. Why? Because the buck stops there. You'll fit into his plan. Now I'm in Australia. I don't necessarily fit directly into his plan but I know my country does, in a small part. They may not like me to say that but it is a fact. We are a plan within a plan. And that's ok.

Look at a network marketing company. Every network marketing company has a plan but does that mean if you're part of a MLM or a networking company that you shouldn't have also your own plan... a plan within a plan? You certainly should. Because if you don't have a plan for your life, somebody else will. Does that make sense?

This is important stuff and if you've never taken the time to get involved in planning, you're in for some exciting times I can assure you of that. There is excitement in creation. That alone also brings energy. It creates commitment.

In most office jobs, this is areas where I've worked in the past, you begin the day with a plan. You knew what had to be done but to get it done efficiently you had to get involved with what? time management. And you write down priority 1, 2, 3, 4, 10, 12, throw it in the bin, 15 do it tomorrow.. whatever it was but you had to plan out the day. Why? Because it made things run smoother. Plans, while they may take a little time to put together, produce profitable end results.

No matter what you're looking at. It doesn't have to be profit in terms of money. It can be profit in terms of fun. Planning a birthday party for one of my children. I've gotta tell ya, that's a lot of hard work. I've got my 12 year olds birthday party coming up in just a couple of weeks. If I can't plan that, not only is she going to go ballistic but I am going to go crazy on the day! I need to plan it. Now I know that most of us, if you are having a birthday party for a 12 year old daughter, you are going to plan it. So let me ask you this... why then wouldn't you plan for your business? Just because you are working at home, it doesn't mean that you don't have to have a business plan like a 'conventional business'. If anything, that is more of a reason why you should have a plan because more things can go wrong. You don't have necessarily the support systems in place.

If you don't have a plan for your life, someone else will.

Now this concept and this theme which I have called Magic Success Key Number 3. It may take a little while for it to sink in. Here's what I'd like you to do when this is finished.

I want you to just jot these questions down...

This is very basic and rudimentary goal setting.

Question Number 1: (and we'll do this in first person)

By the end of this month, I would like to achieve _____

Jot it down.

By the end of this month, I would like to achieve _____

And when I'm finished speaking here, you turn this off and you fill that out.

Number 2:

By the end of this year, I would like to achieve

That's number 2. Ok now that is just very basic goal setting strategy here. If you've never done this before, this is crucially important. Even if you heard talks and seminars on this before, this is crucially important. Unless you have got this information in writing already and you can pull it out and look at it as I speak, it's crucially important. And then

Number 3:

By the end of 5 years time, I would like to have achieved

Through one month, one year, five years. And what you'll end up then, just needs to be brief each answer, you'll have some things which should then give you purpose. And once you have purpose, you bring into fruition Magic Success Keys Number 1 and 2 and then you need to go about and create a plan.

If you know what you want to achieve, you now need to ask yourself, "How can I do this?"

And this is something which I do cover in more detail in other seminars but I'm just giving you some keys at the moment. You need to determine how you can do it. And if you have taken hold of Success Key number 1 then you know that you can, can't you. And no matter how you feel on a day-to-day basis with Success Key number 2 you know you have what it takes, don't you? That's what I'd like you to do for me when we have finished here because if you don't have a plan for your life... what? Someone else will! Take action now, do as I've asked and you will reap the rewards.

Thanks for your time. I'll talk to you again soon.

Good bye

The Power of Decision vs. the Power of Action.

Hello and welcome back. I'm so glad that you've made it this far with me. It shows a unique level of commitment on your behalf... the extent type of commitment that is required to 'go places' in life. And you're on your way, I can tell.

Here's an interesting question – I marked the title of this one, "The Power of Decision vs the Power of Action". That's a little cryptic, but hey, I like to be cryptic because sometimes to get over a message, I need to put things a strange way and then un-entangle them to explain them to help you get the value and the benefit from this information, this training, this teaching and this coaching which was given to me so many years ago and has served me well ever since.

The Power of Decision vs The Power of Action.

I have learned over the last few years that both of those things – decision and action, together are equally important in business, and in fact, in life. And that's just an interesting point, let me side track for one moment....

Each of these things that I'm giving to you can be used not only in your business, whether you work in a small business or a corporation, these are principles you would teach your people, or learn for yourself. But they also have a dynamic application in life itself, in family, in finances, in relationships.

The power of decision vs the power of action – together they are equally important when used together! But, each on their own, served separately... They can lead either to the path of failure or the path of success.

Are you with me?

I know... sometimes I like be cryptic as I mentioned, but this one thing, the power of decision and the power of action are crucially important. I hope I have got your attention now and you are listening carefully.

The power of decision is simple. It is your ability to look upon things, to evaluate them in your mind and to make a decision which is the right way or the wrong way or the best way or the better way. The not so good

path and the incredible path. The power of decision will allow you to make decisions based on information that is given to you. That is a brilliant thing to have. However, it is extremely limited to your ability to make good decisions based on, not only the information at hand, but based on your life experience, your knowledge, your education.

I'll come back to that in just one moment.

The power of action on the other hand is your ability to actually DO something with your decisions. To get up out of your chair, to walk outside and to mow the lawn, if that's what needs to be done. To get up off the lounge, to stop watching television and then to read a good book to learn more, if that's what needs to be done. To pick up the phone and contact a new prospective business partner rather than sit there and stare and look at the phone and know that it is the right thing to do but to do nothing.

The power of action.

The action to make that phone call, to get it wrong possibly if it is your first time, and then to take action to pick up the phone one more time and try try again. It is action that creates momentum in business. Not decision.

See, decision alone is flawed, because you may have the wrong information. You may have been given misinformation and therefore the decisions that you make are based on incorrect advice. The power of decision is powerful but it is easily swayed towards the negative side. Whereas the power of action will always lead you towards the successful path because it is only when you actually take action that you are exerting your inner power, your inner ability to do something.

That one thing alone, even if you take the wrong action, that one thing alone will propel you skywards and upwards towards success and happiness that you've never known. Why? Because most people don't do it! It's as simple as that. And it's OK if the action that you take initially is wrong. You know that because you're someone who takes action that with action you can learn the right instead of the wrong. You can read the book, watch the video, go to the seminar – take the action!

The thing is most people don't take action. They think about things. They worry about things. They ponder things. They discuss things. They gossip things. They look at things. They evaluate things. They draw tables. They draw charts. They draw sales plans. They draw all sorts of wonderful strategies and feel great. And they make the decisions based on the information given to them but they never GET UP OFF THEIR ARSE AND TAKE ACTION. Does that get the point over? I'm sure it does!

This was something for me that took me years to overcome. Years! Even now, occasionally, I still struggle with it. My power of action is currently based upon my feelings of health. I am at times not too well. And if I'm feeling lousy, I don't take any action at all. I've learnt how to counter that and I schedule my time now and I schedule my breaks and I schedule my regular exercise and I make sure I take the necessary rest to see that I can get through a day, through a week, through a month.

I have taken ACTION based on my decision knowing that, at this present stage in my own personal life, sometimes I am not well. I do not have the physical strength to do what I want to do. *With that information at hand, I was then able to make decisions based on good quality information,* after talking with experts in various fields of health and wellness, I was able to make the decision to change my life style very recently.

I'm a single father. I have 3 children. My eldest is only 12. I'm 35. But sometimes I am not well enough and I won't go into details but for you to understand that I must be able to provide for them, at least, for another 10 to 15 years for my youngest who is 6, for 15, possibly 20 years. See how I'm applying this in my own personal life. Yet it affects my business.

I use the power of decision to say, "That's it!" Bang! Hit the wall. I've had enough! I must create a battle plan and a blueprint strategy for my life so that I can care for my family and I can also care for my business, grow it, increase my income, improve our lifestyle. But, that on it's own, means squat! See I've made those kinds of decisions in the past, many many many times! But it was when I met up with this gentleman named Rob, he let me know that the decision alone was nothing. But it is the ability to take action, what Anthony Robbins calls "Unlimited power" – action! Your ability to take action will determine the quality of your life. Based on the information presented to me in recent years about my health and I knew how things were going, I had to make some changes. I made the decisions and then I what? I took action.

What do you need to change in your life? What do you need to change in your business? What do you need to change in your relationships?

Once you realise there is something to change, you then to make a decision. How do you make that decision? You do it by setting the facts out in front of you and gathering as much information as you possibly can about the situation. You look at all the facts, you look at them, you weigh them up to see which is the better of the two, which way you should go, and then you make a decision. However, based on that decision you must then what? You must then take ACTION!

This is the one greatest challenges that I see when I am coaching and training people. I have had people invest thousands of dollars to have me work with them personally, to draw up a blueprint plan for their business and seen them do nothing with it. They made the decision to get it. They even made the commitment but they didn't take the action.

I would say to you as I close off this today, one simple thing. Don't be one of those people! When you make a decision, follow through on it please. Take the action! And they don't have to always be big things. It can be small things. The decision to send your loved ones flowers. Don't bring them home. Send them to the office. Send them to the home. Let them see amongst their friends how much you care and love for them. But don't just make the decision! "It's the thought that counts" – have you ever heard that? What a load of CRAP! It's not the thought that counts – it's the ACTION that counts, that makes the difference!

Start off in small ways if you have to but please, don't be one of those people who decide to do things and never do. Forget about New Years resolutions. They don't make any difference! It's the action that does! I'll talk to you again shortly.

OPT and OPM

Hi and welcome back to learning about these incredible Success Keys. This is a very quick today, but don't let that thought devalue the content for you... the information in this section could literally be worth tens of thousands of dollars to you, possibly millions of you really run with it.

I feel a very fortunate and very happy that you are able to share this time with me as I share with you some of the things which I've learned over the past few years, being in particular during a very special time in my life, 12 weeks that I spent with a very good friend of mine, Rob, and Rob, in my eyes, then and still now, is tremendously successful and wonderful helpful friend, both in business and in life.

Here's an interesting idea for you. What's so important about OPT and OPM? What could they possibly be? OPT and OPM? This was a brand new concept to me. When this was first introduced to me, I sat there and just went "huh?? What are you talking about?" Very simply it is this – and grab your pen and paper. You'll know this once I tell it to you but shortly I'll tell you what's so important about it. OPT and OPM. Here they are.

OPT stand for Other People's Time. Can you guess OPM? Other People's Money.

In a nutshell, they are two tremendous keys for success in your business. Very easy, very simple to understand.

Other People's Time allows you to duplicate – for example a 40 hour working week if that's what you are doing – have someone else working 40 hours for you, all of a sudden you've got 80 hours of income producing time. Have 5 people, 10 people, 200 people, 700 people, you can have literally thousands and thousands of hours of time working on your behalf.

Other people's money. Now this is a touchy area for some, but we won't go into ethics today. I will tell you simply the truth. You have limited resources. Irrespective of what your income is and your bank balance and your asset worth, you have finite and limited resources. You have what

you have and you have no more. In order to grow your business, you need to use either what you have or you need to use what somebody else has.

And here we come to the all-crucial point and this is just very short today. What is so important about using other people's time or using other people's money? Let me give you another one. JV – joint venture. I'm sure you've heard that before but that's all this is about. See a joint venture is simply where you bring in somebody else into your inner circle or, if you're going to them, you become part of their inner circle but let's look at it from your point of view as you learn to take command of your life and your business.

When you bring someone into your inner circle, **you use either their time or their money**. You use their resources. See, both time and money are resources. Energy is a resource. If you use their time and they do something for you, which frees up your time and both you and they get the return benefit.

If you're using their money, then it means you simply do not have to put out your cash, they put out theirs instead and you share the return benefit.

Let me give you a specific example. At one point I was involved with a network marketing company and we met during that time, some leaders of the company who had come to Australia to talk with others and we sat them down at lunch time. One gentleman in particular, Mr Robert Allen, who you may know those of you in North America, Robert Allen, very very well known in the real estate investment and training and wealth management areas, but we sat down with him at lunch and he shared with us a very simple, very easy system, a strategy for building network marketing businesses.

Now because of my personal business background, I was not that interested in working with Mums and Dads at the time and that was fine because I believe that each person should work with those they are comfortable with. I wanted to contact other business professionals. I wanted to contact CEOs, presidents of companies, managers of companies, owners of companies. Now there was one problem. I didn't know these people. However I did know that I was able to, for example, purchase a mailing list. This is not an email mailing, this is before email,

this is the land mail where you get the stamp, put it onto the envelope, pop it into the box and it gets mailed away to them and they get it in their mailbox and their secretary brings it to them in the morning.

I looked at the pricing at doing such a mailing list and went "Ahhh man, this is going to cost me thousands and thousands of dollars". I'm talking like \$10,000 for a good quality set of names. There was a problem. I didn't have \$10,000. By the same token, I didn't have enough time to write and stamp 5,000 envelopes which is what the list was at the time. So that's when I learnt the power of other people's time and other people's money. I spoke to other members within my organisation of that networking company and said "hey here's an idea, let's all put in \$100 each." So we got together the people. We all put in a \$100 each to make up the \$10,000 sum. I used other people's money to get what I wanted.

We then had our mailing list delivered to us and we split it between us. We all took our own equal share of the list numbers. Simple. So how did I get these 5000 or whatever there were, letters out? I used other people's time. See all of these people were in my down line organisation. I brought together a joint venture of a number of different people and used other peoples money and other peoples time and it was tremendously successful.

Let me share one little sideline secret with you. I spoke about this in the last one Part 4. Guess how many people of the 100 or so that took part in that joint venture actually took action and got results. About 20%. Isn't that pathetic! About 20%. They made the commitment. They put in the money. But they wouldn't do anything. So what did I do? With the other 80% that didn't get used? Hey, I took 'em back and used them myself!

Creative thinking - using other people's time and other people's money. **That's what a joint venture is about.** That is a key secret to success in business. There is no multi-national corporation out there that doesn't use other people's time and other people's money. Affiliate programs online. You promote a program. You are using your time and your money to promote somebody else's program, somebody else's products. If you are one of my affiliates, I know you are investing your time and money to promote my products. What do you get in return? You get a percentage revenue share. Other people's time and other people's money.

When you've got an idea, never ever ever limit yourself to what you can do alone. Think creatively. Think outside the box. Think big. Don't just think big. Think gigantic. What is the ultimate possibility that can be enjoyed by myself and others through this idea, this product, this service. What is the ultimate possibility? That's the question you need to ask yourself. Other people's time and other people's money. It's not an ethical dilemma. It is simply having others and bringing them into your inner circle to empower yourself to greater things and to empower them also. Think creatively how you can use other people's time and other people's money to build your business and both you and they will enjoy the results.

I'll talk to you again soon.

The Story of the Motivated Idiot

Hello and welcome back. This is the final in the 6 key things which were taught to me during a wonderful 12 week stage in my life where I learned the things that literally changed my life and my business forever, taught to me by a very dear and wonderful man. A good friend.

Today I'm not going to be so hyped, so upbeat as usual because I want to share with you something very, very important, very deep, very profound which really can make or break your success and your happiness and I debated for some time whether I should actually share this. This is the first time I've ever shared this.

It's the Story of the Motivated Idiot.

Amongst the many wonderful things about business and strategy and design and management that were taught to me over those 12 weeks that I spent with this incredibly wealthy and tremendous man, there was one thing which he never actually said to me but I saw it and I wondered about it.

He and his wife were very, very, very happy. Deeply in love. Passionate about everything that they did, both in business and in pleasure, together. Now I have to say at the time that I thought, of course they're happy, they're earning thousands of dollars a week! Anyone would be happy with that! I was broke, remember that, I was dead broke at the time. Of course they're going to be happy! Look at the money, look at the cars, look at the house! Look at the lifestyle, look at the travel!

I looked at everything they had and they owned, but I missed the most important thing. See, what they also had and what they also owned was each other. Their relationship was the most important thing.

This is going back a few years ago that I spent this time with them but I still keep in contact today, and I spoke with Nicki a little while ago and she shared with me how over that Christmas they were taking some time out, they were going away. Time together. No phone calls, no computers, no faxes, no emails. Just the two of them. Keep that in mind as I share with

you and think you may even begin to see what it is that I am talking about.

Because the Story of the Motivated Idiot is my story.

As you would know by now, I am a single. I have three children and I love them dearly. Many people have asked the question and I'm going to tell you now what happened. Why am I a single parent? Did my wife die? Well she was very ill for many, many, many years. No she didn't die. She left.

She didn't leave her children. She left me. And it took me some time, some long, long time, to realise and understand and apologise to her for my failures. Why? Because I was a motivated idiot!

I used everything that had been taught to me. I put in the hours. I put in the time. I put in what little money we had to build myself a business working from home. It cost me a LOT! And most importantly, it cost me my wife. It cost me my marriage.

And I want you to understand this very one key, most important of all most important things. It is this – despite what you want to happen in your business, you cannot sacrifice the commitment to your family and your loved ones to get to it.

Now that I know to you is going to seem pretty bloody obvious. But when you're motivated, when you're pumped, when your adrenaline is running and you've got a goal and a plan set in front of you and you are determined to achieve it, it's very easy to go at it so hard and so fast, and if necessary for so long, that other things are missed!

My wife and I, we fell out of love with each other. For me, and this is going back quite a few years now so I can talk about it, (then I couldn't but now I can) for me, I fell out of love because I was just too determined and focussed in other areas. I did not focus on my love for my wife. I didn't. My biggest screw-up. My biggest failure ever!

For her, well, I was always here but never there. Understand? I was working from home, always here but never there, never there for her. Now I believed and believed for a long time, that I did the best that I could at the time, but the best that I could wasn't good enough!

And here's a little sidebar: With hindsight I can see that had I allowed myself to be 'accountable' to others then things might have turned out differently. So there's a thought – friends and family can also be the most amazing support people in life ... *if* you allow them to be.

However, I took action upon everything that I ever wanted to do in my business and I consider myself very fortunate that I have been able to build the success for myself but I can now enjoy it but look what I lost along the way! Look at what I lost along the way! A ten year marriage to a wonderful beautiful person.

What does success mean to you? What are you willing to give up for it? Are you willing to give up your family? Your marriage? If you are, turn this off now and throw it away! I don't want to train you ever again! That's not what it's all about. See the whole point about these success keys to be here and to be there as well – for your loved ones.

Now I do it. Now I do it. I work 5 hours a day on average, little bit more, sure sometimes, but when the kids have got something on at school, I'm there. When they want to go somewhere with their friends, I'm able to be there for them. One of my daughters contacted me on the radio, we have two-way radios to keep in contact in our local area, contacted me on the radio, that her bike had broken while she was riding and that she needed help. I was there. I jumped in the car, I went there, I picked her up, took it to the service station, fixed it up, brought her home.

But to be here and to be there are two different things.

The story of the motivated idiot! Don't, please, please, please, - don't do what I did. And that was to have committed myself so hard and fast and steady towards my goals and my achievement in business that I ruined my family.

Now my wife, ex-wife and I ... we don't' even talk anymore. And it doesn't matter what I gained. Look at what I lost!

I don't know if she will ever forgive me for what I did but the reason I share this with you is plain and simple – these Success Keys – each key that I have shared with you is a valuable integral part of your business, and your life, success. See success and happiness go hand in hand in my

book. Don't bury yourself in your work just because you've got problems with a loved one. If you've got problems, then get the hell out of your work and sort out your problems!

You see, I know many, many wealthy people who are unhappily single because of marriage breakdown. I also know many, many very poor, very broke people who are happily married and Vis versa of course! I also know incredibly successful and wealthy people, who *are* incredibly happy! I know others of course who are broke and have no money and, well, you know, they're very unhappy as well in their marriages. You need to make a decision here. You need to stop and look and evaluate your life right now if you are in a marriage situation, family situation, relationship situation, you need to sit down, stop, take counsel with yourself! If there is one thing, even just one thing that bugs you, that irritates you, that niggles away at your subconscious, that you are unhappy with, fix it. Fix it! FIX IT! **Don't let it go unfixed!**

I debated for a long time with myself, as to if I should even share this with you, this sort of personal, deeply personal. This is the first time that I have shared this publicly. But I do it because there is a valuable lesson to be learned. Don't stuff up your relationships for the sake of success and happiness. Don't think like I did, 'once I start making some money it'll all be alright'. That's a lie! Cause if it ain't all right now you better fix it! It is better to be broke and happy in family than to be well off and unhappily single.

I want you to learn and understand this.

The Story of the Motivated Idiot is me! I don't ever want it to be you.

As you strive for success in your business, strive also for success and happiness in your relationships and your family. This is the one most important thing my friend that you must learn. Above all else, learn this one thing! And then the others will eventually fall into play themselves. But as for these Success Keys, these are the things that I learned over that period of time, and right now after what I have shared with you today, you can see that even though I learned all of them, I wasn't always able to put them into action at the time.

I share these with you so that you should not have to share the same pain that I had to, to build my business. I want you to do it a little easier than

me. I want you to do it with a little less effort! I want you to do it without the financial hardship. I want you to do without the relationship struggle. I want you to build and create and design for yourself a life with success and happiness based on the wisdom of other people's experiences. In this case, I have shared with you mine. But seek out more if you can. Find those people who are happy, healthy and successful. Take `em out to lunch! Ask them how do they do it?

Learn from our mistakes so that you should not have to make them yourself.

My girls, as they're growing, and I help them learn and develop in this world, they often move towards making mistakes, and as a boy I was told that the best way to learn is from your own mistakes. Horse shit!! What a load of crap! Best way to learn is from your own mistakes? You've gotta be joking! No! No!! The best way to learn is from other people's mistakes! Just as you can learn from other people's success you can also learn from other people's failure! You don't want to be making the same mistakes that I've made. Just as you can learn what I've learned! Why? I've just taught you what I've learned – why do you need to make the same mistakes for? Dumb, dumb!

So set for yourself now a course and strategy to continue learning from other people's successes and other people's mistakes.

That's all I've really got for you right now. I might add more onto this some time later but I hope you take these things, I hope you use these success keys and I hope they bring you greater prosperity, happiness and joy and wonder and excitement into your life. Thank you very much for being with me through this. I really appreciate it.

Take care and God Bless.

Bye bye.

Further resources.

You may have heard that old well-worn phrase; **Success is a journey, not a destination.** If so you would have reacted in one of two different ways –

1. You said it's whole bunch of 'who-ey' and makes no sense at all. I mean, how dare someone else try and tell you what success is or isn't – you're already there... right?

Maybe.

But then, you may also have thought –

2. Hmm. I've still got a long way to go.

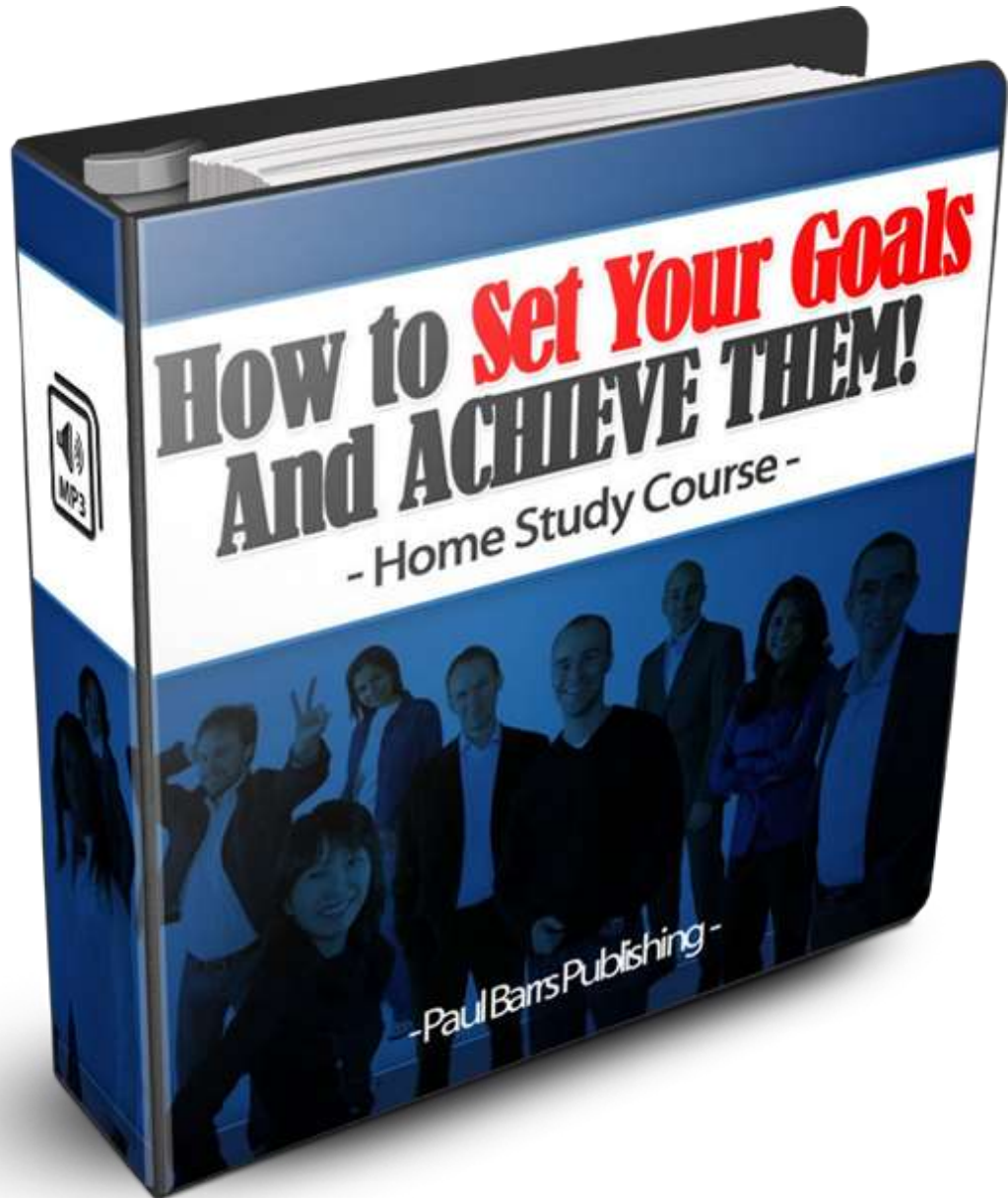
Here's my word for the day for you... no matter *where* you are on that road, that path, that journey that some call success... there's always some way to go.

So, do you want more? Are you ready to discover just what "more" is?

Then go now to my main website PaulBarrs.com and subscribe either to my Online Blog or eNewsletter.

I want to SHOW YOU how you can succeed online, and I'd love you to come join me!

- [Click Here to Find out More](#) -



© Paul Barrs Publishing. 2003

All Right Reserved.

No part of this Publication
may be reproduced in part
or in whole without express
permission from the publisher.