



How To Develop A Positive Mindset And A Solid Plan

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STEP ONE: Develop a Positive Mindset!

In order to succeed, you will have to take massive amounts of action! In order to take action, you will need to look your fears/self-doubt in the face and take action anyway!

Without a positive mindset, it is unlikely that you will ever take the amount of action necessary to experience the kind of success you dream about.

Each of us will have to chart a unique course when it comes to developing a positive mindset, but I will give you some food for thought...

- Understand that EVERY person on the planet doubts themselves from time to time. Don't beat yourself up over this, just work to overcome your fears!
- Believe that you are truly gifted (you are!) and that you have something positive to share with the world because you do!
- Reduce the amount of time you spend with those with a negative mindset... even if they are your family members! (It's really hard to remain positive when you are surrounded by negative persons)

- Reduce the amount of TV (or any media format) that spews negativity like a geyser! You will generally find most news to be negative. Either reduce the amount of time you watch such news, or find another source that sticks to the facts without all the “doom and gloom.”
- Focus on your successes (however small) and understand that minor failures will not only come, they are beneficial! Small failures come because you have taken action and ACTION IS THE KEY to this whole thing!
- Train yourself to look for opportunities... if you do, I guarantee you will find them!

STEP TWO: Improve Your Focus!

You can only succeed if you focus your energies on things that help you make forward progress. Things that help you realize your goals.

If you find yourself running “this way and that,” you must make a change.

Here are some tips...

- Reduce (or cut out altogether) the amount of time you spend doing things that are not beneficial to your goals/plan. Things like playing online games, reading 22 promotional emails per day on the “latest and greatest,” etc.
- Stop buying any marketing products that don’t fit into your action plan. If you are focusing on the creation of Info Products, stop buying products on how to make quick cash flipping websites, etc.
- Schedule work times. Find an hour or two each day and devote your full attention to your business and goals. Let everyone around you know that you need some quiet time, and that you will pay attention to them after your work is done.

- Turn off email, Skype and anything else that might distract you while you work.
- Work in focused blocks of times. Multi-tasking is required for some careers (like that of a chef) but most of the time, multi-tasking is bad! You will generally make faster progress if you focus all of your energies on one specific task. The trouble is, this can be mentally exhausting. So, it is best to work in blocks of between 30-60 minutes. Take a break between blocks to clear your head (a short walk is really good as it will give you some exercise and improve your blood flow)

STEP THREE: **Know Thyself!**

I can't emphasize this enough!

It may be painful, but you **MUST** take an honest look at yourself. You need to know your strengths and weaknesses and be OK with them.

I am not saying that you shouldn't work to improve your weak areas, but you might find that outsourcing these tasks is much more productive.

If you spend your time capitalizing on your strengths and outsourcing your weaknesses, you will make strong forward progress.

The trick is, you can't do the above until you know what your strengths and weaknesses area!

STEP FOUR: **Take Responsibility!**

Until you realize that **YOU** make your own destiny, you won't do much to shape it!

Blaming others will not move you closer to realizing your goals... it will just give you a negative mindset and cause you to move in the wrong direction.

When a problem arises, look for opportunities... you will almost always find them if you look hard enough.

STEP FIVE: Create Actionable Goals!

The best definition I have ever heard concerning goals is that they are merely dreams WITH an actionable plan. If you make plans that will move you closer to realizing your dreams, you've just created some goals.

Here are some goal-setting tips...

- Write them down! Nearly every goal-setting guru agrees... written goals are much better than the ones stuck in your head.
- Make them exciting, yet attainable. If you're only making \$500 per month online right now, don't set a goal to make a million per year within the next six months. Instead, look to set goals that will help you achieve 2-5X what you are doing now in the course of the next twelve months. (Example... If you are making \$1,000 per month right now, set a goal that will have you making \$2,000-\$5,000 per month within the next twelve months)
- Once you've written your goals down, re-order them in a manner that makes sense AND add specific dates to them. So, if your first item of business is to create a product, set a date for the completion of the product and work to complete the project in the time listed.
- Share your goals with those closest to you. This one might be a bit scary, especially if your loved ones are negative thinkers and prone to making fun of your "outlandish" goals, but it is important none the less. As soon as you share them with someone else, you know you're responsible to take action. Until you share them, you give yourself an "out" because after all, no one else knows about them.

STEP SIX: Apply UPSIDE Leverage!

Applying UPSIDE leverage while avoiding DOWNSIDE leverage is the key to making fast progress.

Remember that upside leverage is anything that helps you enhance your time and money while downside leverage will rob you of both!

Here's a quick recap of things from both categories...

UPSIDE Leverage:

- Buying PLR Products – Most of the work has already been done... saving you time. Also, it generally will cost a lot less to buy/improve a good PLR product than it does to create it from scratch.
- Outsourcing – Use others to help you get more done and do the things that are among your weaknesses!
- Reinvestment of your capital – Especially at the beginning, look to reinvest 70-80% of your net profit. If you do this, your earnings will soar!
- And much more!

DOWNSIDE Leverage:

- Wasting your money on “magic blue pill” products – This capital could be used to create a proven “winner.” Again, stay focused to your core business!
- Playing Farmville or Angry Birds (or HALO) for hours on end. – While it might be fun, it is robbing you of the time you could be using to grow your business!
- Buying stuff on credit – Unless you have a solid plan to turn the purchase into a profit in a short time frame, avoid this like the plague!

- And much more!

STEP SEVEN: **Stay The Course!**

After taking action, this is probably the biggest key to success!

It's hard enough to take action, but if you give up quickly, you will never know the success that lives "just around the bend."

I don't really know how to teach you persistence except to tell you that it is absolutely crucial! Everyone will experience challenging times... times that make you doubt yourself and your plan.

If you want to succeed you must be pig-headed! You must persevere in spite of your self-doubt and the negativity poured on by others.

STEP EIGHT: **Get Connected!**

Life is hard enough on one's own. I strongly recommend that you find a few like-minded individuals such that you can share your goals and support each other.

In essence, you are creating a mastermind. A group of people whose goal is to help each other succeed and see things they might have otherwise missed.

Side note: This is a great use of UPSIDE leverage.

STEP NINE: **Find A Mentor!**

In addition to getting connected with a few peers, it's wise to also find a mentor. A mentor is someone who has experienced some amount of success in the same endeavor you are engaged in.

If your plan is to become a successful Affiliate Marketer, look to find someone who is making consistent money in Affiliate Marketing... even if it's only \$1,000 per month.

PRO-Tip: Look for a mentor whose business model is as close to your desired business model as possible. If you are looking to build a successful part-time business, then look for a mentor with a part-time business.

STEP TEN: *Become A Mentor!*

If you diligently follow all nine steps, I am confident you will succeed!

After succeeding, you will find great joy in sharing your experiences and knowledge with others which is why I recommend you become a mentor.

It truly is better to give than receive and I can tell you from experience that giving will bring opportunities you wouldn't have found otherwise.

A lot of seemingly magical things will happen when you "pay it forward" and you will leave the world a better place too!

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